

Georgia-focused investment company

Investor Presentation: 1Q19 results

10 x = 10 y

26 April 2019

Forward looking statements



Disclaimer

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1. 1Q19 results discussion | Georgia Capital

2. **Portfolio Overview**

3. **Georgian Macro Overview**

4. Appendices

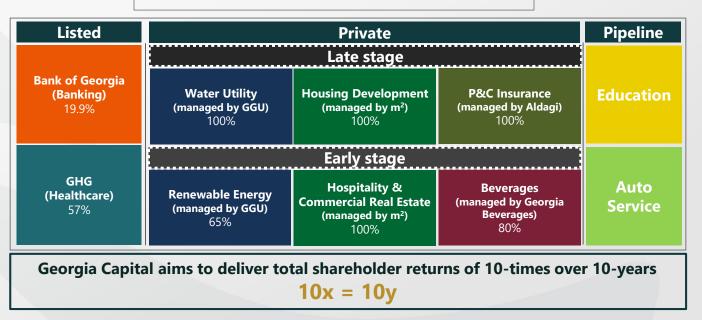
Georgia Capital at a glance



Georgia Capital portfolio



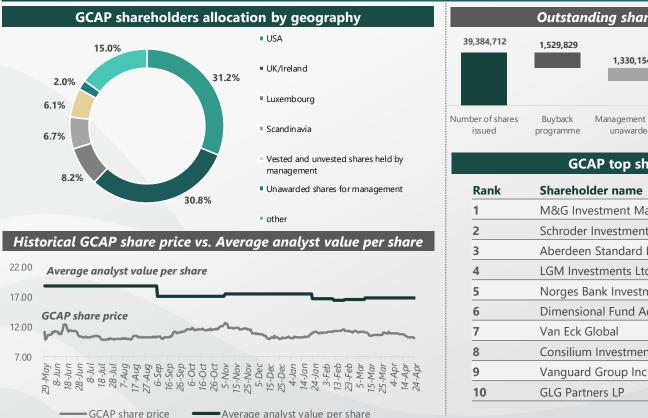
Holding company of a diversified group focused on investing in and developing businesses in Georgia



CGEO:LN performance



LSE premium listed, with more than 90% institutional shareholder base





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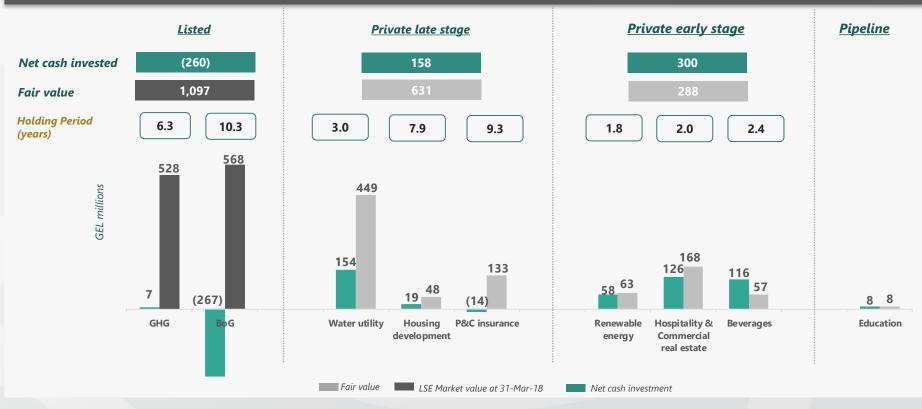
2.43%

2.25%

Key portfolio highlights | 31 March 2019



Gross cash invested of GEL 911 million translating into GEL 2.0 billion portfolio value



NAV Statement



GEL thousands unless otherwise noted	Ownership %	Valuation Method	Multip	es	Fair Val	ues	Change%	Total Return ¹	Total Return %
			Mar-19	Dec-18	Mar-19	Dec-18		1Q	19
Listed Equity Portfolio Companies					1,096,510	977,827	12.1%	118,683	12.1%
Georgia Healthcare Group PLC ²	57.0%	LSE			528,038	520,332	1.5%	7,706	1.5%
Bank of Georgia Group PLC ²	19.9%	LSE			568,472	457,495	24.3%	110,977	24.3%
Private Portfolio Companies					927,796	905,547	2.5%	18,814	2.1%
Late Stage (at fair value)					630,696	628,326	0.4%	21,104	3.4%
Water Utility	100.0%	EV/EBITDA ³	8.8	8.8	449,446	431,017	4.3%	18,428	4.3%
Housing Development ⁴	100.0%	NAV			48,050	66,785	-28.1%	-	0.0%
P&C Insurance	100.0%	P/E ³	7.4	7.4	133,200	130,524	2.1%	2,676	2.1%
Early stage (at fair value)					287,760	271,288	6.1%	(3,818)	-1.4%
Renewable energy	65.0%	Book Value			62,885	61,182	2.8%	148	0.2%
Hospitality & Commercial ⁴	100.0%	NAV			167,814	149,079	12.6%	-	0.0%
Beverage	80.0%				57,061	61,027	-6.5%	(3,966)	-6.5%
Wine Business		EV/EBITDA ³	9.3	9.1	57,061	56,771	0.5%	290	0.5%
Beer Business		EV/Sales ³	2.2	2.2	-	4,256	-100.0%	(4,256)	-100.0%
Pipeline					9,340	5,933	57.4%	1,527	25.7%
Education	100.0%				8,543	7,071	20.8%	201	2.8%
Other	100.0%				797	(1,138)	NMF	1,326	NMF
Total Portfolio					2,024,306	1,883,374	7.5%	137,497	7.3%
Net Debt					(214,020)	(196,915)	8.7%		
of which, Cash and liquid funds					325,916	299,650	8.8%		
of which, Loans issued					254,656	305,480	-16.6%		
of which, Gross Debt					(794,592)	(802,045)	-0.9%		
Net other assets/ (liabilities)					(601)	1,762	-134.1%		
Net Asset Value					1,809,685	1,688,221	7.2%		
Shares outstanding					35,827,639	35,816,947	0.0%		
Net Asset Value per share (GEL)					50.51	47.13	7.2%		
Net Asset Value per share (GBP)					14.37	13.88	3.5%		

Total return of each business is measured as an aggregate of a) change in beginning and ending fair values ex. capital allocations, b) gains from sales and c) dividend income during period.
 Number of shares owned in BoG and GHG were 9,784,716 and 75,118,503 shares, respectively.

Applied to last twelve months (LTM) earnings. (3)

(4) GEL 18 million capital was reallocated from the hospitality & commercial real estate business to the housing development business in 1Q19 upon construction completion of retail spaces in residential projects.



Business	Fair value change in 1Q19	Capital allocations	Dividend inflows	Total Return	Total return %
Gel thousands	(1)	(2)	(3)	(1)+(2)+(3)	
Listed businesses	118,683	-	-	118,683	12.1%
GHG	7,706	-	-	7,706	1.5%
BoG	110,978	-	-	110,977	24.3%
Private businesses	22,249	(3,435)		18,814	2.1%
Late stage	2,370	18,735	-	21,104	3.4%
Water Utility	18,429	-	-	18,428	4.3%
Housing Development	(18,735)	18,735 ¹	-		0.0%
P&C Insurance	2,676	-	-	2,676	2.1%
Early stage	16,472	(20,290)	-	(3,818)	-1.4%
Renewable Energy	1,703	(1,555)	-	148	0.2%
Hospitality & Commercial	18,735	(18,735) ¹	-		0.0%
Beverages	(3,966)	-	-	(3,966)	-6.5%
of which, Beer	(4,256)	-	-	(4,256)	-100.0%
of which, Wine	290	-	-	290	0.5%
Pipeline	3,407	(1,880)	-	1,527	25.7%
Total	140,932	(3,435)	-	137,497	7.3%

(1) GEL 18 million capital was reallocated from the hospitality & commercial real estate business to the housing development business in 1Q19 upon construction completion of retail spaces in residential projects. Page 8

Total investment return summary | private businesses



	Business	Valuation method	Multiple applied	Total returns as of 31-Mar-19	Total return drivers		
a	Water Utility	EV/EBITDA (Based on LTM EBITDA)	8.8	GEL 18.4mln	 LTM EBITDA up by GEL 2.0mln resulting in GEL 18.1mln increase in fair value Multiple flat Net debt decreased by GEL 0.3mln 		
Late stage	Housing Development	NAV at reporting date	N/A	-	Capital reallocation of GEL 18.7 million to Hospitality & Commercial Real Estate		
	P&C Insurance	P/E (Based on LTM Net income ²)	7.4	GEL 2.7mln	 Fair value change on the back of 2.1% increase in adjusted net income Multiple flat 		
	Renewable Energy	At book value until power plant is operational ¹	N/A	GEL 0.1mln	• Currency translation movements ³		
Stage	Hospitality & Commercial	NAV at reporting date	N/A	-	Capital reallocation of GEL 18.7 million from Housing Development		
Early S	Wine	EV/EBITDA (Based on LTM EBITDA)	9.3	GEL 0.3mln	 Net debt decrease by GEL 1.8mln Multiple increase from 9.1 to 9.3 LTM EBITDA largely flat 		
	Beer	EV/Sales (Based on LTM sales) due to negative EBITDA	2.2	GEL (4.3)mln	 LTM Beer sales were slightly up by GEL 0.6mln Net debt widening by 8.1mln Multiple flat 		

(1) EV/EBITDA (LTM) following the launch.

(2) Net income is adjusted for non-recurring items.

(3) Renewable energy business assets are denominated in US Dollars and the business's functional currency is US dollars.

Capital allocation outlook through 2022

Highly disciplined approach to unlock value through investments



EL millions		1Q19	2019E ²	2020E	2021E	2022E	Total capital allocation 2019-2022	
	BoG	-	(25)	(27)	(29)	(31)	+141 million	
Listed investments	GHG	-	(4)	(6)	(8)	(11)	dividend inflows	
Private investments	Water Utility	-	(30)	(32)	(34)	(35)		
Late stage	Housing Development	-	(10)	(15)	(20)	(25)	+268 million	
	P&C Insurance	-	(12)	(15)	(18)	(22)	dividend inflows	
Private investments	Renewable Energy	1.6	74	53	70	(20)	$(24\mathbf{C})$ multiplies in	
Early stage	Hospitality & Commercial	-	30	9	-	-	(246) million	
	Beverages	-	20	10			Capital deployment	
	Education	1.3	70	42	28			
Pipeline	Auto service	-	11	-	-	-	(155) million	
	Other	0.6	1	1	1	1	Capital deployment	
Total ¹		3.5	125	20	(10)	(143)	8 million Net capital inflows	

Together with the available GEL 581 million liquid funds and short-term loans, we are well-positioned to support the value creation across our private portfolio businesses and take advantage of new opportunities as and when they arise

(1) Buybacks are not included within the capital allocations.

(2) Includes actual capital allocations in 1Q19.

Liquidity and cash management at Georgia Capital (stand-alone)

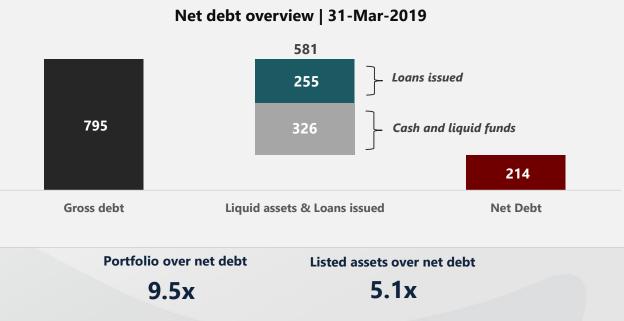


GEL 581 million Liquid assets & Loans issued | 31-Mar-2019

- Cash at bank of **GEL 111 million**
- Internationally listed debt securities of GEL 170 million
- Locally listed debt securities of **GEL 45 million**
- Loans issued of GEL 255 million

GEL 214 million¹ Net debt | 31-Mar-2019

 Georgia Capital issued inaugural US\$ 300mln international corporate bonds in March 2018



1Q19 private portfolio performance highlights









1.	1Q19 results discussion Georgia Capital
2.	Portfolio overview
3.	Georgian macro overview
4.	Appendices

Bank of Georgia (BoG) Overview

http://bankofgeorgiagroup.com/

Investment rationale

- The first entity from Georgia to be listed on the premium segment of the Main Market of the London Stock Exchange (LSE:BGEO) since February 2012.
- High standards of transparency and governance
- Leading market position¹ in Georgia by assets (34.7%), loans (33.5%) and client deposits (39.3%)
- Market with stable growth perspectives
- Strong brand name recognition and retail banking franchise, c. 37.5%¹ market share in retail loans
- Sustainable growth combined with strong capital, liquidity and robust profitability
- Outstanding ROAE performance
- Dividend per share growing at 34.6% CAGR

Value creation potential

- Loan book growth 15-20%
- Maintenance of dividend pay-out ratio within 25-40%

Value realisation outlook

Monetization of the existing stake through sales, while avoiding premature sale

Financial metrics (GEL m)

	2015	2016	2017	2018
ROAE	21.9%	22.2%	25.2%	26.1% ⁴
NIM	7.7%	7.4%	7.3%	6.5%
NPL coverage	83.4%	86.7%	92.7%	90.5%
Loan portfolio	5,367	6,682	7,741	9,398
Retail banking growth	35.3%	39.5%	29.3%	24.2%
Cost/income	35.5%	37.7%	37.7%	36.7%

Selected operating metrics						
	2017	2018				
Retail clients (millions)	2.3	2.4				
Digital transactions (millions)	36.6	48.4				
Volume of internet bank/mobile bank transactions (GEL millions)	2,088	3,990				

(1) Market data based on standalone accounts as published by the National Bank of Georgia (NBG) www.nbg.gov.ge

(2) Excluding BNB.

(3) Adjusted for 19.9% Bog share issuance, actual dividend per share was 2.44 in 2017 and expected to be 2.55 in 2018.

(4) Adjusted for demerger related expenses and one-off impact of re-measurement of deferred tax balances.





Market opportunity



GEL 9.2 bln loan portfolio breakdown (GEL m)⁽²⁾ | 31 December 2018



Healthcare and pharmacy business (GHG) overview

http://ghg.com.ge/

Investment rationale

- Very low base: healthcare services spending per capita only US\$ 325
- Growing market: healthcare spending growth estimated at 8% CAGR 2018-2021

Value creation potential

- High-growth potential driven by opportunity to develop medical tourism and Polyclinics (outpatient clinics)
- Only integrated player in the region with significant cost advantage in scale and synergies
- Well positioned to take advantage of the expected long term macroeconomic and structural growth drivers

Value realisation outlook

Monetization of the existing stake through sales, while avoiding premature sale

Fillanc	ial metrics	(GEL M)		
		Annual		
	2015	2016	2017	201
evenue Gross	246	426	748	85
BITDA	56	78	108	13
ofit before tax	24	40	46	5
ealthcare EBITDA margin	27.4%	30.2%	26.4%	24.99
narma EBITDA margin	N/A	4.3% ¹	8.6%	10.19
		2017	2018	
		2017	2018	
Number of hospitals		37	37	
		3,014	3,320	
Number of beds		5,014		
Number of beds Number of polyclinics		16	16	

¹ FY16 includes only May-Dec GPC's results.

² Excl. Sunstone, DKC and emergency beds.

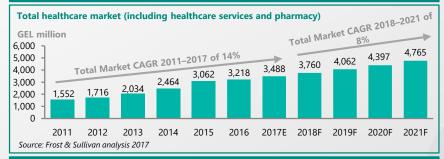
³ Return on invested capital is adjusted to exclude newly launched Regional Hospital and Tbilisi Referral Hospitals.

4 ROIC is calculated as EBITDA less depreciation, plus interest income divided by aggregate amount of total equity and borrowed funds.





Market opportunity



Stock price performance



Return on invested capital ⁴					
	2017	2018			
ROIC	10.8%	11.0%			
ROIC adjusted ³	12.8%	13.9%			

Water utility business overview



- Natural monopoly in Tbilisi and surrounding area
- utilities sector represents 3% of total Georgian economic output with c. 8.2% CAGR (2006-2017)
- Stable regulatory environment with fair return on investment
- Stable cash collection rates

Value creation potential

- EU harmonization reforms in progress in utilities sector in accordance with Georgia's undertaking under the Association Agreement with the EU, expected to drive water tariffs up
- High GDP growth combined with rapid tourism growth drive high demand from corporates
- Energy market deregulation expected to positively affect electricity sales price and market liquidity
- Upside opportunity from pursuing cost efficiencies by targeting decrease in self-consumption of electricity in
 order to free up energy for third party electricity sales
- Growing dividend payment capacity

Value realisation outlook

IPO together with the renewable energy business

Financial metrics (GEL m)									
		Annual	Quarterly						
	2015	2016	2017	2018	1Q18	1Q19			
Total revenue	119	127	135	149	32.3	33.2			
Of which, utility revenue	105	109	119	132 ¦	28.9	28.9			
Of which, energy revenue	9	10	10	9 ¦	2.2	2.4			
Of which, other revenue	5	8	6	8 ¦	1.2	1.9			
Total EBITDA	62	69	73	83 ¦	15.0	17.1			

Selected operating metrics Thousands except for connections 1019 Change 1018 Water Utility 42.636 0.2% Water sales (m³) 42,566 **Electricity consumption** (kwh) 50,936 -16.6% 61.065 New connections 1,140 11.4% 1.023 Energy 63,172 Electricity generation (kwh) 86,671 -27.1% Energy sales (kwh) 36,447 21,516 -41.0%



Key highlights | 31-March-2019





(1) ROIC is calculated as EBITDA less depreciation, divided by aggregate amount of total equity and borrowed funds.

Private late stage portfolio

Housing development business overview





 Investment rationale The shortage of housing from Soviet era combined with Georgian tradition of multi generations 	Key high	lights 31-March-2019
living under one roof, average household size is significantly higher at 3.3 compared to Eastern or Western Europe • Most of the housing stock dates back to Soviet era and is amortised	Original investment	GEL 111 million
 In line with the economic growth, urbanization level is expected to increase from current low level Value creation potential 		
 Asset light strategy Unlock land value by developing housing projects 	Net allocated cash	GEL 19 million
 Development of third-party land – franchise m² brand name. Undisputed market leading platform of 2,500 apartments¹ to be delivered in 4-5 years 		
 Earn Construction management fees from third-party projects and bring construction works in- house 	Equity fair value	GEL 48 million
 Value realisation outlook Cash out by transformation into real estate asset manager 		

Financial metrics (GEL millions)² **Market opportunity** Annual Quarterly Average household size and home ownership, latest available data 2015 2016 2017 2018 1Q18 1Q19 Apartments sales revenue 45 96 93 95 27.9 6.3 Construction revenue 36 0.6 9.8 ---EBITDA 18 22 (1.6)93% 11 9 0.7 97% **91%** 90% 90% 85% 84% 83% 82% 69% **Selected operating metrics** 1018 1Q19 change # of apartments sold 53 87 64.2% Croatia Slovakia Poland Romania Bulgaria Hungary Georgia EU Estonia Lithuania Sq.m. of apartments sold -2.8% 5,379 5,228 Household Size ----- Home Ownership Price per square meter US\$³ -20.1% 1.327 1.060

(1) 2,500 apartments relate to the signed Tbilisi Airport Highway deal.

(2) Housing development business' functional currency is US dollars.

(3) Price per square meter is down in 1Q19 as most of the apartments sold are at pre-sales stage.

P&C insurance business overview



Investment rationale

- · Significantly underpenetrated insurance market in Georgia
- · Market leader with a powerful distribution network of point of sale and sales agents

Value creation potential

- Compulsory border TPL effective from 1 March 2018
- Local TPL expected to kick in from 2019 and provide access untapped retail CASCO insurance market
 with only 4% existing penetration
- · First mover advantage on underpenetrated SME segment
- Growing dividend payout capacity

Value realisation outlook

Trade sale or IPO

Financial metrics (GEL m)								
		Annua	Quarterly					
	2015	2016	2017	2018	1Q18	1Q19		
Earned premiums, gross	68	71	86	90	20.0	21.5		
Net income	12 ¹	14	16	18 ²	3.9	4.3		
Combined ratio	79%	73%	75%	75%	72.4%	77.1%		
Loss ratio	43%	35%	40%	38%	40.8%	38.7%		

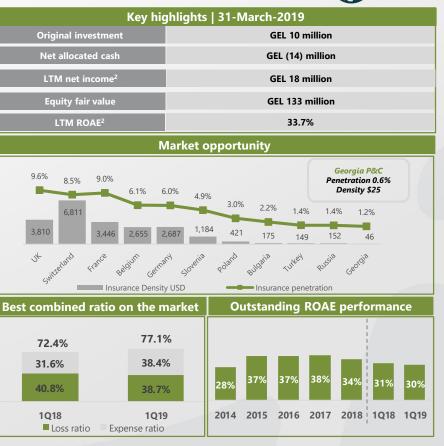
Selected operating metrics

	1Q18	1Q19	change (y-o-y)	
Corporate insurance policies written ³	16,636	32,978	98.2%	
Retail insurance policies written	33,440	38,297	14.5%	

(1) Excluding one-off FX contract with GEL 8 million loss.

(2) Adjusted for non-recurring items.

(3) Excluding credit life insurance.



Renewable energy business overview



Investment rationale

- Underdeveloped energy market with potential for significant growth Low per capita power usage
- Cheap to develop up to US\$1.5mln for 1MW hydro and up to US\$1.4mln for wind development

Value creation potential

- Opportunity to establish a renewable energy platform with 500MW⁴ operating capacity over the medium-term
- Energy consumption has grown at 5.7% CAGR in last 10 years and is expected to further grow at least by CAGR 5% over the next 10-15 years
- Stabile dividend provider capacity in the medium-term

Value realisation outlook

IPO together with the water utility business

Pipeline project details as of 31 March 2019

Project	MWs	Construction commencement	Target commissioning ³	Target ROIC⁵	Generation capacity (GWh) ²
Mestiachala HPPs	50	1H17	1H19	13.2%	171
Zoti HPPs	46	2H19	1H21	12.9%	164
Bakhvi 2 HPP	36	1H20	1H22	13.5%	127
Racha HPPs	38	1H21	1H23	14.7%	165
Wind Tbilisi	57	2H19	2H20	13.3%	179
Wind Kaspi	54	2H19	2H20	14.1%	215
Wind (other)	99	1H21	1H22	12.5%	306
Solar	30	TBD	TBD	10.1%	64
Total	410				1,391

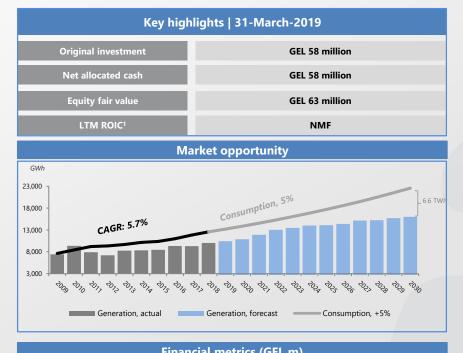
(1) ROIC is calculated as EBITDA less depreciation, divided by aggregate amount of total equity and borrowed funds.

(2) Generation capacity refers to target net annual generation.

(3) Target commissioning dates are indicative and subject to regulatory procedures.

(4) 500MW target includes existing energy assets of water utility business.

(5) Target return on invested capital is calculated based on average stabilized EBITDA divided by total invested capital.



				"'/		
		Annu	al		Quarter	ly
	2015	2016	2017	2018	1Q18	1Q19
Development Capex	NMF	NMF	77	68	10.1	11.3

Hospitality and commercial real estate business overview



Investment rationale

Record number of tourists visiting Georgia every year: 4.8 million visitors in 2018, up 16.9% y-o-y, 10.5% CAGR over the last 5 years; Tourism inflows up 18.4% y-o-y from US\$ 2.7bln in 2017 to US\$ 3.2bln in 2018, 13.2% CAGR over the last 5 years;

Value creation potential

- Grow Portfolio of rent-earning assets through residential developments/opportunistic acquisitions
- Reach more than 1,000 hotel rooms over the next 3 years. Currently approximately 1,000 rooms are confirmed, of which 152 are operational and c. 848 are in the pipeline. Targeting mostly 3-star and 4-star hotels.

Value realisation outlook

We aim to spin-off yielding properties as a listed REIT managed by m²

Fin	ancial me	etrics (GEL	m) ²	1	
		Annual		Quar	terly
	2016	2017	2018	1Q18	1Q19
NOI ³ from operating leases	3	3	5	0.9	1.5
NOI ³ from hospitality services	-	-	2	0.1	0.0
Revaluation gain	-	1	28	-	-
Total net Operating Income	2	3	32	0.6	1.0
Commercial real estate portfolio ⁵	42	77	112	71	113

Selected operating metrics

	1Q18	1Q19	Change
Gross yield (leased portfolio)	10.8%	10.3%	-0.5 ppt
Occupancy rate	89.8%	86.4%	-3.4 ppt
Leased area (sq.m.)	19,629	25,494	+5,864 sq.m.

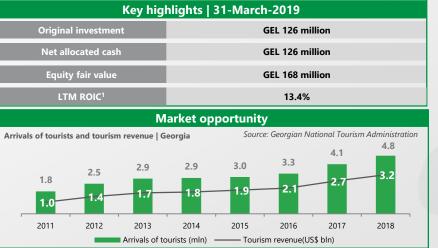
(1) ROIC is calculated as NOI divided by aggregate amount of total equity and borrowed funds.

(2) Hospitality & Commercial real estate business' functional currency is US dollars.

(3) Net operating income.

(4) Target opening dates remain subject to adjustment following passing of the design stage.

(5) Including under construction retail properties presented in housing business, which will be transferred to hospitality & commercial real estate business at the date of construction completion.



Hotel rooms pipeline as of 31 March 2019⁴

Hotel	Location	Rooms	Target opening date⁴	Current Stage	Total Cost US\$ ′000	Target ROIC
Ramada Encore Kazbegi	Capital	152	Q1-2018	Operational	12,066	18.0%
Gudauri	Regions	121	Q4-2019	Construction	10,809	12.8%
Seti Square Mestia, Svaneti	Regions	72	Q4-2020	Design	5,915	16.2%
Ramada Melikishvili	Capital	125	Q1-2020	Construction	12,352	15.7%
Gergeti	Capital	99	Q3-2020	Construction	23,473	13.7%
Ramada Kutaisi	Regions	121	Q4-2020	Construction	9,535	17.5%
Mestia, Svaneti	Regions	120	Q1-2021	Design	10,096	15.8%
Telavi	Regions	130	Q2-2021	Design	12,735	13.4%
Kakheti Wine & Spa	Regions	60	Q3-2021	Design	7,500	17.3%
Total		1,000				

Beverages business overview



Investment rationale

- High growth sector, which has doubled during the last 5 years to GEL 1.9 billion market
- Beer consumption per capital at one of the lowest levels in the wider region at 27.5 liters per capita
- 50% CAGR growth in soft drinks export over the last 3 years
- Georgia's favorable trade regimes (free trade agreements with EU and China) provide potential for export growth for beverages

Value creation potential

- Best-in-class distribution network platform
- 10-year exclusivity from Heineken to produce and sell beer in Georgia, Armenia and Azerbaijan
- Grow vineyard base to 1,000 hectares, from current 451 hectares, over the next three years

Value realization outlook

• Trade sale either of the whole business or parts

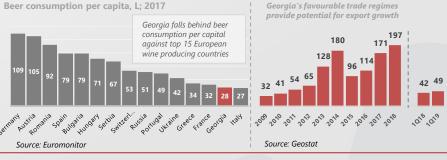
	Fin	nancial m	etrics (GEL	m)		
		Annı	ual	1	Quarterly	,
	2015	2016	2017	2018	1Q18	1Q19
Wine Revenue	18	18	20	29	4.6	7.9
Beer Revenue	N/A	N/A	18	29 ¦	4.9	5.8
Wine EBITDA	2	3	5	7 ¦	0.7	1.5
Beer EBITDA	N/A	N/A	(6)	(14)	(3.0)	(3.1)
	Selected	operati	ng metrics	s (in '000)		
			1Q18	1Q19	Change	
Wine sale	es bottles		783	1,165	48.8%	
Beer sale	s liters		2,712	2,351	-13.3%	

	ey highlights 31-March-20	
	Wine	Beer
Original investment	GEL 45 million	GEL 71 million
Net allocated cash	GEL 45 million	GEL 71 million
LTM EBITDA (Wine)/LTM Sales (Beer)	GEL 8 million	GEL 30 million
Equity fair value	GEL 57 million	-
LTM ROIC ¹	11.0%	-22.8%

Market opportunity

Wine exports in US\$ millions

Per cap beer consumption shows room for growth Beer consumption per capita, L; 2017



At the end of March 2019, the beer business increased the mix of its portfolio by acquiring a prominent Georgian beverages brand, Kazbegi.

Further value creation opportunity – education business



🖽 Industry investment rationale

HIGHLY FRAGMENTED PRIVATE SCHOOL MARKET

- Fragmented 2,321 schools in total, only 10% is private and also private market itself is fragmented
- Undersupplied private school market

LARGE AND GROWING MARKET

- Government expected to double spending over the next 5 years
- Low base 3.8% of GDP, compared to 5.4% of peers (2016 data)
- Government incentivized to support private schools development

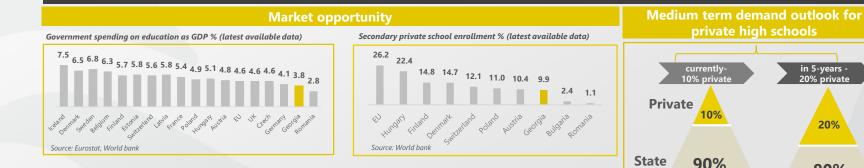
EFFICIENCY UPSIDE

- Inefficient aovernment spending
- 83% of teachers teach only one subject 56% for peers
- Access is high but quality is poor
- Current prices for private education are significantly high

HIGH TRADING MULTIPLES

Due to its high quality revenue and high demand for good quality affordable education schools are trading at a very high multiples even amongst the service industry

We aim to build a portfolio of affordable high schools to capitalise on scale advantage in Georgia



> We expect to deploy GEL 140 million equity capital and by 2025 we are aiming to reach 30,000 pupils



in 5-years -

20% private

20%

80%

Attractive service business – Auto service

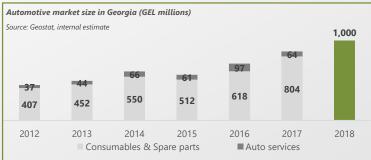


LARGE AND GROWING MARKET

- 8.0% CAGR for registered vehicles in Georgia during the years 2012-2018
- Average age of cars in Georgia is high, compared to peers. Vehicles older than 10 years represents 90% of total auto supply.
- Passenger cars (c. 81% of registered vehicles) per 1,000 people stand at 354 as of 2018 with significant room for growth.
- The auto service market is highly fragmented.

The attractive growth rates combined with the expected increase in spending due to the stricter regulatory environment, make the automotive services business an attractive strategic opportunity.

Large and growing automotive market | 12.7 % CAGR over 2012-2018



We aim to build a diversified business model combining many different auto-related services



Acquisition of the second largest player, Amboli, in Georgian auto service industry

- With this acquisition, we are buying a platform to gain access to the large and growing GEL 1 billion automotive services market in Georgia.
- Amboli currently holds approximately 1% market share in a highly fragmented market, where the leading player controls approximately 28% of the market.
- The highly fragmented market provides us with an opportunity to increase our market share over the long term.





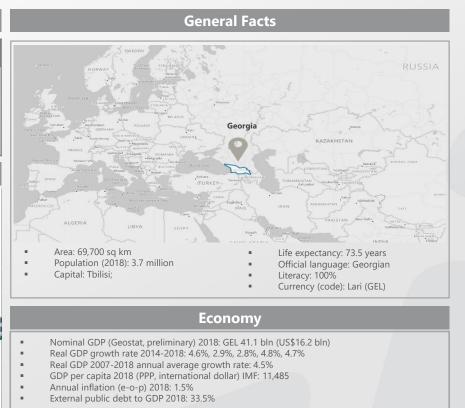
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Sovereign ratings with stable outlook and favourable macro fundamentals GEORGIA

Key Ratings Highlights				
Rating Agency	Rating	Outlook	Affirmed / Upgraded	
Moody's	Ba2	Stable	March 2019	
S&P Global	BB-	Positive	April 2019	
FitchRatings	BB	Stable	February 2019	

Georgia is favorably placed among peers

Country	Country Rating	Fitch Rating Outlook
Armenia	B+	Positive
Azerbaijan	BB+	Stable
Belarus	В	Stable
Czech Republic	AA-	Stable
Georgia	BB	Stable
Kazakhstan	ВВВ	Stable
Turkey	BB	Negative
Ukraine	В-	Stable



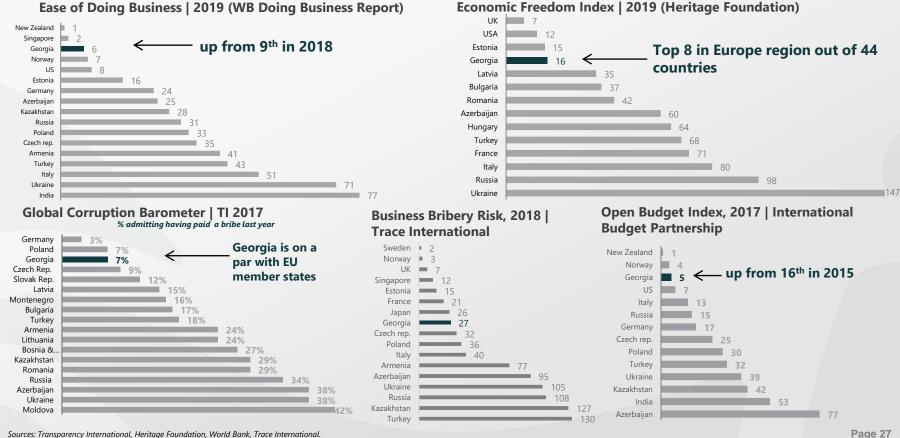
Georgia's key economic drivers



Liberal economic policy	 Top performer globally in WB Doing Business over the past 12 years Liberty Act (effective January 2014) ensures a credible fiscal and monetary framework: Public expenditure/GDP capped at 30%; Fiscal deficit/GDP capped at 3%; Public debt/GDP capped at 60% Business friendly environment and low tax regime (attested by favourable international rankings)
Regional logistics and tourism hub	 A natural transport and logistics hub, connecting land-locked energy rich countries in the east and European markets in the west Access to a market of 2.8bn customers without customs duties: Free trade agreements with EU, China, Hong Kong, CIS and Turkey and GSP with USA, Canada, Japan, Norway and Switzerland; FTA with India under consideration. Tourism revenues on the rise: tourism inflows stood at US\$ 3.2 b in 2018 and international travelers reached 8.7 million in 2018 (up 9.8% y-o-y), out of which tourist arrivals were up 17% y-o-y to 4.8 million visitors. Regional energy transit corridor accounting for 1.6% of the world's oil and gas transit volumes
Strong FDI	 An influx of foreign investors on the back of the economic reforms have boosted productivity and accelerated growth FDI stood at US\$ 1.2bln (7.6% of GDP) in 2018. FDI averaged 9.8% of GDP in 2007-2018
Support from international community	 Georgia and the EU signed an Association Agreement and DCFTA in June 2014 Visa-free travel to the EU is another major success in Georgian foreign policy. Georgian passport holders were granted free visa entrance to the EU countries from 28 March 2017 Discussions commenced with the USA to drive inward investments and exports Strong political support from NATO, EU, US, UN and member of WTO since 2000; Substantial support from DFIs, the US and EU
Electricity transit hub potential	 Developed, stable and competitively priced energy sector Only 20% of hydropower capacity utilized; 155 renewable (HPPs/WPPs/SPPs) energy power plants are in various stages of construction or development Georgia imports natural gas mainly from Azerbaijan Significantly boosted transmission capacity in recent years, a new 400 kV line to Turkey and 500 kV line to Azerbaijan built, other transmission lines to Armenia and Russia upgraded Additional 2,000 MW transmission capacity development in the pipeline, facilitating cross-border electricity trade and energy swaps to Eastern Europe
Political environment stabilised	 Georgia underscored its commitment to European values by securing a democratic transfer of political power in successive parliamentary, presidential, and local elections and by signing an Association Agreement and free trade agreement with the EU New constitution amendments passed in 2013 to enhance governing responsibility of Parliament and reduce the powers of the Presidency Continued economic relationship with Russia, although economic dependence is relatively low Russia began issuing visas to Georgians in March 2009; Georgia abolished visa requirements for Russians – Russia announced the easing of visa procedures for Georgians citizens effective December 23, 2015 Direct flights between the two countries resumed in January 2010 Member of WTO since 2000, allowed Russia's access to WTO; In 2013 trade restored with Russia In 2018, Russia accounted for 13.0% of Georgia's exports and 10.3% of imports

Institutional oriented reforms





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Diversified resilient economy



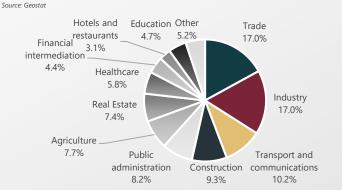


Gross domestic product

One of the Fastest Developing Economies in the Region (2007-2018 average)

4.9 Comparative real GDP growth rates, % (2007-2018 average) 4.5 3.8 3.6 3.7 3.1 3.0 2.4 2.0 2.0 1.7 1.5 100 -0.3 RussianFederation Ukraine Latvia Clech Republic Lithuania Belatus is America Nodova Poland Georgia Linker Romania

Diversified nominal GDP structure, 2018

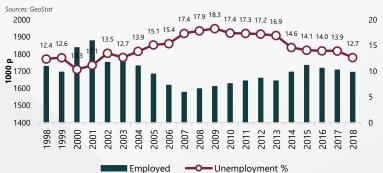


Monthly Economic Activity Estimate, y/y growth



Room for further job creation

Unemployment rate down 1.3 ppts y/y to 12.7% in 2018



Average monthly nominal earnings in business sector

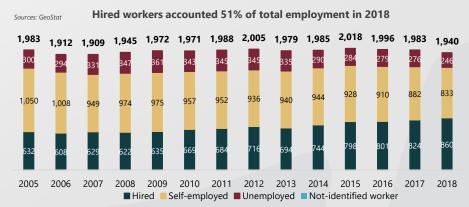


GEORGIA CAPITAL

UNDP Human Development Index



Labor force decomposition 2018

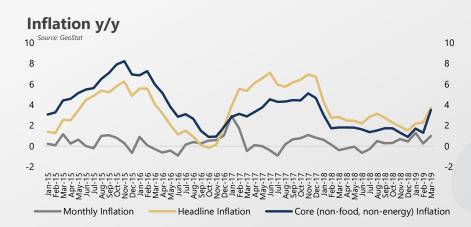


Inflation targeting since 2009







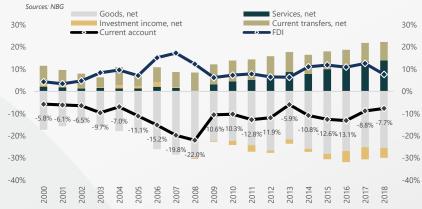


Average monthly nominal earnings

Source: Geostat Monthly nominal earnings increased on average 8% y-o-y in 2010-2018 GEL 1300 202 1200 1100 1000 900 800 700 600 500 400 2010_ 2010_IN_ 2010_IN_ 2011_12_201_IN_ 2011_12_2012_IN_ 2012_IN_ 2012_IN_ 2012_IN_ 2012_IN_ 2012_IN_ 2012_IN_ 2012_IN_ 2012_IN_ 2014_IN_ 2014_IN_ 2014_IN_ 2018_III 2018_IV 2015_ 2015_ 016_1 015_1 2016 2016_ 2017

Current account deficit supported by FDI



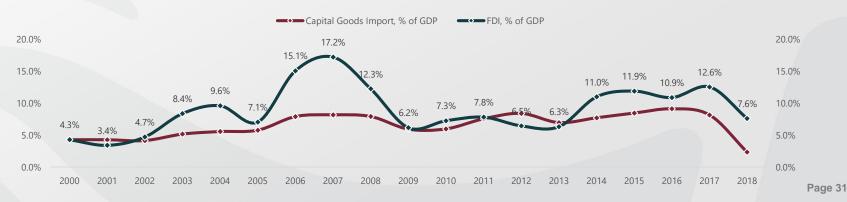


Current account balance (% of nominal GDP)

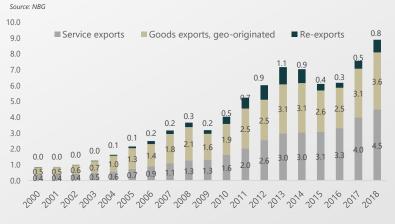




Source: GeoStat



Exports and Re-exports, US\$ bln



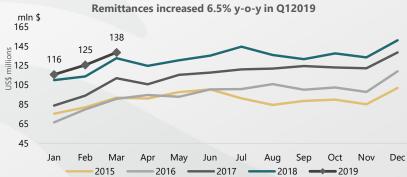
Diversified sources of capital

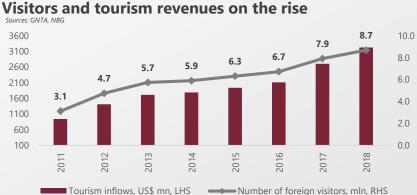




Strong foreign investor interest







Export continues to support economic growth

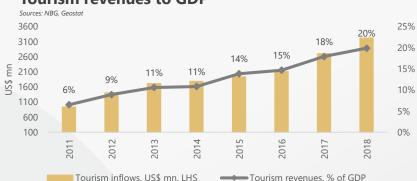


Tourism sector on the rise

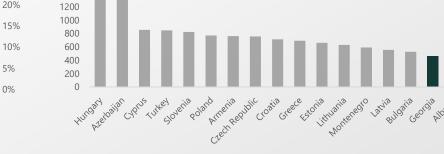


Ukraine

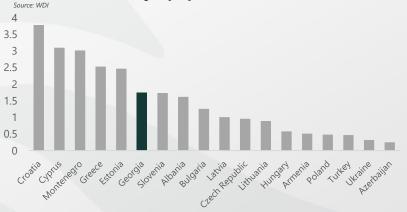
Albania



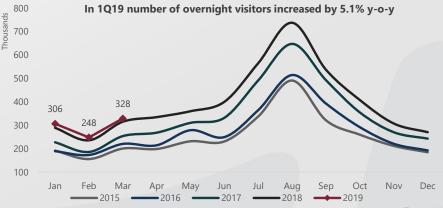
Tourism revenues to GDP



Arrivals to country's population, 2017





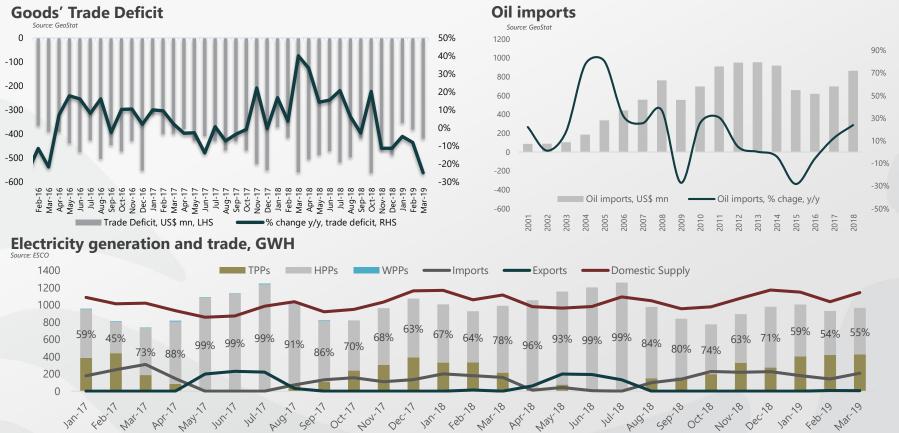


Source: WDI 1600

1400

Diversified foreign trade

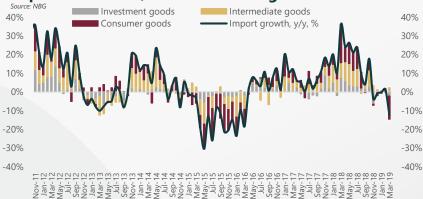




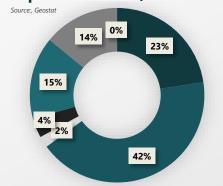
Diversified foreign trade



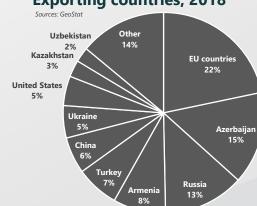
Imports of Goods, contribution to growth



Exports of Goods, 2018



Exporting countries, 2018



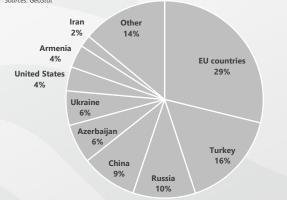
Industrial supplies Fuels and lubricants Capital goods

Food and beverages

- Transport equipment
- Consumer goods

Other

Importing countries, 2018





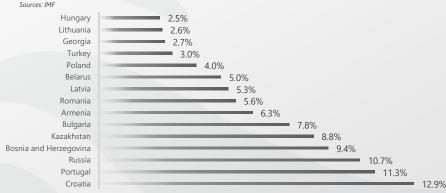
Prudent monetary policy ensures macro-financial stability





International reserves

Nonperforming loans to total gross loans, latest 2018



Monetary policy rate



Monetary policy rate remains low vs. peers

Sources Central banks



Sources: NBG

Floating exchange rate - policy priority





Central Bank's interventions

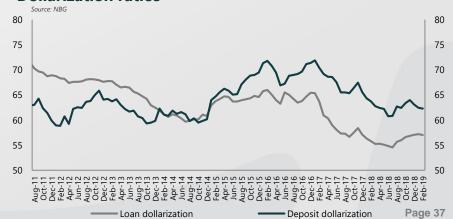
Bilateral exchange rate indices (Dec2012=100)

Sources: NBG 180 180 Flexible exchange rate regime plays a shock-160 160 absorber role 140 140 120 120 100 100 80 80 60 60 40 40 20 20 0 Dec-12 Mar-13 Mar-18 Jun-18 Sep-18 Sep-13 Mar-19 Mar-17 un-17 ar-1 -ur ep-1. ec-1. Dec-1 un-1 ep-1 ec-1 ar-1 un-1 Sep-1 ec-1 Sep-1 ec-1 Mar-EUR/GEL RUB/GEL TRY/GEL USD/GEL

Real effective exchange rate (REER)



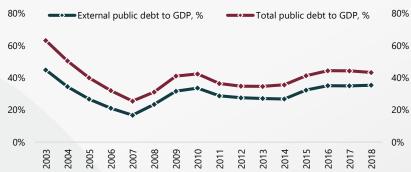
Dollarization ratios

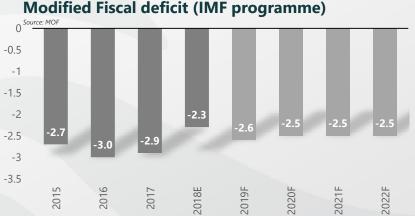


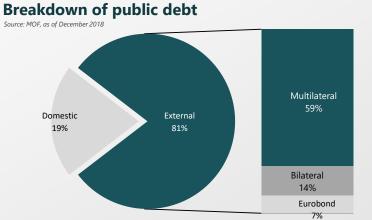
Low public debt



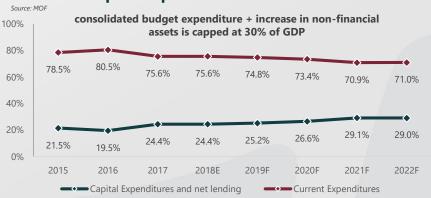
Public debt as % of GDP is capped at 60% Sources: MOF







Current vs Capital Expenditure



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Growth-oriented government reforms (2018-2020)



Structural Reforms	2 Promoting Transit & Tourism Hub
 Small government concept Optimization of government units and decrease bureaucracy expenses to get small, efficient and flexible government Compensation of employees as a% of GDP will decrease and remain close to 3.9% of GDP Tax Reform Favourable tax rates for SME development Special tax regimes for regional offices of multinational companies Enhancing easiness of tax compliance Capital Market Reform Boosting stock exchange activities Developing of local bond market Pension Reform 	 Roads Plan to finish all spinal projects by 2020 – East-West Highway, other supporting infrastructure Rail Baku – Tbilisi Kars new railroad line Railway modernization and integration in international transport systems Maritime Anaklia deep water Black Sea port Strategic location Capable of accommodating Panamax type cargo vessels High capacity – up to 100 million tons turnover annually Up to USD 2.5 bln for the project completion;
 Introduction of private pension system PPP Reform Introduction of transparent and efficient PPP framework Public Investment Management Framework Improved efficiency of state projects Law of Georgia on Entrepreneurs New law will be drafted reflecting requirements of Association Agreement between EU and Georgia Responsible Lending Regulatory actions to support responsible lending Decrease household over indebtedness Association Agreement Agenda 	 3 Education General Education Reform Maximising quality of teaching in secondary schools Fundamental Reform of Higher Education Based on the comprehensive research of the labour market needs Improvement of Vocational Education Increase involvement of the private sector in the professional education

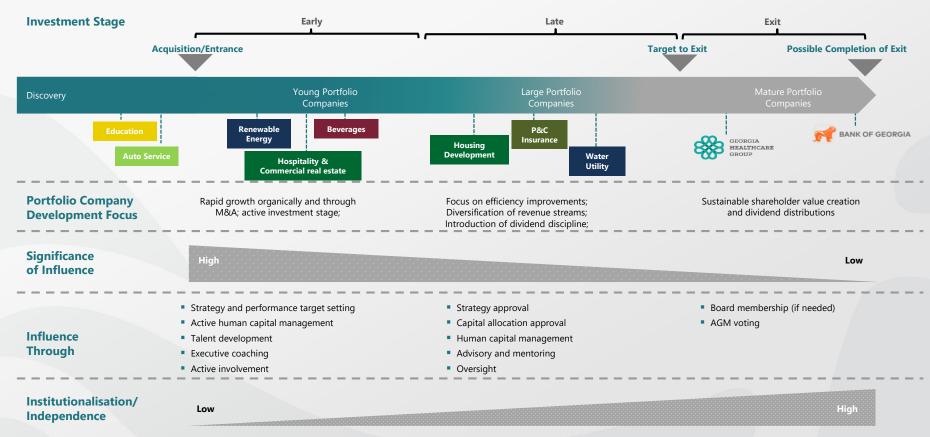




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Portfolio management principles





Georgia Capital's board of directors





Irakli Gilauri, Chairman & CEO

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



William Huyett, Independent Non-Executive Director

Experience: formerly a Director of McKinsey & Company, based in its Boston office, for over 28 years



Caroline Brown, Independent Non-Executive Director

Experience: Chief Financial Officer at Listen Media Campaign Company, Chief Innovation Officer and Founding Partner at Cambridge Advisory Partners



Jyrki Talvitie, Independent Non-Executive Director

Experience: 28 years of experience in the banking, including Sberbank, VTB, East Capital and Bank of New York in both buy and sell-side transactions



Board of directors - Georgia Capital PLC

David Morrison, Senior Independent Director

Experience: formerly Director at Sullivan & Cromwell with a track record of over 28 years, Founding CEO of the Caucasus Nature Fund (CNF)



Kim Bradley, Independent Non-executive Director

Experience: Goldman Sachs AM, Senior Executive at GE Capital, President of Societa Gestione Crediti, Board Chairman at Archon Capital Deutschland



Massimo Gesua'sive Salvadori, Independent Non-Executive Director

Experience: currently an analyst at Odey asset management, formerly with McKinsey & Company for over 9 years

6 out of 7 members are independent

Georgia Capital's highly experienced management team





Irakli Gilauri, Chairman & CEO

Formerly CEO of BGEO Group since 2011, joined as CFO of Bank of Georgia in 2004. Mr Gilauri was appointed Chairman of the Bank in September 2015, having previously served as CEO of the Bank since May 2006. Up to 20 years of experience in the banking, investment and finance. Prior, he was EBRD (European Bank for Reconstruction and Development) banker. 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 MS in banking from CASS Business School.



Avto Namicheishvili, Deputy CEO

Formerly he was BGEO Group General Counsel. Joined as a General Counsel at the Bank of Georgia in 2007, and has since played a key role in all of the Group's equity and debt raises on the capital markets, and over 25 mergers and acquisitions. Prior, was a Partner at a leading Georgian law firm. Holds LL.M. in international business law from Central European University, Hungary.

Ekaterina Shavgulidze, Chief Investment Officer Formerly served as Head of Funding and Investor Relations in BGEO Group, Joined BGEO as a CEO of healthcare services business in 2011. Most recently Eka played a key role in the GHG IPO as a Group Head of IR, Prior, she was an Associate Finance Director at AstraZeneca, UK. Holds an MBA from Wharton Business School.

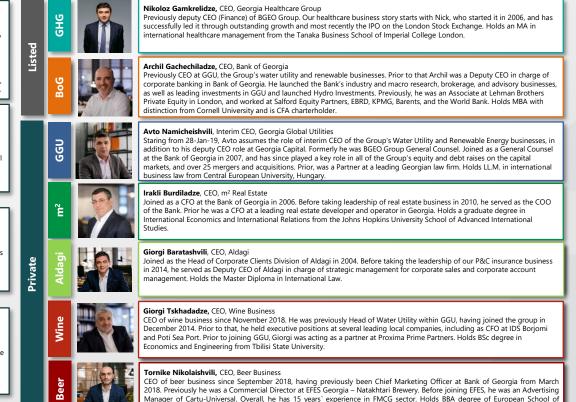


Giorgi Alpaidze, Chief Financial Officer

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. BBA from the European School of Management in Georgia. U.S. Certified Public Accountant.

Georgia Capital Management

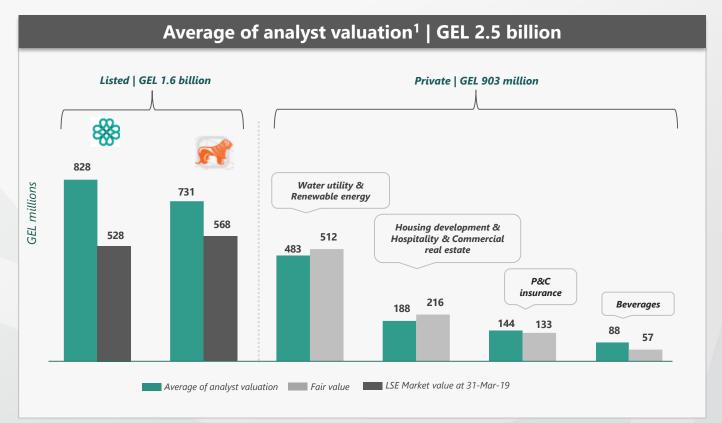
Management (ESM).



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Analyst valuation summary | 31 March 2019





(1) Analysts covering Georgia capital : Wood & Co, Investec, Renaissance Capital, VTB Capital; Citi.

Glossary



- **GCAP** refers to the aggregation of stand-alone Georgia Capital PLC and stand-alone JSC Georgia Capital accounts.
- Georgia Capital and "the Group" refer to Georgia Capital PLC and its portfolio companies as a whole.
- **NMF** Not meaningful.
- NAV Net Asset Value, represents the net value of an entity and is calculated as the total value of the entity's assets minus the total value of its liabilities.
- LTM last twelve month.
- **EBITDA** Earnings before interest, taxes, non-recurring items, FX gain/losses and depreciation and amortization; The Group has presented these figures in this document because management uses EBITDA as a tool to measure the Group's operational performance and the profitability of its operations. The Company considers EBITDA to be an important indicator of its representative recurring operations.
- ROIC return on invested capital is calculated as EBITDA less depreciation, divided by aggregate amount of total equity and borrowed funds.
- Loss ratio equals net insurance claims expense divided by net earned premiums.
- Expense ratio equals sum of acquisition costs and operating expenses divided by net earned premiums.
- **Combined ratio** equals sum of the loss ratio and the expense ratio.
- **ROAE** Return on average total equity (ROAE) equals profit for the period attributable to shareholders of P&C insurance business divided by monthly average equity attributable to shareholders of P&C business for the same period for BoGG and P&C insurance.
- NOI net operating income.
- Liquid assets & loans issued include cash, marketable debt securities and issued loans.

Georgia Capital PLC company information



Registered Address

84 Brook Street London W1K 5EH United Kingdom <u>www.georgiacapital.ge</u> 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 4052; +995 322 000000 E-mail: ir@gcap.ge

Auditors

Ernst & Young LLP 25 Churchill Place Canary Wharf London E14 5EY United Kingdom

Registrar

Computershare Investor Services PLC The Pavilions 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 www.georgiacapital.ge

