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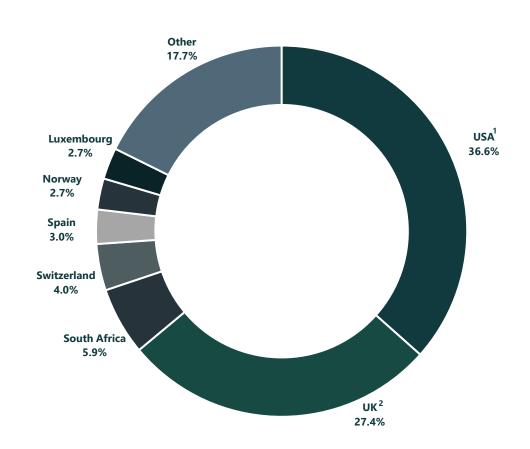


# **GEORGIA CAPITAL (GCAP) SHAREHOLDERS AT 30-SEP-25**



#### **GCAP SHAREHOLDERS ALLOCATION BY GEOGRAPHY**

#### **GCAP TOP 10 SHAREHOLDERS**



Rank	Shareholder name	Ownership
1	Lazard Asset Management LLC	7.23%
2	Gemsstock Ltd	6.61%
3	Allan Gray Proprietary Ltd	5.74%
4	Eaton Vance Management	4.30%
5	Firebird Management LLC	3.28%
6	Dimensional Fund Advisors	2.56%
7	Halcyon Portfolio Management	2.53%
8	JP Morgan International Bank Ltd	2.25%
9	BlackRock	1.75%
10	Renta 4	1.68%
	Total	37.93%

#### **NUMBER OF ISSUED SHARES – 35.7 MILLION**

# **KEY FIGURES AT A GLANCE**





#### NAV HIGHLIGHTS AT 30-SEP-25<sup>1</sup>

Portfolio value

4,641

US\$ 1,713 million

**NAV** 

4,650

GEL million
US\$ 1,717 million

Net debt

**74**GEL million

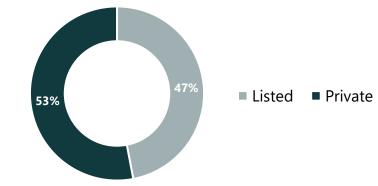
**NAV** per share

**US\$ 27 million** 

135.51

GEL US\$ 50.03







STARTING FROM 2024, PLATFORM COSTS ARE TARGETED AT MAXIMUM 0.75% OF NAV

# **OUR PORTFOLIO OVERVIEW AS AT 30-SEP-25**



#### LISTED PORTFOLIO

Value: GEL 2,167m 46.7% of the total portfolio value



#### PRIVATE PORTFOLIO

Value: GEL 2,474m 53.3% of the total portfolio value

#### **LARGE PORTFOLIO COMPANIES**





Value: GEL 524m 10.7% of the total portfolio 11.3% of the total portfolio

**HEALTHCARE** 

**SERVICES** 



#### **OTHER BUSINESSES**

- Renewable Energy; Education; Auto Service;

Value: GEL 596m

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# **OUR STRATEGY**

01

INVESTING IN CAPITAL-LIGHT OPPORTUNITIES ONLY



02

OUR ROBUST CAPITAL MANAGEMENT FRAMEWORK



03

**ESG AT THE CORE OF OUR STRATEGY** 



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# THE CAPITAL-LIGHT INVESTMENT STRATEGY



STRONG VALUE CREATION POTENTIAL WITHOUT SIGNIFICANT CAPITAL COMMITMENTS

#### **OUR BREAD AND BUTTER**

STRONG TRACK RECORD IN TAPPING BIG OPPORTUNITIES WITH SMALL INVESTMENTS BY CONSOLIDATING FRAGMENTED INDUSTRIES, ESPECIALLY IN SERVICE-ORIENTED SECTORS



# GCAP INVESTS IN GEORGIA IN SECTORS NOT REQUIRING INTENSIVE CAPITAL COMMITMENTS

Manage third-party money and/or establish partnerships in capital heavy industries

## **OUR INVESTMENT STRATEGY**



GCAP INVESTS IN CAPITAL-LIGHT, LARGE OPPORTUNITIES, WHICH HAVE A POTENTIAL TO BECOME GEL 300+ MILLION IN EQUITY VALUE OVER 3-5 YEARS

#### THE CYCLE OF GCAP'S STRATEGY

**Invest** 

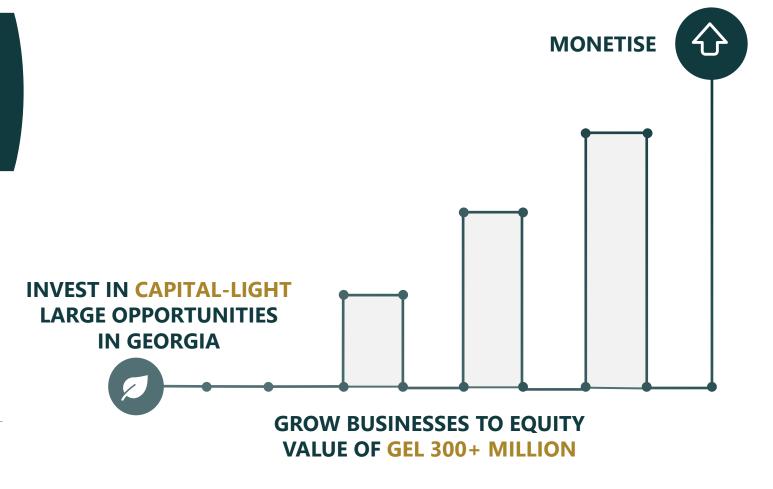
Our key strategic principle is to develop or buy capital-light businesses at affordable prices.

**Grow** 

GCAP helps the portfolio companies institutionalise their management, enhance their governance and grow them into mature businesses that can further develop largely on their own, either with continued oversight or independently.

Monetise

As investments mature, GCAP intends to realise proceeds through exits at attractive prices.



# **OUR INVESTMENT STRATEGY (CONT'D)**



IRR & MOIC<sup>1</sup> IS THE KEY DRIVER FOR GCAP TO INVEST IN NEW OPPORTUNITIES

**KEY INVESTMENT METRICS AT GCAP LEVEL** 



**IRR** 



MOIC

ROIC IS AT THE CORE OF OUR DECISION MAKING WHEN OUR PORTFOLIO COMPANIES ARE INVESTING OR DIVESTING ASSETS / BUSINESSES

KEY METRIC FOR REINVESTMENT DECISION MAKING AT PORTFOLIO COMPANIES' LEVEL



**ROIC** 

- ROIC should exceed WACC for all new investments
- Portfolio companies to continue divestment of low ROIC and/or non-core assets & businesses to enhance ROIC

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# **NET CAPITAL COMMITMENT (NCC) OVERVIEW**



## NCC RATIO IMPROVED BY 1.6 PPTS Q-O-Q AS OF 30-SEP-25 (10.5 PPTS IMPROVEMENT Y-O-Y)

- ➤ Significant net debt reduction supported by strong cash flow generation and the continued growth in portfolio value led to a 1.6 ppts improvement in the NCC ratio.
- ➤ Given the strong progress on deleveraging, S&P revised GCAP's credit outlook from stable to positive in August 2025.
- ➤ The improvement in NCC does not yet reflect a negative impact from long-standing legacy legal case related to the acquisition of Imedi L in 2012, which resulted in recognition of a US\$ 26.5 million payable. However, we project the impact to be minimal, as we expect to reduce contingency/liquidity buffer reserve given the litigation outcome.

US\$ Million	30-Sep-24	Change (y-o-y)	30-Jun-25	Change (q-o-q)	30-Sep-25
Cash and liquid funds	37.3	67.8%	55.3	13.2%	62.6
Loans issued	4.3	-85.8%	0.2	NMF	0.6
Accrued dividend income/Receivable from put option exercise	10.6	38.7%	70.4	-79.1%	14.7
Gross debt	(150.9)	-66.5%	(154.2)	-67.2%	(50.5)
Net debt (1)	(98.7)	NMF	(28.2)	NMF	27.4
Guarantees issued (2)	-	NMF	-	NMF	-
Net debt and guarantees issued $(3)=(1)+(2)$	(98.7)	NMF	(28.2)	NMF	27.4
Planned investments (4)	(44.9)	-20.0%	(37.8)	-4.9%	(35.9)
of which, planned investments in Renewable Energy	(27.3)	-19.7%	(23.2)	-5.5%	(21.9)
of which, planned investments in Education	(17.7)	-20.6%	(14.6)	-3.9%	(14.0)
Announced Buybacks (5)	(8.0)	NMF	(0.1)	NMF	(31.5)
Contingency/liquidity buffer (6)	(50.0)	NMF	(50.0)	NMF	(50.0)
Total planned investments, announced buybacks and contingency/liquidity buffer (7)=(4)+(5)+(6)	(102.9)	14.1%	(87.8)	33.7%	(117.4)
Net capital commitment (3)+(7)	(201.6)	-55.4%	(116.1)	-22.4%	(90.0)
Portfolio value	1,270.4	34.9%	1,667.7	2.7%	1,713.2
NCC ratio	15.9%	-10.5 ppts	7.0%	-1.6 ppts	5.4%

## **360-DEGREE FRAMEWORK**

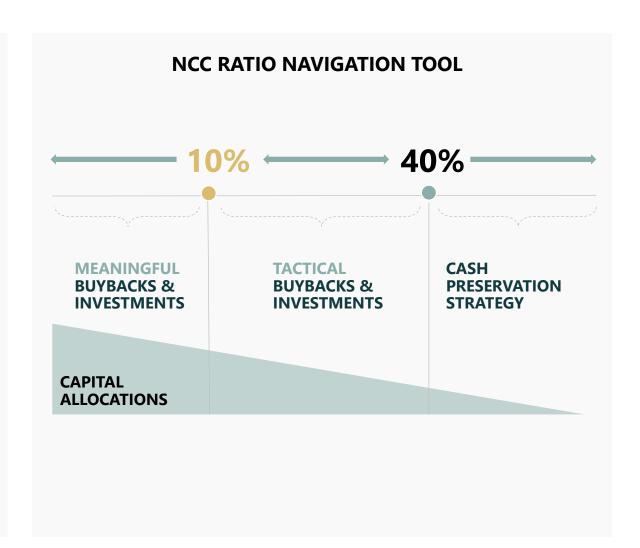


# GCAP SHARE PRICE IS AT THE CORE OF OUR INVESTMENT DECISION MAKING



# WE PERFORM 360-DEGREE ANALYSIS EACH TIME WE MAKE A CAPITAL ALLOCATION DECISION AND COMPARE:

- Investment opportunity vs. buyback opportunity
- Sale opportunity vs. buyback opportunity



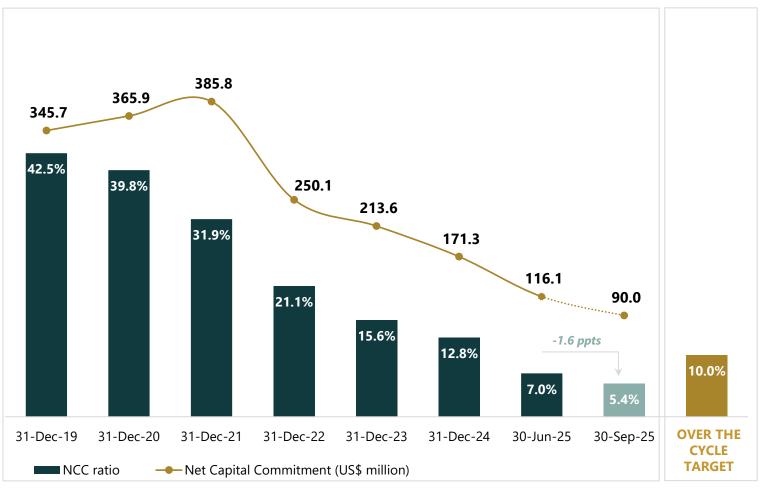
# **NCC RATIO DEVELOPMENT OVERVIEW**



NCC REPRESENTS AN AGGREGATED VIEW OF ALL CONFIRMED, AGREED AND EXPECTED CAPITAL OUTFLOWS AT THE GCAP HOLDCO LEVEL

THE NCC RATIO IMPROVED TO A RECORD LOW 5.4% AS AT SEPTEMBER 2025

#### NCC AND NCC RATIO DEVELOPMENT OVERVIEW<sup>1</sup>

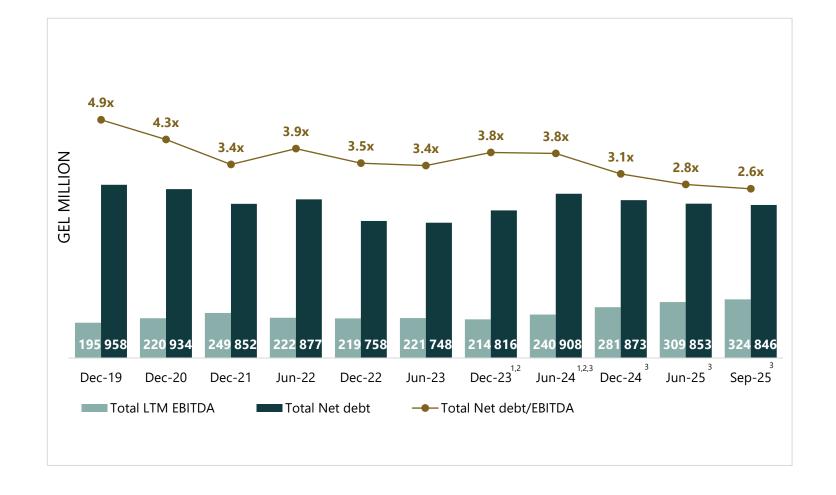


# LEVERAGE OVERVIEW OF OUR PRIVATE BUSINESSES



# TOTAL NET DEBT/EBITDA DEVELOPMENT OVERVIEW

LTM EBITDA up 65.8% as at Sep-25 from Dec-19.



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# **CORE STRATEGY ENABLERS**



# THREE FUNDAMENTAL ENABLERS:

- **01** Superior corporate governance
- **02** Access to management
- **03** Access to capital



### THREE FUNDAMENTAL ENABLERS





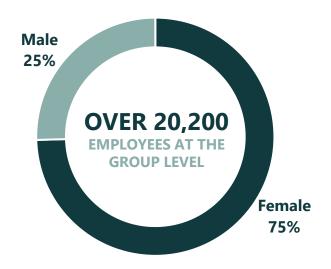


# ENVIRONMENTAL, SOCIAL AND GOVERNANCE PRINCIPLES LIE AT THE HEART OF OUR BUSINESS



OUR PORTFOLIO IS CONCENTRATED ACROSS
STRUCTURALLY IMPORTANT INDUSTRIES IN
GEORGIA, CONNECTING US TO THE COUNTRY'S
SUSTAINABLE DEVELOPMENT

#### LARGEST EMPLOYER IN THE GEORGIAN PRIVATE SECTOR



# WE INVEST IN INDUSTRIES WHICH HAVE POSITIVE IMPACT ON PEOPLE AND PLANET



Our healthcare businesses, contribute to the development of the Georgian healthcare system and society as a whole.



Our Education business makes a significant contribution to the country's education system and society by developing the younger generation.



Through its green projects, our renewable energy business supports climate change mitigation, natural resources conservation and pollution prevention.



Our Auto Service business is directly engaged in the reduction of greenhouse gas emissions and road traffic accidents in Georgia.

# **ESG AT THE CORE OF OUR STRATEGY**



# DELIVERED ON THE STRATEGIC PRIORITY STRENGTHENED ESG RISK ASSESMENT AND MANAGEMENT PROCESSES

- Georgia Capital delivered on its strategic priority of setting measurable ESG targets and established the ESG action plan.
- The process considered a comprehensive analysis of the relevant ESG frameworks and guidelines, as well as determining the materiality of ESG matters across the business operations.
- In 2022, Georgia Capital committed to the Net-Zero Initiative and expressed its willingness to reach Net-Zero across Scope 1 and 2 emissions at both GCAP HoldCo and portfolio company levels by 2050.
- For the first time in Georgia, we have successfully obtained third-party assurance on our greenhouse gas emissions.
- Our dedication to responsible investment was recognised by ADB, which awarded Georgia Capital with an Impact Award in April 2024.

- In 2023, Georgia Capital issued US\$ 150 million sustainabilitylinked bonds ("SLB") and established a SLB Framework, under which GCAP intends to decrease its GHG emissions by 20% by 2027.
- Through this target, GCAP will further support climate change mitigation, natural resources conservation and pollution prevention, thereby contributing to the transition towards a more sustainable and lower carbon economy in Georgia.
- In 2024, Georgia Capital strengthened its ESG risk assessment and management framework by formalising processes across the investment cycle, introducing sector-specific appraisal procedures, and implementing periodic information checklists.
- The company also established a formal stakeholder engagement plan to enhance trust, collaboration, and alignment with its stakeholders.

# **INCREASEAD FOCUS ON IMPACT INVESTING**



#### COMMITTING TO UN'S PRINCIPLES AND MAPPING OUR BUSINESSES TO THEIR SUSTAINABLE DEVELOPMENT GOALS ("SDGS")







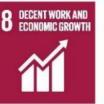








12 RESPONSIBLE CONSUMPTION





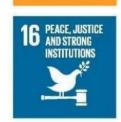
















Business		Direct SDG Impact	Supportive / Indirect SDG Impact
	GCAP HoldCo	8, 10, 13	5
	Retail (pharmacy)	3, 8, 12	5, 11
•	Insurance	3, 8, 9	1, 10
*	Healthcare services	3, 8, 9, 12	5, 11
<b>(4)</b>	Renewable energy	7, 9, 13	8, 11
	Education	4	3, 11, 16
O <sub>O</sub>	Auto services	9, 11,13	15
<b>m</b>	Banking	1, 8, 11	5

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DELEVERAGING GCAP HOLDCO BY BRINGING DOWN AND MAINTAINING THE NCC RATIO BELOW 10%

REDUCE AND MAINTAIN PORTFOLIO COMPANIES'
LEVERAGE TO RESPECTIVE TARGETED LEVELS



OUR STRATEGIC PRIORITIES



ACHIEVE ESG TARGETS AT BOTH GCAP HOLDCO AND PORTFOLIO COMPANY LEVELS



CONTINUED PROGRESS ON THE DIVESTMENT OF EMERGING AND OTHER PORTFOLIO COMPANIES

# **OUR LONG-TERM ASPIRATION**





ACHIEVEMENT OF OUR
STRATEGIC PRIORITIES
WILL ENABLE GCAP TO
GRADUALLY TRANSFORM
INTO A SUSTAINABLE
PERMANENT CAPITAL
VEHICLE (PCV)

Significantly reduced leverage at the GCAP HoldCo level

Capacity to redeploy our existing capital without the need for new equity share issuance/raise

Consistent NAV per share growth on the back of resilient, capital-light investments

Opportunity to return a significant portion of GCAP's cash inflows to our shareholders

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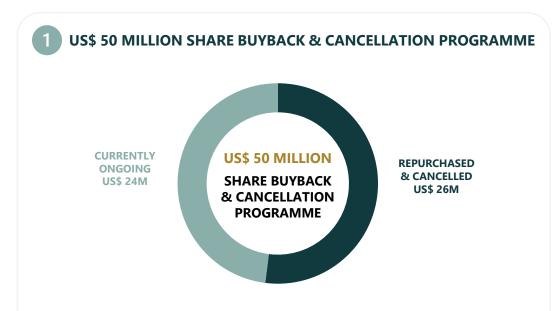


**DEVELOPMENTS** 

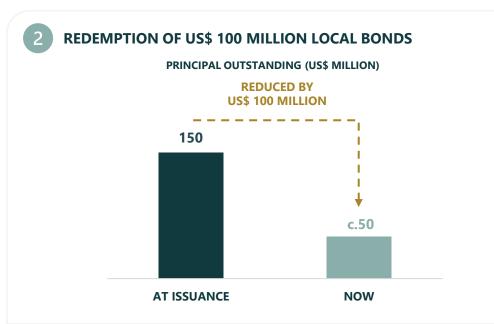
- NAV per share (GEL) increased 7.9% q-o-q in 3Q25, driven by strong operating performance across our private large portfolio companies and continued growth in Lion Finance Group PLC's share price
- Outstanding quarterly results across our private large portfolio companies, with aggregated revenues and EBITDA up 13.5% and 29.5% y-o-y in 3Q25, respectively
- Early redemption of US\$ 100 million of GCAP's local holding company bonds, reducing the outstanding principal to US\$ 50 million
- NCC ratio improved 1.6 ppts q-o-q to a record low 5.4% as at 30-Sep-25, driven by strong cash generation and continued growth in portfolio value, leading to our BB- credit rating outlook upgrade from stable to positive by S&P
- 1.4 million shares repurchased during 3Q25 and October 2025, bringing the total number of shares bought back since the demerger to 15.2 million at a total cost of US\$ 221 million
- On 25 October 2025, the healthcare services business agreed to acquire Gormed LLC, a network of three hospitals and clinics in central Georgia, expected to drive revenue growth, efficiency gains and profitability through operational synergies
- Market capitalisation exceeding US\$ 1 billion for the first time ever, leading to GCAP's re-inclusion in the MSCI UK Small Cap Index in August 2025

# PROGRESS ON THE GEL 700 MILLION CAPITAL RETURN PROGRAMME





- ✓ Following the completion of the previous US\$ 68 million share buyback and cancellation programme, a new US\$ 50 million programme was launched in August 2025, to be executed over a nine-month period.
- ✓ Since its launch, we have repurchased 0.8 million shares for a total consideration of US\$ 26.3 million (GEL 71.2 million).



- In September 2025, GCAP exercised its call option to redeem US\$ 100 million of its sustainability-linked local bonds, which were due to mature in August 2028.
- Following the redemption, the outstanding principal amount of the bonds decreased to US\$ 50 million.

# PROGRESS ON THE GEL 700 MILLION CAPITAL RETURN PROGRAMME (CONT'D)





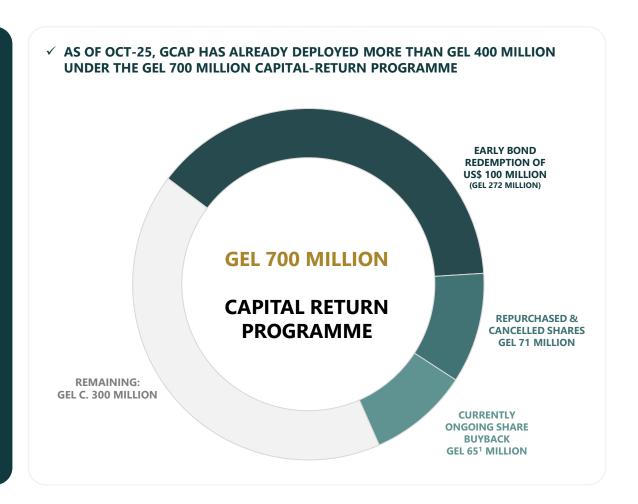
IN AUGUST 2025, WE ANNOUNCED THE LAUNCH OF A NEW 700 MILLION CAPITAL RETURN PROGRAMME, SCHEDULED TO BE IMPLEMENTED THROUGH THE END OF 2027

#### THE PROGRAMME COVERS CAPITAL RETURNS THROUGH:

- ✓ SHARE BUYBACKS
- ✓ DIVIDENDS
- ✓ DEVELERAGING

THE PROGRAMME, SUPPORTED BY SIGNIFICANT IMPROVEMENT IN THE NCC RATIO TO A RECORD-LOW LEVEL OF 5.4% IN 3Q25, IS EXPECTED TO BE FUNDED BY A COMBINATION OF:

- ✓ EXISTING STRONG LIQUID FUNDS
- ✓ EXPECTED ROBUST FREE CASH FLOW GENERATION AT GCAP

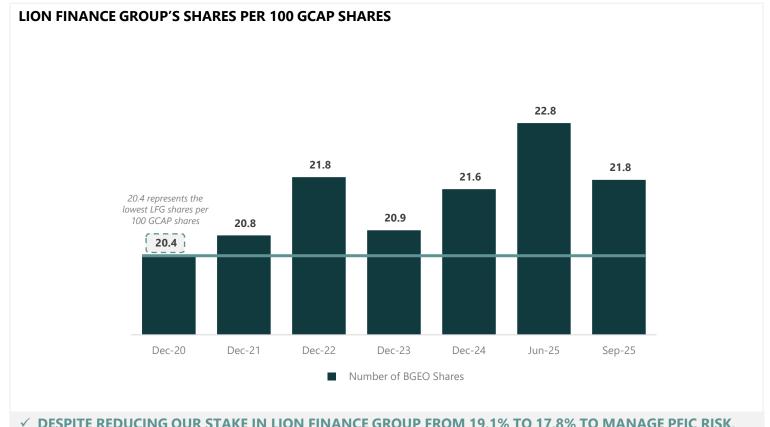


## **UPDATE ON PFIC MANAGEMENT**



AS DISCUSSED WITHIN 2Q25 RESULTS ANNOUNCEMENT, WE TOOK ACTIONS DURING 3Q25 TO PREVENT GCAP FROM BECOMING A PFIC UNDER US TAX RULES DUE TO A SIGNIFICANT INCREASE IN THE VALUE OF LION FINANCE GROUP PLC ("LFG") SHARES

- ✓ During 3Q25, GCAP's stake in LFG decreased to 17.8% from 19.1% as of 30 June 2025, reflecting onmarket sales of c.614 thousand shares at an average price of GBP 78.1.
- ✓ The sales represented approximately 6% of LFG's average daily trading volumes during 3Q25.
- ✓ We continue to remain below the PFIC threshold and do not anticipate becoming one.
- ✓ Following the sales, GCAP's passive assets remain meaningfully below the 50% threshold set by the PFIC regulations (determined annually based on average quarterly balances).



✓ DESPITE REDUCING OUR STAKE IN LION FINANCE GROUP FROM 19.1% TO 17.8% TO MANAGE PFIC RISK, GCAP'S SHARE BUYBACK AND CANCELLATION PROGRAMME ALLOWS OUR SHAREHOLDERS TO MAINTAIN THE SIMILAR EFFECTIVE/LOOKTHROUGH PROPORTIONAL OWNERSHIP OF LFG SHARES

# CAPITAL MARKET TRANSACTIONS OF OUR PORTFOLIO COMPANIES



# (1)

#### **HEALTHCARE BUSINESS SOCIAL BOND ISSUANCE**

THE LARGEST GEL BOND ISSUANCE ON THE LOCAL MARKET

- ✓ IN SEPTEMBER 2025, GCAP'S HEALTHCARE SERVICES BUSINESS SUCCESSFULLY ISSUED GEL 350 MILLION SECURED SOCIAL BONDS ON THE GEORGIAN MARKET, WHICH WAS SUBSTANTIALLY OVERSUBSCRIBED
- ✓ THE ISSUANCE WAS SUPPORTED BY INTERNATIONAL FINANCIAL INSTITUTIONS IFC AND AIIB, LOCAL BANKS AND PENSION FUND OF GEORGIA

#### **KEY TERMS:**

ANNUAL COUPON RATE

TIBR¹ + 3.75%

SEMI-ANNUAL PAYMENTS

MATURITY

BOND RATING

BB
FROM SCOPE RATINGS

#### **USE OF PROCEEDS:**

- ☑ REFINANCE THE ISSUER'S EXISTING LONG-TERM LOANS
- ☑ FINANCE CAPITAL EXPENDITURES IN LINE WITH THE SOCIAL BOND FRAMEWORK

## (2) HOSPITALITY BUSINESS BOND ISSUANCE

- ✓ IN OCTOBER 2025, GCAP'S ONLY HOSPITALITY BUSINESS INVESTMENT, GUDAURI LODGE, ISSUED US\$ 10 MILLION BONDS ON THE LOCAL MARKET; THE PROCEEDS WERE USED PRIMARILY FOR REFINANCING THE EXISTING BORROWINGS
- ✓ THE ISSUANCE FOLLOWED STRONG OPERATIONAL PERFORMANCE, WITH
  2025 YTD EBITDA INCREASING 61% Y-O-Y TO US\$ 2.2 MILLION

#### **KEY TERMS:**

ANNUAL COUPON RATE

8.25%
SEMI-ANNUAL PAYMENTS

MATURITY

2
YEARS







ON 25 OCTOBER 2025, OUR HEALTHCARE SERVICES BUSINESS AGREED TO ACQUIRE GORMED LLC, A REGIONAL NETWORK OF THREE HOSPITALS AND CLINICS IN CENTRAL GEORGIA, PENDING REGULATORY APPROVAL

#### **RATIONAL:**

- THE ACQUISITION WILL EXPAND OUR HEALTHCARE SERVICES BUSINESS FOOTPRINT INTO GORI, GEORGIA'S FIFTH LARGEST CITY BY POPULATION
- GORMED OPERATES WITH NO FINANCIAL LEVERAGE, ENHANCING VALUE CREATION POTENTIAL
- THE INTEGRATION OF GORMED IS EXPECTED TO ENHANCE REVENUE GROWTH, DELIVER STRONG EFFICIENCY GAINS AND IMPROVE PROFITABILITY THROUGH OPERATIONAL SYNERGIES

ACQUISITION VALUATION

EV/2026E EBITDA MULTIPLE

<4x

GORMED IS EXPECTED TO GENERATE

**EBITDA** 

**4.5**MILLION IN 2025

TRANSACTION IS PROJECTED TO ADD

**CAPITATION PATIENTS** 

c.80,000

TO OUR REGIONAL & COMMUNITY HOSPITALS

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# NAV PER SHARE (GEL) MOVEMENT IN 3Q25

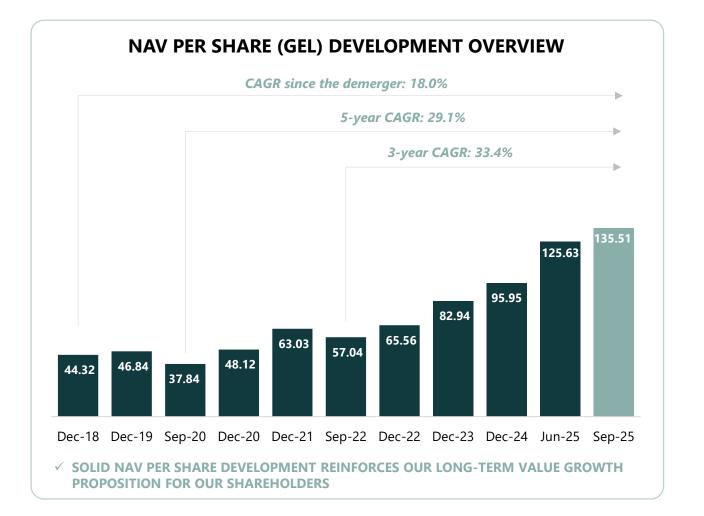


# NAV PER SHARE (GEL) UP 7.9% Q-O-Q IN 3Q25

- The increase in NAV per share (GEL) in 3Q25 reflects solid underlying operating performances across the portfolio, reinforcing GCAP's long-term value growth proposition.
- The strong growth in NAV per share was achieved notwithstanding a negative impact from provisioning of US\$ 16.5 million (GEL 45 million) final litigation reserve on a long-standing legacy legal case related to the acquisition of Imedi L in 2012. Adjusted for litigation reserve build up, NAV per share (GEL) growth was 8.9% in 3Q25.
- In 3Q25, GCAP delivered IFRS net income of GEL 287.4 million.



## STRONG NAV PER SHARE GROWTH





AS OF 30 SEPTEMBER 2025 5-YEAR NAV PER SHARE CAGR STOOD AT 29.1%, 33.5% AND 32.3% IN GEL, US\$ AND GBP TERMS, RESPECTIVELY

AS OF 30 SEPTEMBER 2025 3-YEAR NAV PER SHARE CAGR STOOD AT 33.4%, 35.5% AND 26.2% IN GEL, US\$ AND GBP TERMS, RESPECTIVELY

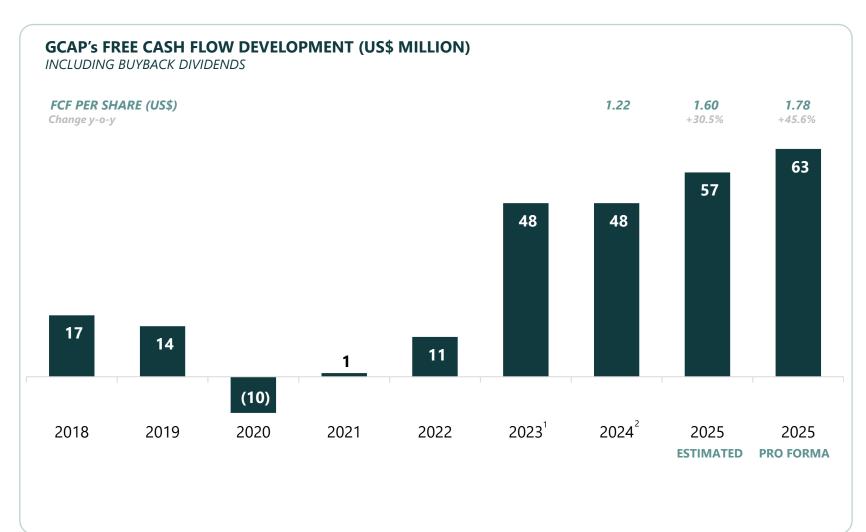
# FREE CASH FLOW DEVELOPMENT



FREE CASH FLOW PROJECTED AT US\$
57 MILLION FOR THE FULL YEAR 2025,
REFLECTING STRONG CASH
GENERATION, SUPPORTED BY
DISCIPLINED EXPENSE MANAGEMENT
AND CONTINUED DELEVERAGING

- ➤ Pro forma free cash flow for 2025 is estimated at US\$ 63 million, reflecting the US\$ 100 million bond redemption and the sell-down of LFG shares executed at the start of the year.
- ➤ Free cash flow is determined by subtracting interest and operating expenses from dividend and interest income.

2025 FREE CASH FLOW PER SHARE (US\$) EXPECTED TO GROW 45.6% Y-O-Y ON PRO FORMA BASIS



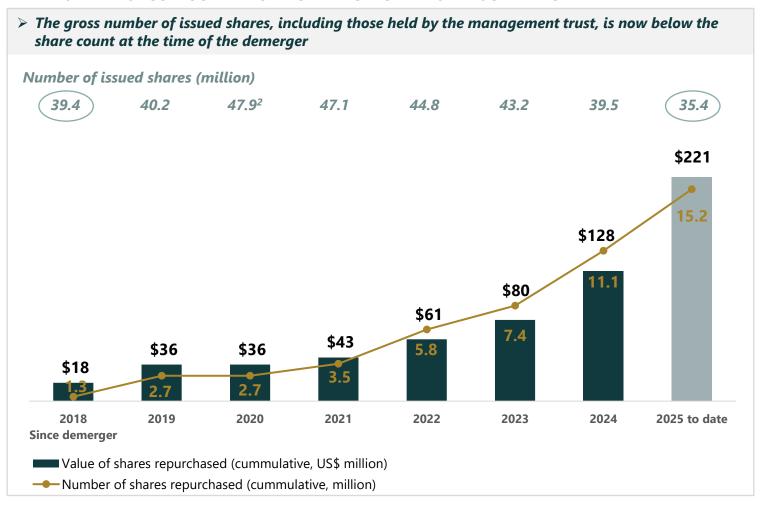
# SHARE BUYBACK AND CANCELLATION PROGRAMME



15.2 MILLION SHARES (US\$ 221 MILLION IN VALUE) REPURCHASED AND CANCELLED SINCE DEMERGER IN 2018, REPRESENTING 31.6%<sup>1</sup> OF THE ISSUED SHARE CAPITAL AT ITS PEAK

➤ 4.1 million shares (US\$ 93.6 million in value) repurchased YTD in 2025, representing 10.4% of issued share capital as at 1 January 2025.

#### DEVELOPMENT OF GCAP'S SHARE BUYBACK AND CANCELLATION PROGRAMMES

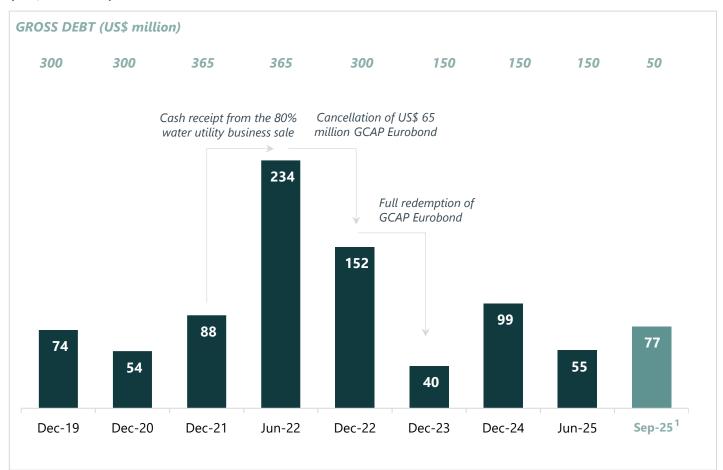


# LIQUIDITY OUTLOOK

### GEORGIA CAPITAL

### LIQUIDITY DEVELOPMENT OVERVIEW

(US\$ MILLION)



### LIQUIDITY INCREASED BY 13.2% Q-O-Q, DRIVEN BY:

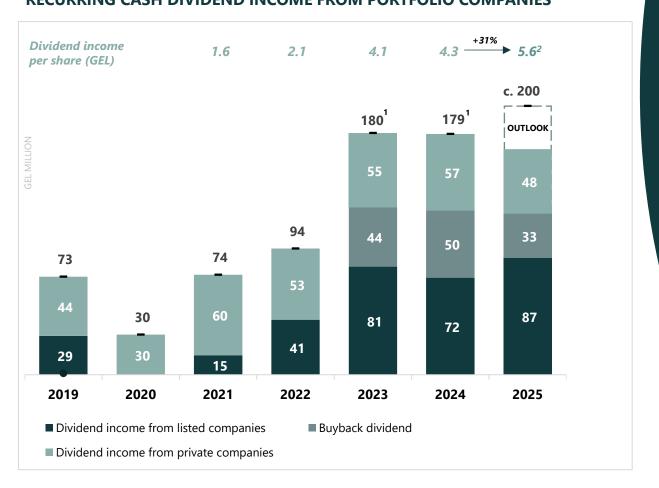
- ✓ STRONG DIVIDEND INFLOWS
- ✓ RECEIPT OF PROCEEDS FROM THE EXERCISE OF THE PUT OPTION ON A 20% STAKE IN THE WATER UTILITY BUSINESS
- ✓ THE SALE OF LION FINANCE GROUP SHARES, IN LINE WITH THE PFIC RISK MANAGEMENT STRATEGY

INFLOWS WERE OFFSET BY THE EARLY REDEMPTION OF

US\$100 MILLION SUSTAINABILITY-LINKED BONDS

# **DIVIDEND INCOME OUTLOOK**

### RECURRING CASH DIVIDEND INCOME FROM PORTFOLIO COMPANIES





### **GEL 167.8 MILLION RECURRING DIVIDEND INCOME IN 9M25**

DIVIDEND INCOME (GEL million)	3Q25	9M25
Lion Finance Group	86.9	119.8
of which, cash dividend	86.9	86.9
of which, buyback dividend		32.9
Renewable energy	10.0	10.0
Retail (pharmacy)	10.0	19.9
Insurance business	1.8	15.6
of which, P&C insurance		11.1
of which, medical insurance	1.8	4.5
Auto service	1.5	2.4
TOTAL	110.1	167.8

**UPDATED DIVIDEND INCOME OUTLOOK IN 2025** 

c.200

**REVISED FROM THE PREVIOUS TARGET OF GEL 180+ MILLION** 

# **CONTENTS**

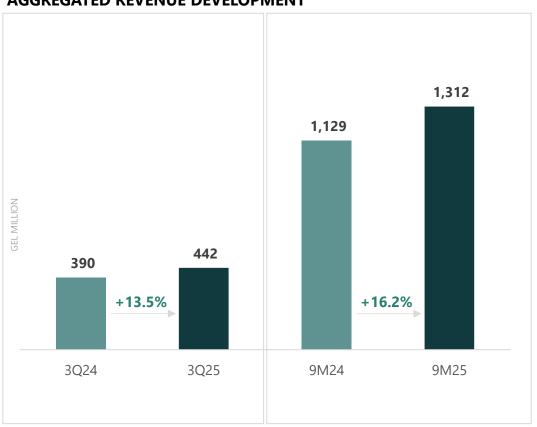
- **1** GEORGIA CAPITAL AT A GLANCE
- **02** OUR STRATEGY
- **03** 3Q25 & 9M25 PERFORMANCE OVERVIEW
  - Key developments
  - Georgia Capital results overview
  - Aggregated portfolio results and valuations overview
- **04** PORTFOLIO OVERVIEW
- **05** MACROECONOMIC OVERVIEW | GEORGIA
- **06** APPENDICES



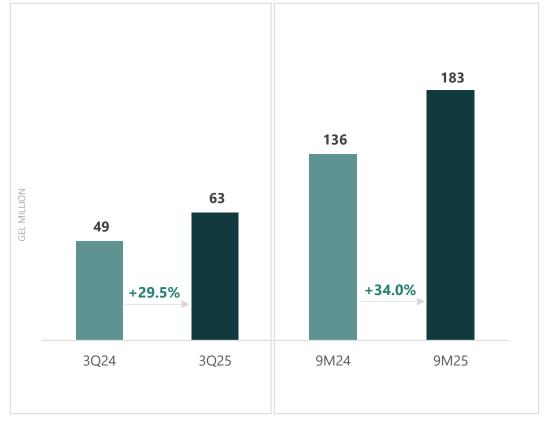
# AGGREGATED REVENUE AND EBITDA DEVELOPMENT ACROSS LARGE PRIVATE PORTFOLIO



### AGGREGATED REVENUE DEVELOPMENT



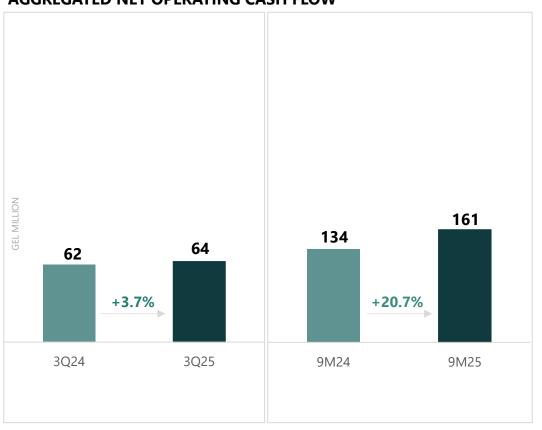
### AGGREGATED EBITDA DEVELOPMENT



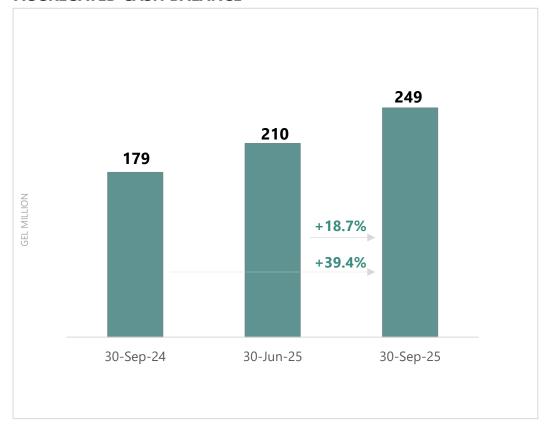
# AGGREGATED CASH BALANCE & NET OPERATING CASH FLOW DEVELOPMENT ACROSS LARGE PRIVATE PORTFOLIO



### AGGREGATED NET OPERATING CASH FLOW



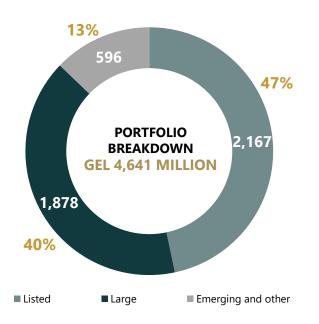
### **AGGREGATED CASH BALANCE**



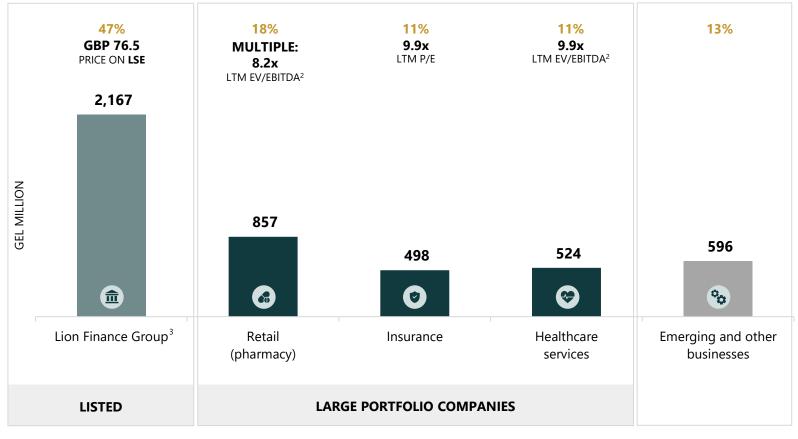
## **PORTFOLIO VALUE AS OF 30-SEP-25**



### 97% OF OUR PORTFOLIO IS VALUED EXTERNALLY<sup>1</sup>



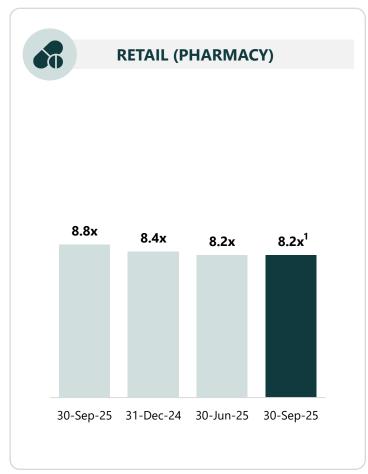
#### % SHARE IN TOTAL PORTFOLIO VALUE:

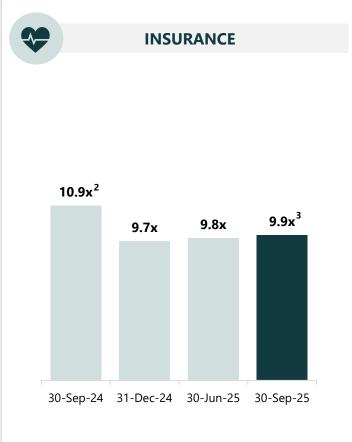


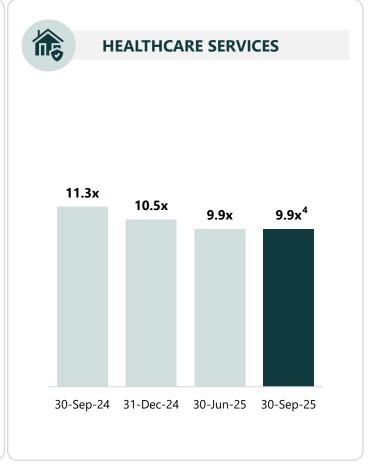
- Georgia Capital PLC | 1. In 3Q25, our private portfolio companies were valued internally by incorporating the portfolio companies' 3Q25 results, in line with International Private Equity Valuation ("IPEV") quidelines and methodology deployed in 1H25 by an independent valuation firm, which conducts external valuation assessment of the retail (pharmacy), insurance, healthcare services, renewable energy and education businesses semi-annually.
  - LTM implied EV/EBITDA multiples for Retail (pharmacy) and Healthcare are presented including IFRS 16 as of 30-Sep-25.
  - Lion Finance Group PLC, formerly known as Bank of Georgia Group PLC.

# PRIVATE LARGE PORTFOLIO IMPLIED MULTIPLE DEVELOPMENT









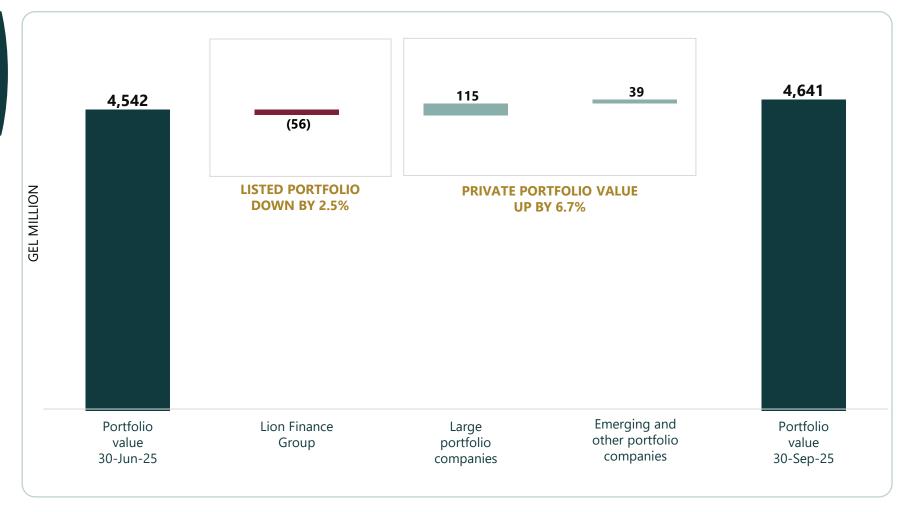
# **PORTFOLIO VALUE DEVELOPMENT IN 3Q25**



# PORTFOLIO VALUE UP BY 2.2% Q-O-Q TO GEL 4.6 BILLION IN 3Q25

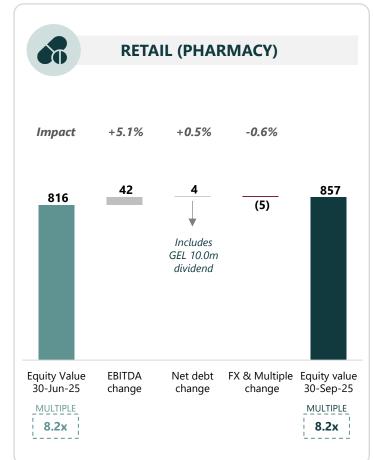
### **PRIVATE PORTFOLIO VALUE CREATION IN 3Q25**

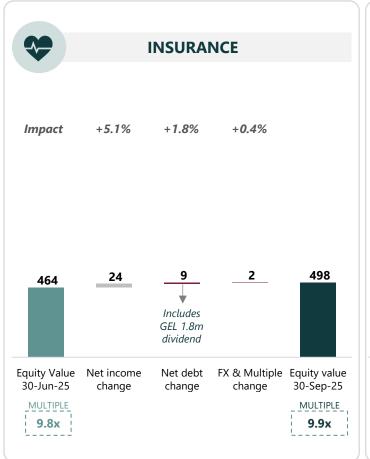
PRIVATE PORTFOLIO	VALUE CREATION
GEL million	
Retail (pharmacy)	50.9
Healthcare services	39.5
Insurance	35.8
Emerging and other businesses	18.4
Total	144.6

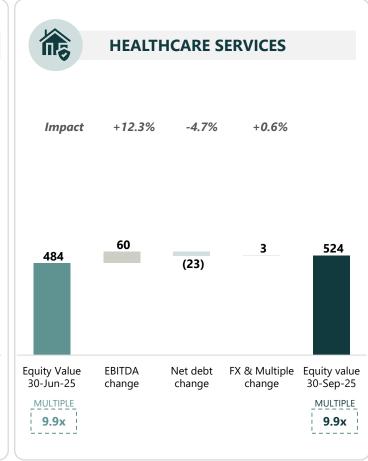


### PRIVATE LARGE PORTFOLIO VALUATION OVERVIEW









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- **01** GEORGIA CAPITAL AT A GLANCE
- 02 OUR STRATEGY
- **03** 3Q25 & 9M25 PERFORMANCE OVERVIEW
- **04** PORTFOLIO OVERVIEW
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- 06 APPENDICES







# LION FINANCE GROUP PLC OVERVIEW

https://lionfinancegroup.uk/



### **INVESTMENT RATIONALE**

- The first entity from Georgia to be listed on the premium segment of the Main Market of the LSE (LSE: BGEO) since February 2012.
- High standards of transparency and governance.
- Digital leader in banking sector with a strong retail banking franchise.
- Sustainable growth combined with strong capital, liquidity and robust profitability, with ROAE above 20%.
- Growing market: The banking sector's y-o-y lending growth rate at 15.6% and 29.4% in Georgia and Armenia, respectively.

### **VALUE CREATION POTENTIAL**

- 20%+ ROAE.
- Annual loan book y-o-y growth c.15%.
- Regular progressive semi-annual capital distribution with 30-50% dividend/share buyback payout ratio.
- Significant additional growth potential of Ameriabank within Lion Finance Group by using its experience and know-how in retail products, digitalisation and payment business.

### **OWNERSHIP**

As of 30-Sep-2025 Georgia Capital owns 17.8% of Lion Finance Group PLC. As long as Georgia Capital's stake in Lion Finance Group is greater than 9.9%, it will exercise its voting rights in Lion Finance Group in accordance with the votes cast by all other shareholders on all shareholder votes at any general meeting.



### **LEADING MARKET POSITION IN GEORGIA AND ARMENIA**

As of 30-Jun-25	Georgia	Armenia
Loans	37.6%	21.1%
Deposits	41.2%	19.1%

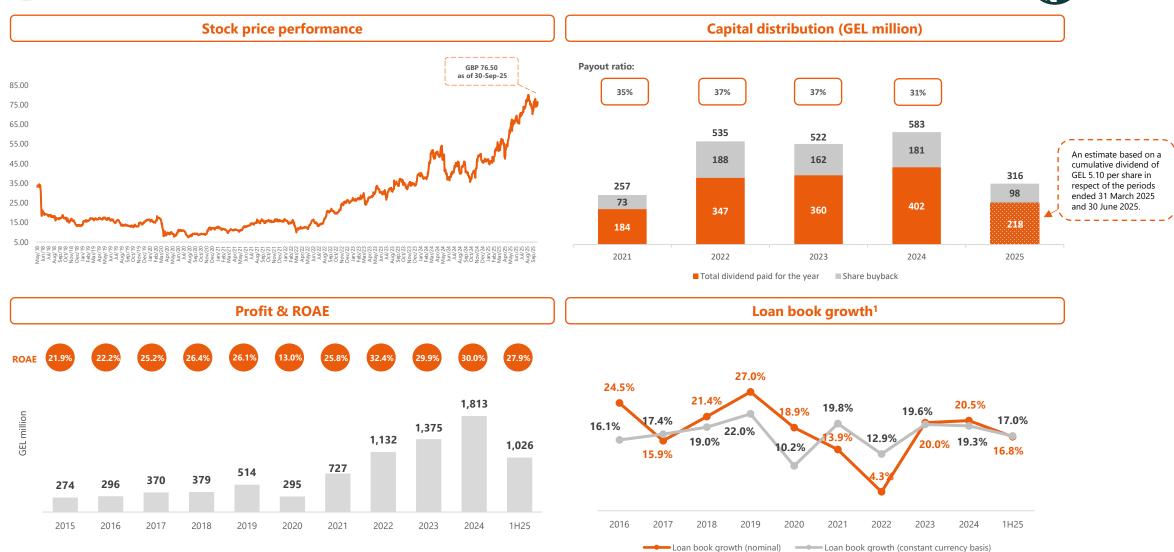


https://lionfinancegroup.uk/



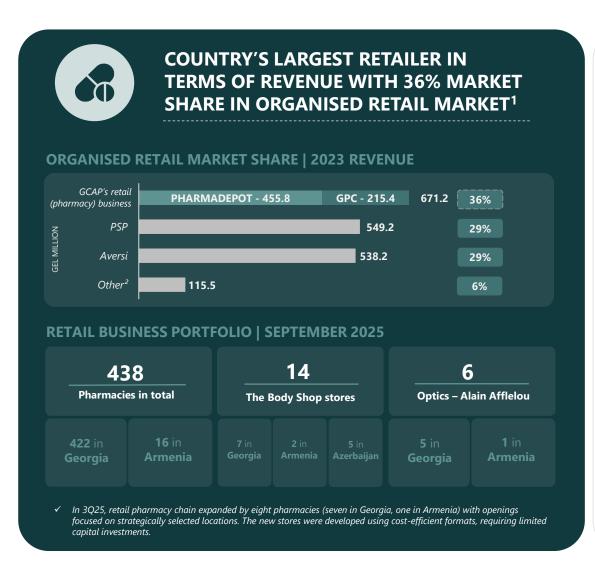
# LION FINANCE GROUP PLC OVERVIEW (CONT'D)

GEORGIA CAPITAL



# **RETAIL (PHARMACY) BUSINESS OVERVIEW**





### **BUSINESS DIRECTIONS**



- The only dual-brand player on the market operating under two pharmacy brands with distinct positioning:
  - **GPC** for the high-end customer segment **Pharmadepot** for the mass retail segment
- Operating two franchise brands Bodyshop and Alain Afflelou (Optics)
- International presence within the region in Armenia and Azerbaijan

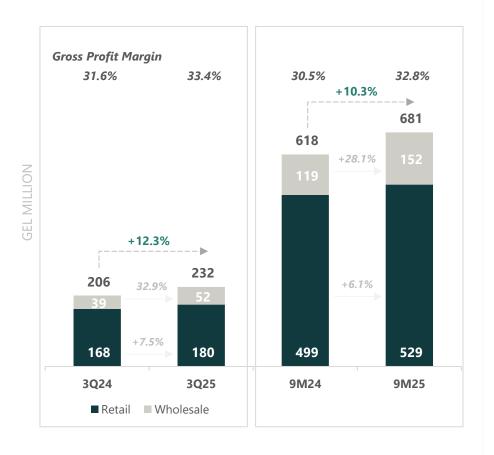
### **9M25 RETAIL REVENUE BY CATEGORIES**

MEDICATIO			IEDICATION R EL 258 MILLIO	
51% OF THE RETAIL REVENUE		49% OF THE RETAIL REVENUE		
PRESCRIPTION	OVER THE COUNTER	FOOD SUPPLEMENT	BABY CARE & FOOD	COSMETICS AND OTHER
<b>25%</b> in retail revenues	<b>26%</b> in retail revenues	13% in retail revenues	11% in retail revenues	<b>25%</b> in retail revenues

# **RETAIL (PHARMACY) BUSINESS PERFORMANCE OVERVIEW**

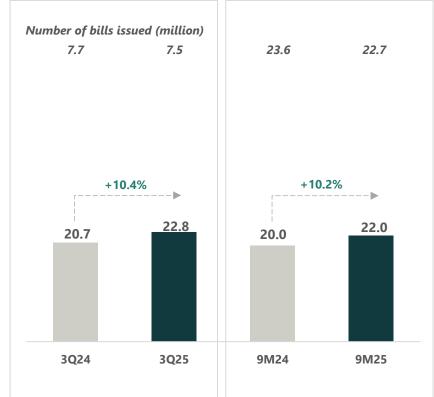


### REVENUE DEVELOPMENT



### **OPERATING HIGHLIGHTS**

**AVERAGE BILL SIZE (GEL)** 



### **SAME STORE REVENUE GROWTH**



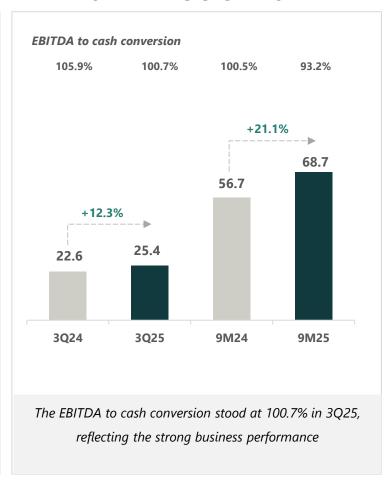
# RETAIL (PHARMACY) BUSINESS PERFORMANCE OVERVIEW (CONT'D)



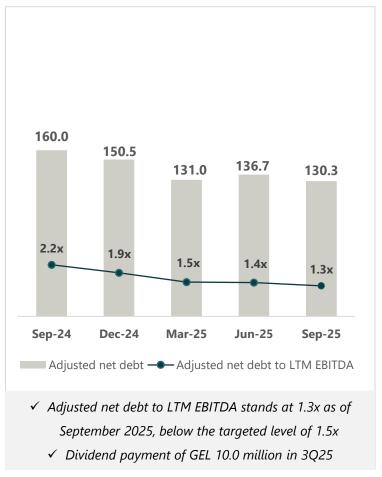
### **EBITDA**

# **EBITDA** margin 9.1% 10.3% 10.9% 10.8% +30.6% 73.7 GEL MILLION 56.4 +18.0% 21.3 9M24 3Q24 3Q25 9M25 Achieved y-o-y EBITDA growth of 18.0% in 3Q25

### **OPERATING CASH FLOW**



### ADJUSTED NET DEBT TO LTM EBITDA<sup>1</sup>





# RETAIL (PHARMACY) BUSINESS

**KEY CONSIDERATIONS** 

STRONG TOP-LINE PERFORMANCE SUPPORTED BY 6.6% SAME-STORE REVENUE GROWTH IN 3Q25 AND ROBUST PERFORMANCE OF WHOLESALE BUSINESS

2 ENHANCED PROFITABILITY, SUPPORTED BY A SHIFT IN THE SALES MIX TOWARD HIGHER-MARGIN CATEGORIES AND IMPROVED SUPPLIER TERMS, DRIVING SIGNIFICANT GROSS PROFIT GROWTH

WITH PRUDENT LEVERAGE (ADJUSTED NET DEBT/LTM EBITDA BELOW 1.5X) AND ROBUST CASH GENERATION REFLECTED IN 100.7% EBITDA-TO-CASH CONVERSION, THE BUSINESS DISTRIBUTED GEL 10 MILLION DIVIDENDS TO GCAP IN 3Q25 (GEL 20 MILLION IN 9M25)

# **INSURANCE BUSINESS OVERVIEW**



### **INSURANCE BUSINESS COMPRISES TWO BUSINESS LINES:**



PROPERTY AND CASUALTY (P&C)

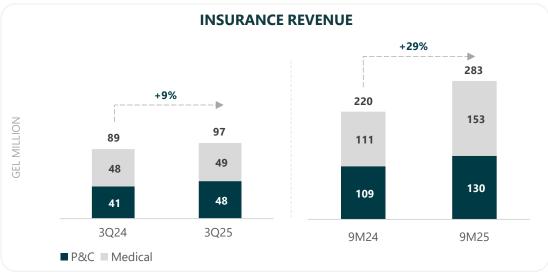
UNDER THE BRAND NAME "ALDAGI"



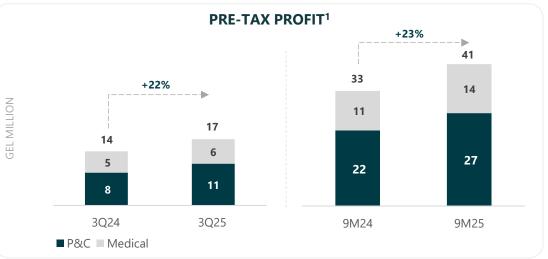
**KEY OPERATING HIGHLIGHTS** 

**MEDICAL** 

UNDER THE BRAND NAMES "IMEDI L" AND "ARDI"

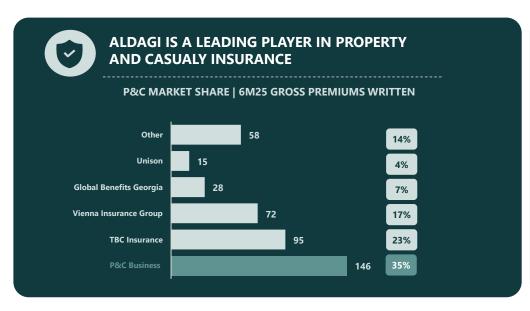


#### 9M25 Change 3Q25 Change **GEL MILLION** у-о-у у-о-у NPW, Total 89 11% 312 28% Insurance 136 17% NPW, P&C 14% NPW, Medical 8% 37% 176



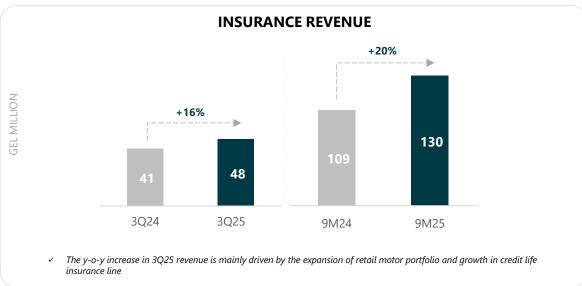
# **INSURANCE BUSINESS OVERVIEW – P&C INSURANCE**





### **PRE-TAX PROFIT (GEL MILLION)**





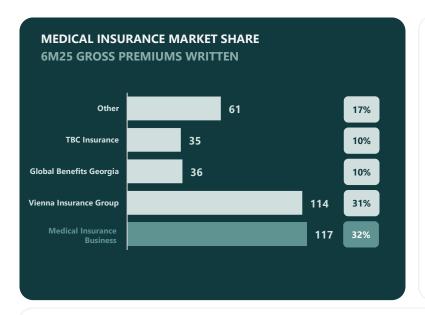
### **KEY OPERATING METRICS**

	3Q25	Change y-o-y	9M25	Change y-o-y
NPW (GEL million)	45	14%	136	17%
Combined Ratio	83.2%	-1.1 ppts	85.0%	-1.5 ppts
Individuals Insured	133K	14%	133K	14%
Policies Written	110K	13%	316K	17%
Retail Renewal	75.8%	-0.4 ppts	78.0%	3.0 ppts

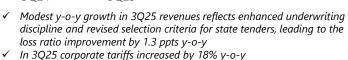
<sup>✓</sup> The combined ratio of the P&C insurance business improved by 1.1 ppts y-o-y to 83.2% in 3Q25, mainly driven by an improved loss ratio in the corporate motor insurance segment, further supported by a lower expense ratio

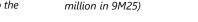
# **INSURANCE BUSINESS OVERVIEW – MEDICAL INSURANCE**











<b>KEY OPERATING METRICS</b>	S			
	3Q25	<b>Change</b> y-o-y	9M25	<b>Change</b> y-o-y
NPW (GEL million)	44	8%	176	37%
Combined Ratio, Medical	90.4%	-0.9 ppts	94.1%	1.7 ppts
Individuals Insured, Medical	267K	-10.4%	267K	-10.4%
Renewal Rate	80.2%	-1.3 ppts	81.2%	0.1 ppts

<sup>✓</sup> The y-o-y increase in 9M25 combined ratio is driven by the low base related to the acquisition of Ardi in Apr-24, as the comparative figures only partially account for Ardi's claims activity



o **New mobile application:** aimed at driving digital engagement and retention

3025

PRE-TAX PROFIT & ROAE<sup>1</sup>

+24%

9M25

9M24

- o **Introduction of a refreshed visual identity:** major milestone in the ongoing brand refresh program
- Imedi L has launched new digital solutions:
  - New mobile app and updated web portal enabling users to access services on the go: digital channel bookings reached 73% in 3Q25
  - o AI chat introduced across digital channels, improving service accessibility and customer engagement

<sup>✓</sup> Decrease in the number of individuals insured is attributable to medical tenders



### INSURANCE BUSINESS

**KEY CONSIDERATIONS** 

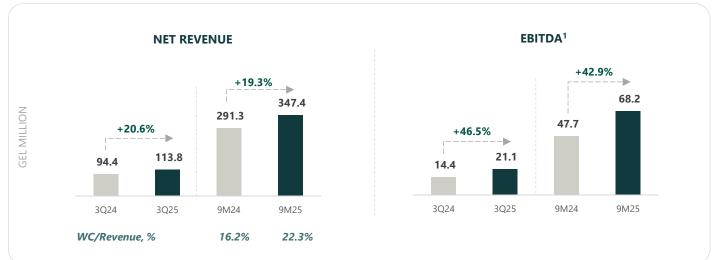
- OUTSTANDING PERFORMANCE IN BOTH, P&C AND MEDICAL INSURANCE BUSINESSES, RESULTING IN RECORD HIGH PROFITS AND ALL-TIME HIGH ROAE
- **EXCEPTIONAL RESULTS IN MOTOR INSURANCE, SUPPORTED BY SUSTAINED UNDERWRITING EXCELLENCE AND SWIFT, TARGETED REMEDIAL ACTIONS**
- NEW BRAND IDENTITY AND DIGITAL TRANSFORMATION IN BOTH BRANDS UNDER MEDICAL INSURANCE UMBRELLA, IMPROVING SERVICE ACCESSIBILITY AND CUSTOMER ENGAGEMENT

GEL 1.8 MILLION DIVIDENDS PAID TO GCAP IN 3Q25 (GEL 15.6 MILLION IN 9M25)

## **HEALTHCARE SERVICES BUSINESS OVERVIEW**







# KEY HIGHLIGHTS:

- BED OCCUPANCY RATES IN OUR HOSPITALS INCREASED BY 8.5
  PPTS Y-O-Y IN 9M25
- NUMBER OF ADMISSIONS IN OUR POLYCLINICS INCREASED BY 9.3% IN 9M25 Y-O-Y
- NET DEBT TO LTM EBITDA<sup>1</sup> IMPROVED FROM 5.2 TO 3.8 Y-O-Y IN SEPTEMBER 2025



# **HEALTHCARE SERVICES BUSINESS PERFORMANCE OVERVIEW**



+41.5%

37.8

53.5

9M25



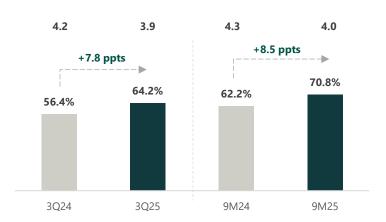
### **HOSPITALS BUSINESS**

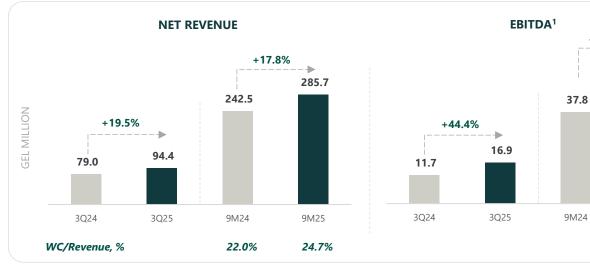
### **KEY HIGHLIGHTS:**

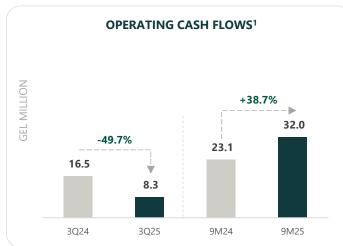
- ✓ Bed occupancy rates increased by c.20 ppts over the past two years
- √ Revenue growth of 20% in 3Q25 was mostly driven by outpatient services
- ✓ EBITDA increased by 44% in 3Q25

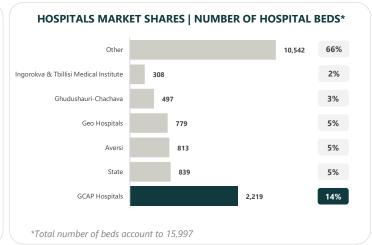
#### **OPERATING HIGHLIGHTS - BED OCCUPANCY RATES (%)**

Average length of stay (days)









# HEALTHCARE SERVICES BUSINESS PERFORMANCE OVERVIEW





(CONT'D)

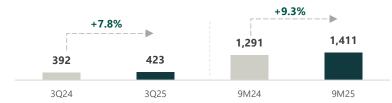
### **CLINICS & DIAGNOSTICS**

### **KEY HIGHLIGHTS:**

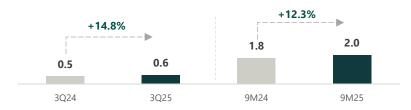
- √ Number of admissions in our polyclinics increased by 8% in 3Q25 (y-o-y)
- √ Number of tests performed in our diagnostics business increased by 15% in 3Q25 (y-o-y)
- ✓ Net revenue grew by 26% y-o-y in 3Q25
- ✓ EBITDA growth in 3Q25 comprised 56%

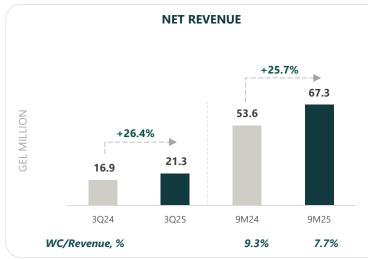
#### **OPERATING HIGHLIGHTS**

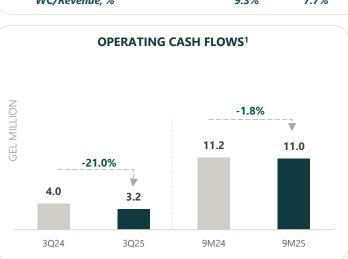
**NUMBER OF ADMISSIONS (THOUSANDS) - POLYCLINICS** 

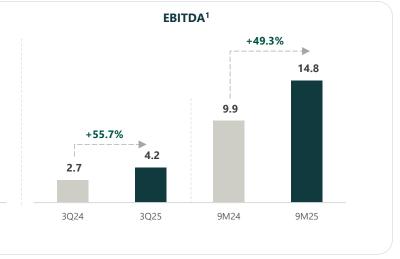


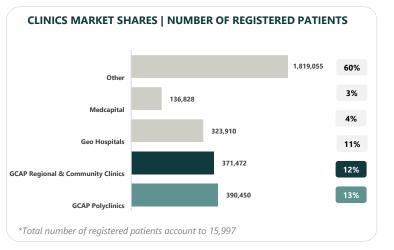
### **NUMBER OF TESTS PERFORMED (MILLION) - DIAGNOSTICS**













### HEALTHCARE SERVICES BUSINESS KEY DEVELOPMENTS

POTENTIAL ACQUISITION OF GORMED LLC

In October 2025, binding Memorandum of Understanding was signed to acquire Gormed LLC, a regional network of three hospitals and clinics in central Georgia, pending regulatory approval by the Georgian Competition Agency:

- > EBITDA expected in 2025: GEL 4.5 million
- > **Expected synergies**: administrative expenses optimization and procurement synergies
- > Forward looking EV/EBITDA multiple: under 4 times
- > **ROIC impact**: +0.6 ppts on the healthcare services business
- ➤ **Population covered**: c.300,000 people
- > Registered patients: c.80,000
- DELIVERED 28% Y-O-Y OUTPATIENT REVENUE GROWTH IN 3Q25

  driven by service diversification, revenue mix optimization and enhanced patient retention
- 3

  EXPANDED SERVICES & INFRASTRUCTURE

  New oxygen plants in regions; Introduction of arthroscopy, sports medicine, gynecology, and interventional cardiology, alongside strengthened ultrasound capabilities in several regional clinics

# **CONTENTS**

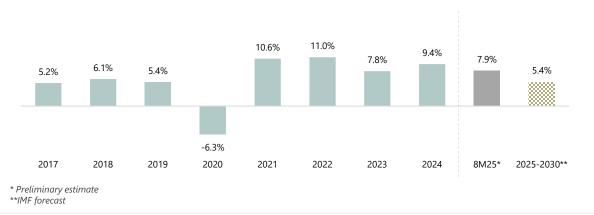
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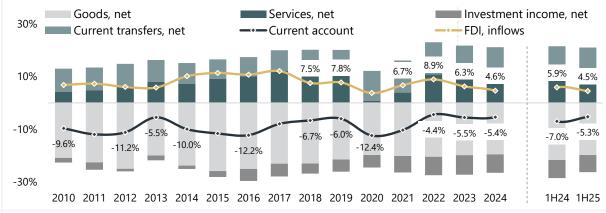
# **ECONOMIC GROWTH REMAINED RESILIENT DESPITE UNCERTAINTIES**



GEORGIA'S ECONOMY CONTINUED TO EXPAND IN 2025, WITH PRELIMINARY ECONOMIC GROWTH AT 7.9% Y-O-Y IN 8M25, DRIVEN BY THE STRONG SERVICE SECTOR PERFORMANCE



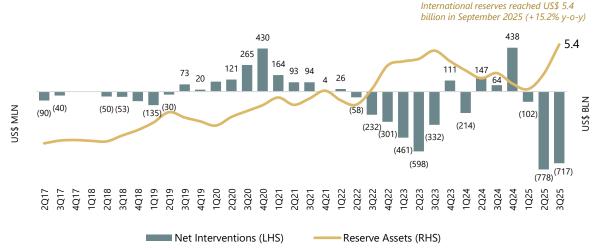
CA DEFICIT NARROWED TO -5.3% OF GDP IN 1H25, DRIVEN BY A 13.7% INCREASE IN GOODS AND 8.8% RISE IN THE SERVICES EXPORT



## INFLATION REACHED 4.8% Y-O-Y IN SEPTEMBER 2025, REMAINING ABOVE THE TARGET SINCE MARCH 2025, MAINLY DRIVEN BY RISING FOOD PRICES



### THE NBG RE-ENTERED THE FX MARKET IN MARCH 2025, PURCHASING US\$ 1.6 BILLION TO ADD TO ITS FOREIGN EXCHANGE RESERVES

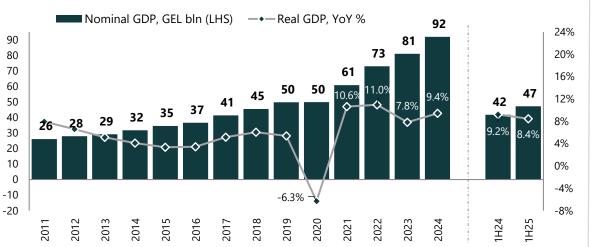


Georgia Capital PLC | Source: Geostat, IMF, NBG

### **ECONOMIC GROWTH CONTINUING AT PACE**

### GEORGIA CAPITAL

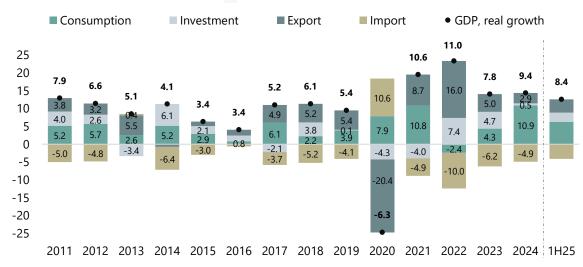
### **GROSS DOMESTIC PRODUCT**



### **NOMINAL GDP STRUCTURE, 1H25**



### GDP GROWTH DECOMPOSITION BY CATEGORIES OF USE, %



# GDP GROWTH DECOMPOSITION BY SECTORS,% GROWTH DRIVEN MOSTLY BY SERVICE-RELATED SECTORS

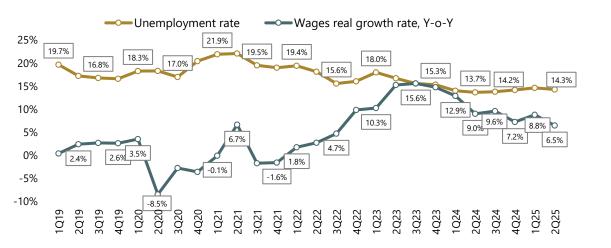


Georgia Capital PLC | Source: Geostat

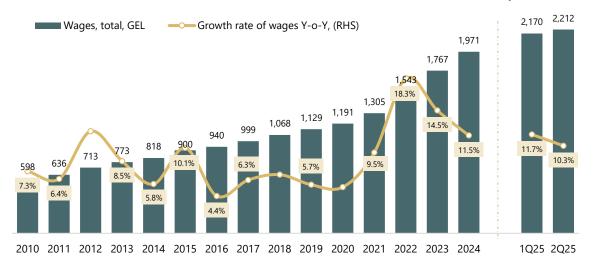
### **UNEMPLOYMENT RATE AT HISTORICAL LOWS**



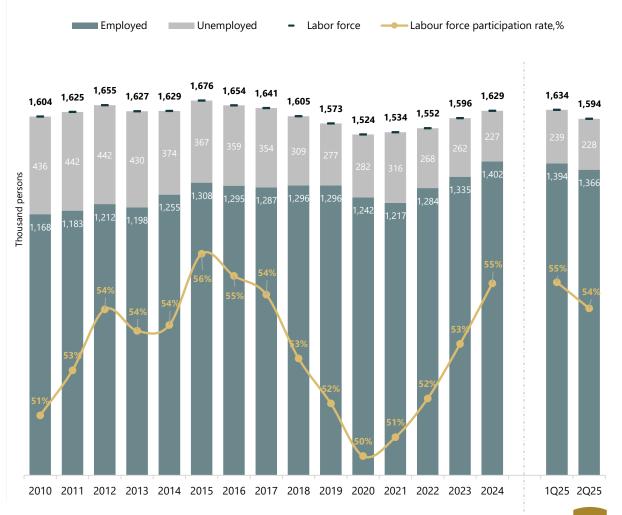
### UNEMPLOYMENT RATE AT HISTORICAL LOWS, DOWN TO 13.9% IN 2024 FROM 16.4% IN 2023



### **AVERAGE MONTHLY NOMINAL EARNINGS OF EMPLOYEES AMOUNTED TO GEL 1,971 IN 2024**



### LABOR FORCE STRUCTURE



Georgia Capital PLC | Source: Geostat

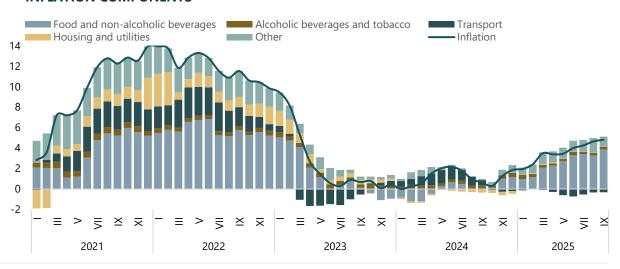
### INFLATION HAS EXCEEDED THE TARGET AFTER THE TWO YEARS BELLOW



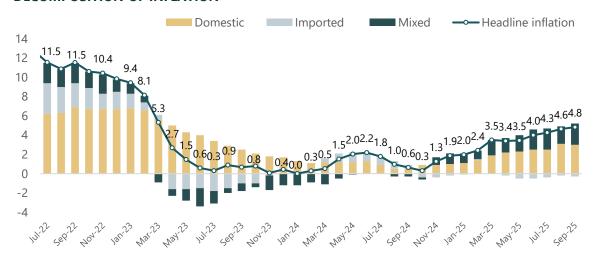
### **INFLATION Y-O-Y VS. INFLATION TARGET**



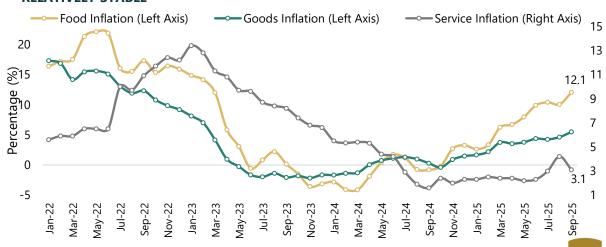
#### **INFLATION COMPONENTS**



### **DECOMPOSITION OF INFLATION**



# FOOD INFLATION PICKED UP IN MARCH, WHILE SERVICE INFLATION REMAINED RELATIVELY STABLE

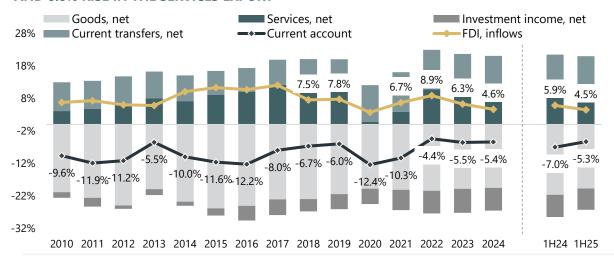


Georgia Capital PLC | Source: NBG, Geostat

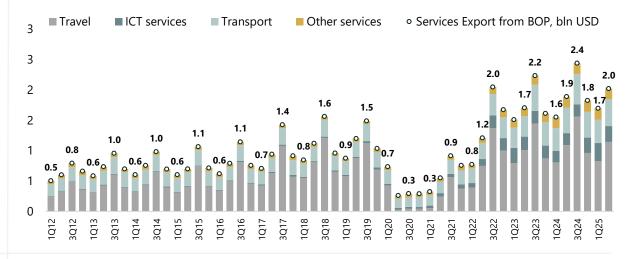
### **CURRENT ACCOUNT BALANCE SUPPORTED BY INCREASING SERVICE EXPORTS**



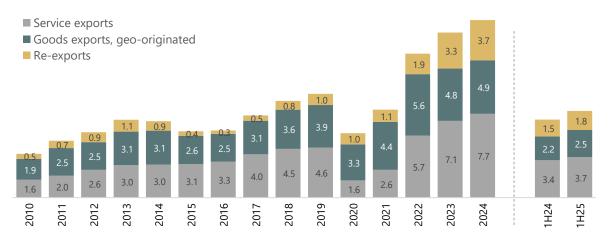
## CA DEFICIT NARROWED TO -5.3% OF GDP IN 1H25, DRIVEN BY A 13.7% INCREASE IN GOODS AND 8.8% RISE IN THE SERVICES EXPORT



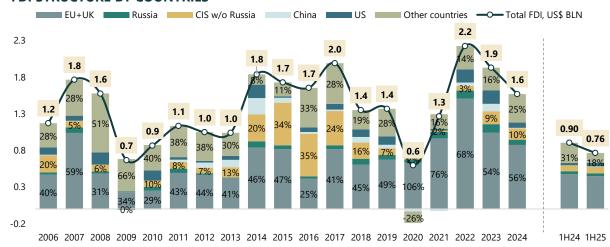
# EXPORT OF SERVICES INCREASED TO US\$ 3.6 BILLION IN 1H25 (+9% Y-O-Y), MAINLY DUE TO THE INCREASING ICT SERVICES EXPORT (44% Y-O-Y)



### **EXPORTS AND RE-EXPORTS, US\$ BILLION**



### **FDI STRUCTURE BY COUNTRIES**



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- 3Q25 & 9M25 PERFORMANCE OVERVIEW
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- MACROECONOMIC OVERVIEW | GEORGIA
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  - Board of directors and management team
  - Georgia Capital financial statements



# **OUR ROBUST CORPORATE GOVERNANCE FRAMEWORK**



### **BOARD OF DIRECTORS COMPOSITION**



### **IRAKLI GILAURI, CHAIRMAN & CEO**

**Experience:** Formerly BGEO Group CEO; more than 20 years of experience in the banking, investment and finance. BMS in banking from CASS Business School, London; BBS from University of Limerick, Ireland



**DAVID MORRISON**SENIOR INDEPENDENT NON-EXECUTIVE DIRECTOR

**Experience:** Formerly Director at Sullivan & Cromwell with a track record of over 28 years, Founder of the Caucasus Nature Fund (CNF)



MARIA CHATTI-GAUTIER
INDEPENDENT NON-EXECUTIVE DIRECTOR

**Experience:** Over 25 years of experience in private equity in prominent financial institutions. Currently Senior Advisor of Trail Management



MASSIMO GESUA'SIVE SALVADORI
INDEPENDENT NON-EXECUTIVE DIRECTOR

**Experience:** Currently an analyst at Lancaster asset management, formerly with McKinsey & Company for over 9 years



NEIL JANIN
INDEPENDENT NON-EXECUTIVE DIRECTOR

**Experience:** Formerly Chair and Non-Executive Director of BGEO Group, Non-Executive Director of GHG, Director of McKinsey & Company for over 27 years.

**4 OUT OF 5 MEMBERS ARE INDEPENDENT** 

# **GCAP'S HIGHLY EXPERIENCED MANAGEMENT TEAM**





#### **IRAKLI GILAURI. CHAIRMAN & CEO**

Irakli Gilauri formerly served as the CEO of BGEO Group from 2011 to May 2018. He joined as CFO of Bank of Georgia in 2004 and was appointed as Chairman of the Bank in September 2015, having previously served as CEO of the Bank since May 2006. Prior, he was an EBRD (European Bank for Reconstruction and Development) banker. Mr Gilauri has up to 20 years of experience in banking, investment and finance. Over the last decade, Irakli's leadership has been instrumental in creating major players in a number of Georgian industries, including banking, healthcare, utilities and energy, real estate, insurance and wine. Holds an MSc in banking from Cass Business School and a certificate in winemaking from the University of California, Davis.



#### GIORGI ALPAIDZE, DEPUTY CEO, CHIEF FINANCIAL OFFICER

Formerly BGEO Group CFO. Joined BGEO as Head of Group's Finance, Funding and Investor Relations in 2016. He has extensive international experience in banking, accounting and finance. Previously, he was a senior manager in Ernst & Young LLP's Greater New York City's assurance practice. Holds a BBA from the European School of Management in Georgia. US Certified Public Accountant.



#### GIORGI KETILADZE, MANAGING DIRECTOR, HEAD OF INVESTMENTS

Formerly Investment Officer at BGEO Group. Joined BGEO in 2017. Previously, worked at Deutsche Bank in Corporate Finance department and at KPMG consulting in Germany. Giorgi holds a master's degree from London Business School.



#### NINO VAKHVAKHISHVILI. CHIEF ECONOMIST

Joined Georgia Capital in 2018. Nino is an IMF's Short-term Expert and a visiting lecturer at the University of Georgia. Before joining the company, she spent over five years at the National Bank of Georgia. Holds a master's degree in economics from ISET.



#### LEVAN DADIANI, GENERAL COUNSEL

Formerly Senior Group Lawyer at BGEO Group. Joined BGEO in 2012. Levan has an extensive experience in commercial law, equity investments, corporate and project financing and energy projects. Previously, he was a Partner at a leading Georgian law firm. Holds an LLM degree in International Business Law from University of Texas at Austin, USA.



#### **EKA DUCHIDZE, EXECUTIVE DIRECTOR**

Formerly served as CEO of Amber Group, a hospitality business of Georgia Capital. Previously, she was a corporate secretary and investor relations coordinator at BGEO Group. Joined Bank of Georgia as Corporate Secretary in 2005. During the past years, she has carried out a number of crucial roles, including Executive Assistant to CEO and Head of Internal Branding. Recently, Eka oversaw the development of SOLO Banking and SOLO Lifestyle at Bank of Georgia. Prior, she served for eight years at the World Bank Group of which for two years she was at the World Bank HQ in Washington DC as a Programme Assistant in the OPIC Department.

# **CONTENTS**

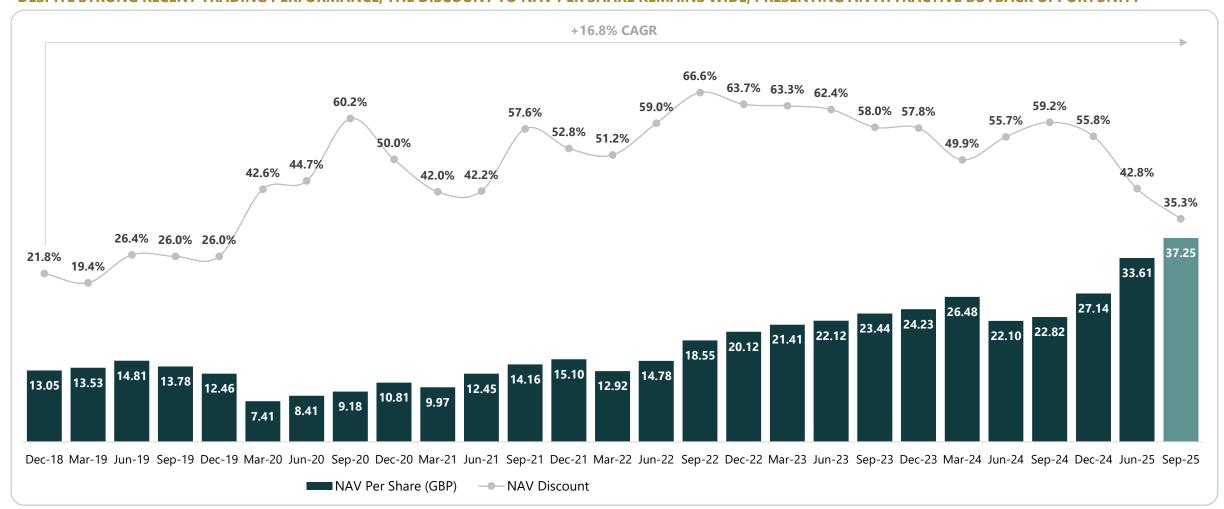
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# NAV PER SHARE DISCOUNT DEVELOPMENT OVERVIEW



### DESPITE STRONG RECENT TRADING PERFORMANCE, THE DISCOUNT TO NAV PER SHARE REMAINS WIDE, PRESENTING AN ATTRACTIVE BUYBACK OPPORTUNITY

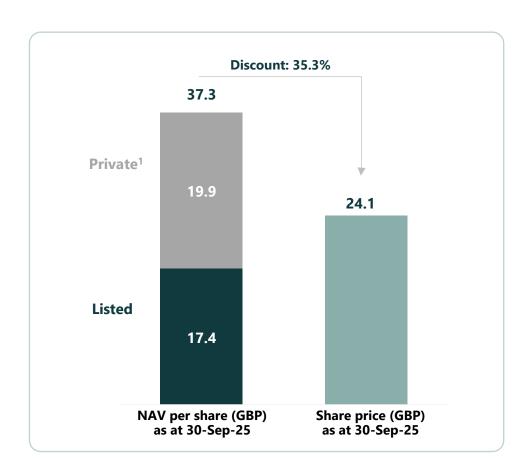


# NAV PER SHARE DECOMPOSITION AS AT 30 SEPTEMBER 2025



THE CURRENT SHARE PRICE LARGELY REFLECTS OUR LISTED PORTFOLIO, WHILE THE VALUE OF OUR PRIVATE ASSETS REMAINS MOSTLY OVERLOOKED

AS AT 30 SEPTEMBER 2025	VALUE (GBP MILLION)	PER SHARE VALUE (GBP)
Listed portfolio	596	17.4
Lion Finance Group	596	17.4
Private portfolio	680	19.8
Of which, large portfolio companies	516	15.0
Of which, emerging and other portfolio companies	164	4.8
Total portfolio	1,276	37.2
Net cash	20	0.6
Net other liabilities	(18)	(0.5)
Total NAV	1,279	37.3



# PRIVATE PORTFOLIO COMPANIES' DEBT MATURITY PROFILE



GROSS DEBT MATURITY AS OF 30 SEPTEMBER 2025 (GEL MILLION)	2025	2026	2027	2028 - 2036	Total
Large portfolio companies	21.6	134.7	40.7	385.4	582.4
Retail (pharmacy)	20.1	98.2	33.4	22.7	174.4
Insurance (P&C and medical)	1.5	6.5	7.3	12.7	28.0
Healthcare services	-	30.0	-	350.0 <sup>1</sup>	380.0
Emerging and other portfolio companies <sup>2</sup>	25.3	127.9	242.3	60.8	456.2
Total	46.9	262.6	283.0	446.2	1,038.7

# **VALUE CREATION IN PRIVATE PORTFOLIO | 3Q25**



Portfolio Businesses	Operating Performance	Multiple Change and FX	Value Creation in 3Q25	
GEL thousand	(1)	(2)	(1)+(2)	
Lion Finance Group			203,363	
Total listed portfolio			203,363	
Large portfolio companies	126,893	(752)	126,141	
Retail (pharmacy)	56,001	(5,151)	50,850	
Insurance (P&C & medical)	34,126	1,684	35,810	
Healthcare services	36,766	2,715	39,481	
Emerging and other portfolio companies	29,991	(11,560)	18,431	
Total private portfolio companies	156,884	(12,312)	144,572	
Total portfolio	156,884	(12,312)	347,935	

347.9

**GEL MILLION** 

**TOTAL VALUE CREATION IN 3Q25** 

203.4
GEL MILLION

144.6
GEL MILLION

LISTED PORTFOLIO

**PRIVATE PORTFOLIO** 

# **VALUE CREATION IN PRIVATE PORTFOLIO | 9M25**



Portfolio Businesses	Operating Performance	Multiple Change and FX	Value Creation in 9M25
GEL thousand	(1)	(2)	(1)+(2)
Lion Finance Group			1,038,069
Water utility			3,744
Total listed and observable portfolio companies			1,041,813
Large portfolio companies	423,713	(70,446)	353,267
Retail (pharmacy)	190,010	(30,875)	159,135
Insurance (P&C & medical)	87,197	(2,014)	85,183
Healthcare services	146,506	(37,557)	108,949
Emerging and other portfolio companies	88,108	(120,894)	(32,786)
Total private portfolio companies	511,821	(191,340)	320,481
Total portfolio	511,821	(191,340)	1,362,294

1.4

**GEL BILLION** 

# TOTAL VALUE CREATION IN 9M25

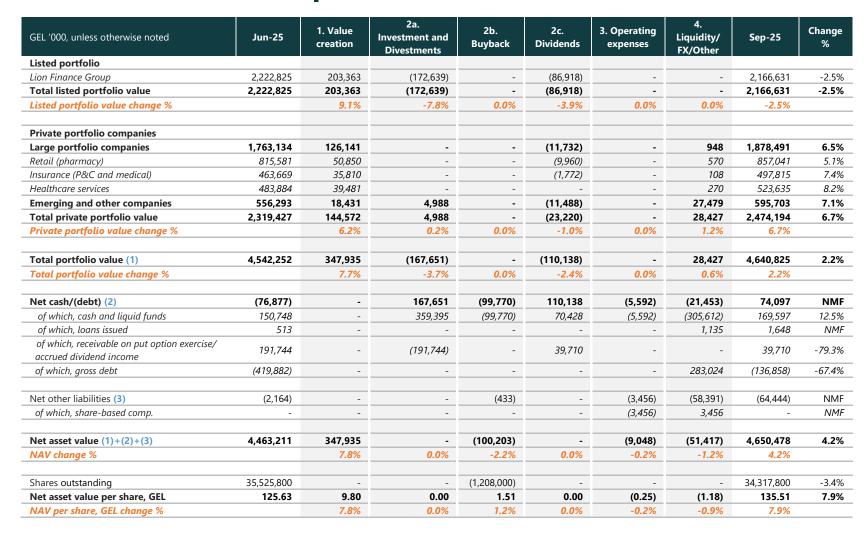
1.0
GEL BILLION

320.5
GEL MILLION

LISTED AND
OBSERVABLE PORTFOLIO

PRIVATE PORTFOLIO

# NAV STATEMENT | 3Q25





# NAV STATEMENT | 9M25



GEL '000, unless otherwise noted	Dec-24	1. Value creation	2a. Investment and Divestments	2b. Buyback	2c. Dividends	3. Operating expenses	4. Liquidity/ FX/Other	Sep-25	Change %
Listed and observable portfolio companies									
Lion Finance Group	1,421,035	1,038,069	(172,639)	-	(119,834)	-	-	2,166,631	52.5%
Water utility	188,000	3,744	(191,744)	-	-	-	-	-	NMF
Total listed and observable portfolio value	1,609,035	1,041,813	(364,383)	-	(119,834)	-	-	2,166,631	34.7%
Listed and observable portfolio value change %		64.7%	-22.6%	0.0%	-7.4%	0.0%	0.0%	34.7%	
Private portfolio companies									
Large portfolio companies	1,557,951	353,267	-	-	(35,548)	-	2,821	1,878,491	20.6%
Retail (pharmacy)	716,130	159,135	-	-	(19,920)	-	1,696	857,041	19.7%
Insurance (P&C and medical)	427,945	85,183	-	-	(15,628)	-	315	497,815	16.3%
Healthcare services	413,876	108,949	-	-	-	-	810	523,635	26.5%
Emerging and other companies	594,504	(32,786)	17,680	-	(12,461)	-	28,766	595,703	0.2%
Total private portfolio value	2,152,455	320,481	17,680	-	(48,009)	-	31,587	2,474,194	14.9%
Private portfolio value change %		14.9%	0.8%	0.0%	-2.2%	0.0%	1.5%	14.9%	
Total portfolio value (1)	3,761,490	1,362,294	(346,703)		(167,843)	-	31,587	4,640,825	23.4%
Total portfolio value change %		36.2%	-9.2%	0.0%	-4.5%	0.0%	0.8%	23.4%	
Net (debt)/cash (2)	(154,425)		346,703	(242,999)	167,843	(16,931)	(26,094)	74,097	NMF
of which, cash and liquid funds	278,237	-	346,703	(242,999)	128,133	(16,931)	(323,546)	169,597	-39.0%
of which, loans issued	-	-	-	-	-	-	1,648	1,648	NMF
of which, accrued dividend income	-	-	-	-	39,710	-	-	39,710	NMF
of which, gross debt	(432,662)	-	-	-	-	-	295,804	(136,858)	-68.4%
Net other liabilities/(assets) (3)	1,948	-	-	(1,048)	-	(11,096)	(54,248)	(64,444)	NMF
of which, share-based comp.	-	-	-	-	-	(11,096)	11,096	-	NMF
Net asset value (1)+(2)+(3)	3,609,013	1,362,294	-	(244,047)		(28,027)	(48,755)	4,650,478	28.9%
NAV change %		37.7%	0.0%	-6.8%	0.0%	-0.8%	-1.4%	28.9%	
Shares outstanding	37,612,488	-	-	(3,984,848)	-	-	690,160	34,317,800	-8.8%
Net asset value per share, GEL	95.95	36.22	0.00	4.12	0.00	(0.74)	(0.04)	135.51	41.2%
NAV per share, GEL change %		37.8%	0.0%	4.3%	0.0%	-0.8%	0.0%	41.2%	





Income statement						
GEL thousands unless otherwise noted	3Q25	3Q24	Change			
Dividend income	110,138	141,620	-22.2%			
Interest income	3,551	2,081	70.6%			
Realised/unrealised gain on liquid funds	126	159	-20.8%			
Interest expense	(15,593)	(8,909)	75.0%			
Costs associated with bond redemption	(6,986)	-	NMF			
Gross operating income	98,222	134,951	-27.2%			
Operating expenses	(9,048)	(8,263)	9.5%			
GCAP net operating income	89,174	126,688	-29.6%			
Fair value changes of portfolio companies						
Listed and observable portfolio companies	116,445	(118,343)	NMF			
Lion Finance Group	116,445	(123,343)	NMF			
Water utility	-	5,000	NMF			
Private portfolio companies	121,352	91,776	32.2%			
Large portfolio companies	114,409	52,847	NMF			
Retail (pharmacy)	40,890	38,494	6.2%			
Insurance (P&C and medical)	34,038	15,822	NMF			
Healthcare services	39,481	(1,469)	NMF			
Emerging and other portfolio companies	6,943	38,929	-82.2%			
Total investment return	237,797	(26,567)	NMF			
Income before income taxes, provisions and adjustments	326,971	100,121	NMF			
Net foreign currency gain	616	10,073	-93.9%			
Non-recurring expense	(44,770)	-	NMF			
Net Income	282,817	110,194	NMF			



Net foreign currency gain/(loss)/impairment

Non-recurring expense

Net Income/(loss)

Income statement			
GEL thousands unless otherwise noted	9M25	9M24	Chang
Dividend income	167,843	191,927	-12.5%
Interest income	8,188	5,401	51.6%
Realised/unrealised gain/(loss) on liquid funds	199	(802)	NMF
Interest expense	(33,619)	(26,488)	26.9%
Costs associated with bond redemption	(6,986)	-	NMF
Gross operating income	142,611	170,038	-16.1%
Operating expenses	(28,027)	(26,934)	4.1%
GCAP net operating income	114,584	143,104	-19.9%
Fair value changes of portfolio companies			
Listed and observable portfolio companies	921,979	(78,376)	NMF
Lion Finance Group	918,235	(79,376)	NMF
Water utility	3,744	1,000	NMF
Private portfolio companies	272,472	(139,076)	NMF
Large portfolio companies	317,719	(136,726)	NMF
Retail (pharmacy)	139,215	(56,905)	NMF
Insurance (P&C and medical)	69,555	28,790	NMF
Healthcare services	108,949	(108,611)	NMF
Emerging and other portfolio companies	(45,247)	(2,350)	NMF
Total investment return	1,194,451	(217,452)	NMF
Income/(loss) before income taxes, provisions and adjustments	1,309,035	(74,348)	NMF

12,047

(49,519)

1,271,563

(9,246)

(1,668)

(85,262)

NMF

NMF

NMF



### **VALUATION PEER GROUP**





- NEUCA S.A. | Poland
- Sopharma Trading AD | Bulgaria
- SALUS, Ljubljana, d. d. | Slovenia
- Dis-Chem Pharmacies Limited | South Africa
- Clicks Group Limited | South Africa
- Raia Drogasil S.A. | Brazil



- Zavarovalnica Triglav | Slovenia
- Pozavarovalnica Sava | Slovenia
- Aksigorta | Turkey
- Anadolu Sigorta | Turkey
- Bao Minh Insurance | Vietnam
- Turkiye Sigorta | Turkey



- Allianz SE | Germany
- UNIQA Insurance Group AG | Austria
- Ageas SA/NV | Belgium
- Discovery Limited | South Africa
- Momentum Group Limited | South Africa



- Medicover AB | Sweden
- Med Life S.A. | Romania
- Netcare Limited | South Africa
- MLP Saglik Hizmetleri A.S. | Turkey
- Life Healthcare Group Holdings Limited | South Africa
- Rede D'Or São Luiz S.A. | Brazil
- Fleury S.A. | Brazil
- Voxel S.A. | Poland

### FORWARD LOOKING STATEMENTS



This presentation contains forward-looking statements, including, but not limited to, statements concerning expectations, projections, objectives, targets, goals, strategies, future events, future revenues or performance, capital expenditures, financing needs, plans or intentions relating to acquisitions, competitive strengths and weaknesses, plans or goals relating to financial position and future operations and development. Although Georgia Capital PLC believes that the expectations and opinions reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations and opinions will prove to have been correct. By their nature, these forward-looking statements are subject to a number of known and unknown risks, uncertainties and contingencies, and actual results and events could differ materially from those currently being anticipated as reflected in such statements. Important factors that could cause actual results to differ materially from those expressed or implied in forward-looking statements, certain of which are beyond our control, include, among other things: regional instability; regional instability; currency fluctuations and risk, including depreciation of the Georgian Lari, and macroeconomic risk, regulatory risk across a wide range of industries; investment risk; liquidity risk; portfolio company strategic and execution risks; and other key factors that could adversely affect our business and financial performance, including those which are contained elsewhere in this presentation and in our past and future filings and reports and also the 'Principal Risks and Uncertainties' included in the 1H25 Results Announcement and in Georgia Capital PLC's Annual Report and Accounts 2024. No part of this presentation constitutes, or shall be taken to constitute, an invitation or inducement to invest in Georgia Capital PLC or any other entity and must not be relied upon in any way in connection with any investment decision. Georgia Capital PLC and other entities undertake

### **COMPANY INFORMATION**

### **Georgia Capital PLC**

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United Kingdom
www.georgiacapital.ge
Registered under number 10852406 in England and Wales

### **Stock Listing**

London Stock Exchange PLC's Main Market for listed securities
Ticker: "CGEO.LN"

### **Contact Information**

Georgia Capital PLC Investor Relations Telephone: +44 (0) 203 178 4034; +995 322 000000 E-mail: <u>ir@gcap.ge</u>

#### Auditors

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London SE1 2RT,
United Kingdom

### Registrar

Computershare Investor Services PLC
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Bridgwater Road
Bristol BS13 8AE
United Kingdom

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### **Share price information**

Shareholders can access both the latest and historical prices via the website <u>www.georgiacapital.ge</u>