EUROMON BY 2005 Avages for eccelerate
This is to certify that Bank of Georgia
has seen the award for Best Bank
Georgia
One toward, Eduar



Forum Invest In Georgia

Athens, Greece

April 6, 2006

### The Georgian Economy At A Glance

In GEL mln, unless otherwise noted	2003A	2004A	2005E	2006F	2007F	CAGR 04-07
Demographic Parameters						
Population, thousand people, of which	4.55	4.54	4.56	4.58	4.60	0.5%
Economically active	2.11	2.11	2.13	2.14	2.16	0.7%
% of Total Population	46.5%	46.6%	46.7%	46.8%	46.9%	
Number of Households, thousands	1,220	1,200	1,212	1,231	1,239	
Macroeconomic Parameters						
Nominal GDP	8,560	9,506	11,149	12,412	14,649	15.5%
Real GDP Growth, %	11.1	6.2	9.3	10.2	10.5	
GDP Per Capita (GEL)	1,883	2,096	2,446	2,710	3,182	14.9%
CPI, GEL, e-o-p, %	6.9	7.5	6.1	5.1	8.7	
GDP Deflator, y-o-y, %	3.2	5.9	5.5	4.5	7.1	
GEL/US\$, avg	2.14	1.91	1.81	1.79	1.80	-2.0%
GEL/US\$, e-o-p	2.05	1.83	1.79	1.78	1.79	-0.7%
Consolidated State Budget Revenues	1,320	2,282	2,507	3,029	3,807	18.6%
Consolidated State Budget Deficit	202	130	524	385	425	48.4%
As % of GDP	2.36%	1.37%	4.70%	3.10%	2.90%	
Debt to GDP Ratio	44.42	33.17	27.71	N.A.	N.A.	
Debt to Exports Ratio	143.27	112.22	89.1	N.A.	N.A.	
Exports, FOB (US\$ mln)	465.3	648.4	867.1	N.A.	N.A.	36.5%
NBG Currency Reserves, (US\$ mln)	190.9	382.9	474.2	N.A.	N.A.	57.6%

Source: State Statistics Department; National Bank of Georgia; Galt & Taggart Securities' estimates

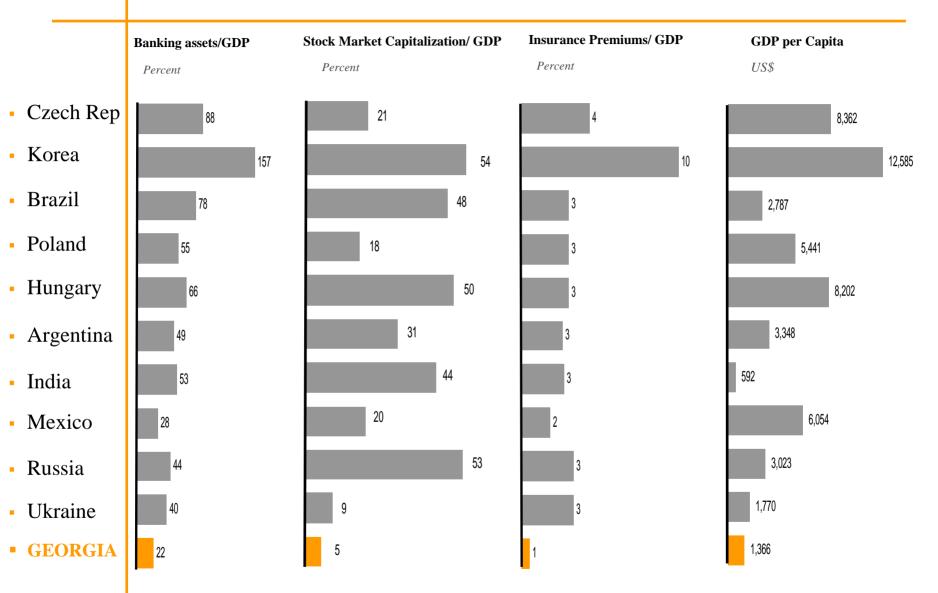


## The Georgian Economy cont'd

- High GDP growth
- Stable currency
- Strong fiscal performance
- Increasing consumer spending with very low levels of consumer indebtedness
- Unprecedented government spending on infrastructure, resulting in increased productivity
- Reasonable interest rate environment
- Increased foreign investor activity
- Progressive new tax code
- Massive deregulation and liberalization
- Dramatically reduced corruption
- Improving corporate governance practices
- No currency or capital controls since the mid-1990s
- Abolition of all customs duties by 2008



### STILL A LAGGARD AMONG EMERGING MARKETS



Note: Estimated real GPW to GDP in Russia was only about 1,7% in 2003; 2005 data for Georgia; 2003 data for all other countries Source: Global Insight; Global Stock Market Factbook 2004; National Banks; McKinsey



### GEL/US\$ = 1.79 The Georgian Financial Services Sector At A Glance

### 21 banking licenses, but sector consolidation in progress

	2005	Y-O-Y Growth	Top 5 Banks	Bank of Georgia
<b>Total Assets</b>	GEL 2,548 mln	50.2%	78.4%	17.8%
Loans	GEL 1,730 mln	79.3%	81.8%	18.2%
Deposits	GEL 1,538 mln	56.5%	78.1%	19.0%
Shareholders' Equity	GEL 479 mln	28.7%	68.1%	18.7%
Net Income	GEL 62 mln	124.7%	74.0%	20.7%

- Bank-owned insurance companies account for approximately 62% market share
  - Bank of Georgia has an approximately 20% market share (BCI/EuroPace)
- Bank-owned leasing companies account for 100% of the leasing assets
  - Bank of Georgia (GLC) has an approximately 25% market share
- Bank-owned broker-dealers account for more than 70% of trading volume on the GSE
  - Bank of Georgia (Galt & Taggart) has an approximately 35% market share
- <sup>2nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> largest banks are foreign-controlled
  - Bank of Georgia (70% non-resident institutional investor ownership)
  - United Georgian Bank (51% owned by VneshtorgBank)
  - ProCredit Bank Georgia (majority controlled by the ProCredit network)

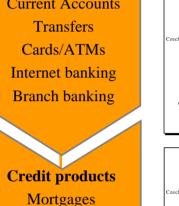


### **The Georgian Banking Sector – Significant Growth Potential**

### **Current Accounts** Transfers Cards/ATMs **Internet banking**

**Basic products** 

2005/2006



Consumer loans Credit cards

Hungar

Polanc

Russi

GEORGIA

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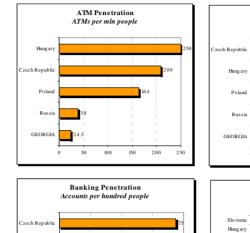
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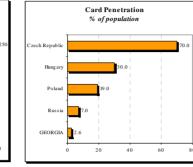
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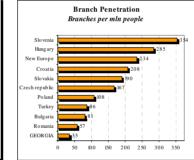
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Savings products/ **Deposit substitution** Asset management Pensions/Life insurance





As consumer demand for financial services becomes more sophisticated



**Total Retail GEL 1.854 mln Financial Assets Total Consumer GEL 108** 

Loan Stock Per **Capita** (including mortgages)

**Cards** in circulation **Under 200,000** 

April 12, 2006

GEL 745 mln

Source: GFK, Pentor, McKinsey, Galt & Taggart Securities' estimates; Georgia 2005 1H data

g	Georgia (2005E)	Georgia (2004)	CIS (2002)	Balkans (2002) Cl	EE (2002)	EU (2001)
Total Loans/GDP (%)	13.02%	9.85%	17%	14%	32%	172%
Total Deposits/GDP (%)	10.93%	10.03%	22%	25%	53%	186%
Banking Assets per capita (EUR)	169	> 151	628	695	4,336	64,535
Banking Assets/No. of Banks (EUR mln)	36.5	32.5	92	173	1,375	5,288
Source: ECB, EBRD, NBG, Galt & Taggart						
GEL/EUR as Dec 31 03	2.592					
GEL/EUR as Dec 31 04	2.485					
GEL/EUR as Dec 31 05	2.125					

### **Retail Financial**

Assets

Intermediated

6

### The Georgian Banking Sector – Key Trends & Issues 2005 - 2007

- Increasing adoption of the universal banking business model, following the lead of Bank of Georgia
- Significant IT/infrastructure and marketing spend drives increasing retail banking penetration
- Increasing foreign investment in small banks
  - Salford/Standard Bank (December 2004)
  - TuranAlem/SilkRoad bank (March 2005)
  - Cascade Holdings/Emporiki Bank Georgia (January 2006)
- Increasing availability of non-deposit funding
  - Driven by the S&P sovereign B+ rating
  - IFIs: EBRD, IFC, DEG, OPIC, BSTDB
  - Syndicated loans (TBC Bank US\$ 21 mln from EBRD-arranged A/B loan)
  - Unsecured term loans (Bank of Georgia US\$25 mln from Citigroup)
  - Long-tenor mortgage facilities (Bank of Georgia US\$10 mln 10-year facility from WBC)
  - Domestic bonds (Bank of Georgia, ProCredit Bank Georgia)
  - CLNs/Eurobonds (expected Q4 2006/1H 2007)
- Significant sector-wide growth triggers expected (2006-2008)
  - Gradual relaxation of the tough NBG capital adequacy & liquidity ratios
  - Strengthened and improved bank supervision and strict AML/KYC regime improve confidence in the banking sector
  - Financial sector liberalization under way, dramatically facilitating non-residents' access to Georgian financial assets
  - Introduction of the deposit insurance scheme following the consolidation of the sector further (in 2008)



## **Bank of Georgia - Our Vision & Mission**

Our <u>vision</u> is to be recognized as the best financial services company in Georgia.

Our <u>mission</u> is to create long-term value and deliver by 2007 ROAE of 20%+ by building a relationship-driven, client-facing integrated financial services company based on the core values of excellence in execution, teamwork, integrity and trust.

Retail Banking	The largest Georgian retail bank, offering consumers the broadest range of services through multiple channels	✓ Achieved
Corporate & Investment Banking	A leader in corporate banking, bank of choice for inbound foreign corporates The undisputed leader in investment banking Integrated offering to large corporates through strong client coverage culture	<ul><li>✓ Achieved</li><li>✓ Achieved</li><li>✓ Achieved</li></ul>
Insurance	A leading player in the non-life sector, cross-selling insurance to corporates A leading life insurance and pensions provider	<ul><li>✓ Achieved</li><li>✓ In Progress</li></ul>
Asset & Wealth Management	A leading share of the domestic institutional business The undisputed domestic leader in wealth management, with niche appeal to sophisticated non-resident investors A player in private equity and venture capital	<ul> <li>✓ In Progress</li> <li>✓ Achieved</li> <li>✓ Planning Stage</li> </ul>



### **Bank of Georgia – An Integrated Business Model**



One Firm
Strong
management
Shared
expertise
Cross-sell
synergies
Shared
services &
infrastructur
Cost
efficiency

		Bank of Geo	rgia Group		
	BCI/Europace	СІВ	RB	A&WM	
	2	2	1	1	Market Position (March 31, 2006)
nt	N/A	US\$ 117.6 mln	US\$ 82.3 mln	AUM/Custody US\$ 46.5 mln	Earning Assets (March 31, 2006)
"	US\$ 5.8 mln	N/A	N/A	US\$ 7.2mln	Total Assets (March 31, 2006)
	US\$ 2.2 mln US\$ 6.9 mln	US\$ 3.2 mln US\$ 13.9 mln	US\$ 3.8 mln US\$ 14.5 mln	US\$ 0.3 mln US\$ 1.1 mln	Revenue Q1 '06 2005
re	US\$ 0.4 mln US\$ 1.0 mln	US\$ 2.4 mln US\$ 10.6 mln	US\$ 1.3 mln US\$ 5.9 mln	US\$ 0.2 mln N/A	NNOI Q1 '06 2005
	US\$ 0.3 mln US\$ 0.7 mln	US\$ 2.6 mln US\$ 8.1 mln	US\$ 0.9 mln US\$ 4.2 mln	US\$ 0.2 mln US\$ 0.4 mln	PBR Q1 '06 2005
	US\$ 0.2 mln US\$ 0.4 mln	US\$ 1.6 mln US\$ 4.4 mln	US\$ 0.6 mln US\$ 2.3 mln	US\$ 0.1 mln US\$ 0.3 mln	Net Income Q1 '06 2005
	8.0% 5.4%	64.0% 59.5%	24.0% 31.1%	4.0% 4.1%	Contribution to Group Net Income Q1 '06 2005



### **Bank of Georgia - Development Milestones**

#### New Management Team Takes over

The bank has doubled in size under new management	US\$ 151.7 mln US\$ 93.3 mln US\$ 96.4 mln US\$ 26.4 mln	US\$ 198.0.4 mln US\$ 105.3 mln US\$ 137.8 mln US\$ 29.7 mln	US\$ 253.5 mln US\$ 176.0 mln US\$ 151.5 mln US\$ 50.3 mln	US\$ 331.9 mln US\$ 216.4 mln US\$ 177.2 mln US\$ 54.5 mln	Total Assets (e-o-p) Total Loan Book (e-o-p) Deposits (e-o-p) Equity (e-o-p)
Unique management team composition for a CIS bank		6	15	17	Number of Western- Trained Professionals
Stellar acquisition and integration track record		TUB (US\$ 6.2 mln) BCI (US\$ 2.1 mln) Georgian Card (increased from 19% to 51%, US\$ 343 K)	Galt & Taggart (increased from 35% to 90%, US\$ 206K) GLC (increased from 60% to 87.3%, US\$ 350 K) Europace, 100% acquisition by BoG and BCI (US\$ 1.4 mln)	IntellectBank, acquistion of assets & liabilities	Key Acquisitions
Increasingly diversified revenue stream	Retail Banking Corporate Banking Trade Finance Foreign Exchange Investment Banking	Retail Banking Corporate Banking Trade Finance Foreign Exchange Investment Banking Insurance	Retail Banking         Corporate Banking         Trade Finance         Foreign Exchange         Investment Banking         Insurance         Leasing         Pensions         Private Banking	Retail Banking         Corporate Banking         Trade Finance         Foreign Exchange         Investment Banking         Insurance         Leasing         Pensions         Private Banking	Key Business Lines
An established borrower in international markets	BSTDB US\$ 4 mln DEG EUR 6.5 mln AKA Bank EUR 5 mln EBRD US\$ 11 mln IFC US\$ 8 mln		KfW US\$ 3.5 mln guarantee facility EBRD US\$ 10 mln GEL 2.0 mln Bond Placement Commerzbank US\$ 3.8 mln	World Business Capital US\$ 10 million/10 year loan with OPIC guarantee Citibank N.A.London US\$ 25 mln 18 month unsecured term loan facility	Key Lenders
Unprecedented level of institutional interest. Institutional ownership >60% unique for a CIS bank.	EBRD (since 1998) DEG invests	Post-Communist Opportunities Fund, Firebird Avrora Fund, Firebird Republics Fund, Firebird Global Master Fund invest	Ostinvestor clients invest The Firebird funds and East Capital Bering Fund increase their respective stakes Several hedge funds invest East Capital Holding increases its stake East Capital Bering Ukraine Fund invests Bank Austria Creditanstalt purchases a large block on behalf of institutional client and issues Call Warrants against BoG stock tradable on the Vienna Stock Exchange SEB Vilniaus Bankas purchases a large block on behalf of Finasta	Hedge funds continue investing	Institutional Shareholders
	2000 - Q3 2004	Q4 2004	2005	<b>Q1 2006</b> April 12	, 2006 10

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## Supportive Shareholders & Lenders

### **BoG Shareholder Structure**

#### **Bank of Georgia Shareholding**

31-Mar-06	Shares	%
Victor Gelovani	1,944,840	12.6%
EBRD	1,797,509	11.6%
Bank Austria Creditanstalt (nominees)	1,499,993	9.7%
Firebird Avrora Fund	1,356,219	8.8%
Firebird Republics Fund	1,355,706	8.8%
Galt & Taggart Securities (nominees)	815,796	5.3%
East Capital Holding	846,864	5.5%
East Capital Bering Fund	771,172	5.0%
East Capital Bering Ukraine Fund	670,000	4.3%
Firebird Global Master Fund	637,999	4.1%
Lado Gurgenidze	361,243	2.3%
SEB Vilniaus Bankas (nominees)	331,200	2.1%
Sulkhan Gvalia	257,835	1.7%
Tariel Gvalia	243,095	1.6%
Subtotal	12,889,471	83.3%
Free float	2,590,087	16.7%
Total	15,479,558	100.0%

### Key Lenders





















#### Key Institutional Shareholders



Custodians/Nominees



- Management currently owns approximately 741,685 shares and approximately 541,665 options/share grant entitlements
- New management share ownership plan has been introduced and 40 professionals equitized
- 40 non-resident individual shareholders
- Approximately 1,800 domestic retail shareholders

## 2006 YTD Accomplishments

- Total assets grew to GEL 606.3 mln (US\$ 331.9 mln ) from GEL 453.6 mln (US\$ 253.5 mln) at the YE 2005
- Acquisition of IntellectBank
  - 25,000 retail clients
  - Approximately 7,000 active cardholders, sole distributor of AmEx Cards, 49% equity interest in UFC
  - Active partner of Anelik, MoneyGram, WesternUnion and other money transfer businesses
  - 14 additional service centers, bringing our total to 72
  - Estimated 2006 pre-tax post-synergies earnings contribution of GEL2.6 mln
- Ahead of schedule on the annual debt funding plan (US\$ 100 mln)
  - GEL 20 mln (US\$ 11 mln) 2 year, 6.2% bullet loan
  - US\$10 mln 10-year loan at 2.75% over LIBOR loan partially guaranteed by OPIC
  - US\$ 25 mln 18-month unsecured term loan from Citigroup partially hedged by purchasing CDS
  - Proposals received to arrange a debut US\$ 15 mln syndicated loan
  - Proposals received for US\$ 5-10 mln subordinated debt
  - Proposals received for a EUR 50 mln debut Eurobond issue
- Introduced monthly account maintenance fees (GEL 1.5 per month) on all nonpayroll retail client accounts with no pushback from clients – additional estimated fee income of GEL 1.0 mln in 2006



# **2006 YTD Accomplishments**









- Good progress on co-branded retail initiatives
  - **Chemebi** launched a new consumer insurance brand no less than 20,000 additional clients expected in 2006
    - Property, car, health, travel and life insurance packages
    - Co-branded loyalty/discount cards (BoG/Chemebi/Aversi)
  - **GeoCell** (a mobile operator with 800,000+ active subscribers 50% market share) acquisition of up to 5,000 retail clients expected in 2006
    - Co-branded cards distributed to GeoCell's post-paid client base, loyalty program, other projects under development
  - **Populi** (the largest supermarket chain with 13 outlets, 9% owned by BoG, 23% owned by Firebird) acquisition of up to 3,000 retail clients expected in 2006
    - Exclusive POS acquiring, in-store promotion of BoG products, ATMs in most stores, co-branded cards/cashback
  - Aversi (the leading pharmacy chain with 80 outlets) acquisition of up to 20,000 retail clients expected in 2006
    - Co-branded cards/loyalty program, exclusive POS acquiring, ATMs at selected locations, in-store distribution of the *Chemebi* consumer insurance products
- The sole servicing bank of Millennium Challenge Georgia (US\$295 mln committed US funding over the next five years)
- The servicing bank and the sole financial advisor to TAV-Urban the Tbilisi and Batumi airports BOT operator (a US\$77 mln project)
- Announced as the winner in the tender for the sole servicing bank for the Tbilisi Metro (subway, circa 100 mln passenger trips per year)

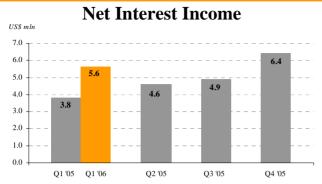


## **Income Statement Highlights In GEL**

	Q1 '06	Q1' 05	Change y-o-y	Q1 '06	Q1 '05	Change y-o-y
INCOME STATEMENT	(US\$	(US\$ mln)		(GEL mln)		(%)
Interest Income	8.4	5.4	55.1	15.2	9.8	54.6
Interest Expenses	2.7	1.6	75.4	5.0	2.8	74.9
Net Interest Income	5.6	3.8	46.8	10.2	7.0	46.4
Net Non-Interest Income	3.0	2.2	37.7	5.4	3.9	37.3
Total Operating Income	8.6	6.0	43.5	15.6	10.9	43.1
Recurring Operating Costs	4.2	3.2	35.0	7.6	5.7	32.1
Normalized Net Operating Income	4.4	2.9	52.7	8.0	5.2	52.3
Profit (Pre-Bonus) Before Provisions	4.4	2.5	76.7	8.0	4.5	76.2
Net Provisions	0.9	1.3	-30.4	1.6	2.3	-30.6
Pre-Bonus Result	3.6	1.6	118.4	6.5	3.0	117.8
Bonus (Paid & Accrued)	0.7	0.4	86.6	1.3	0.7	86.1
Pre-Tax Income	2.6	1.2	111.1	4.7	2.2	110.5
Estimated Profit Tax	0.3	0	NMF	0.6	0	NMF
Net Income	2.2	1.2	82.6	4.1	2.2	82.1
EPS (Basic)	0.14	0.11	30.0	0.26	0.20	30.9

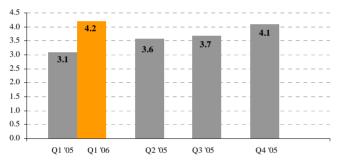


## Q1 '06 Results Overview

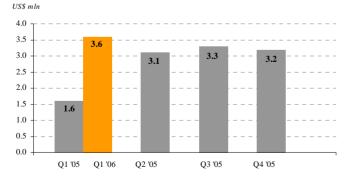


#### **Recurring Operating Costs**

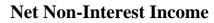
US\$ mln

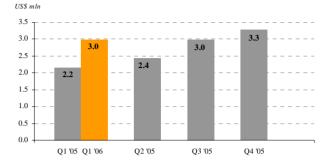


#### **Pre-Bonus Result**

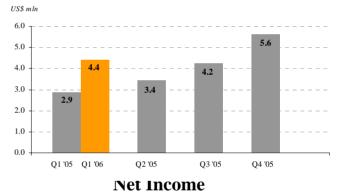


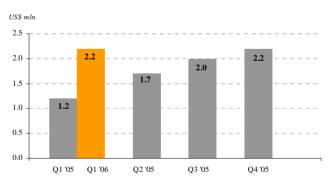
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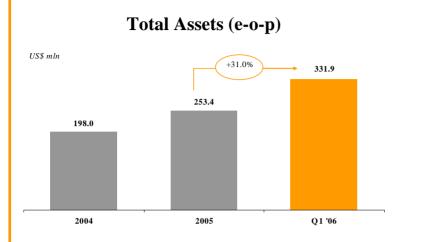


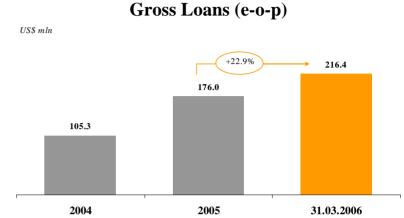
### Normalized Net Operating Income



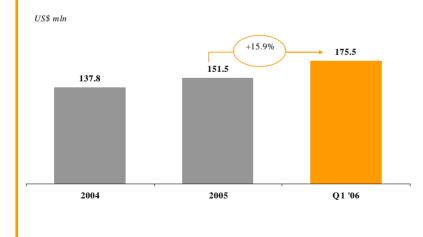


### **Balance Sheet Highlights**

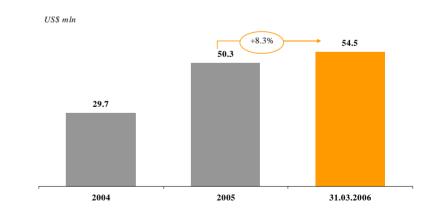




**Client Deposits (e-o-p)** 



**Shareholders' Equity (e-o-p)** 



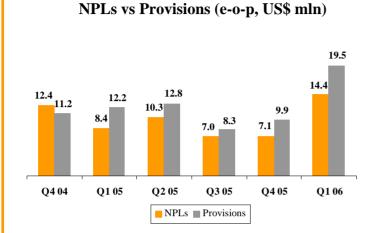


## **Balance Sheet Highlights**

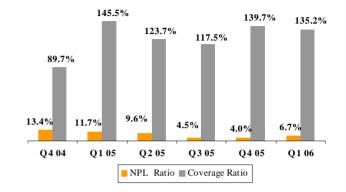
BALANCE SHEET	US\$ mln		Change	Change GEI		Change
DALANCE SHEET	Q1 '06 YE 2005		<b>YTD</b> (%)	Q1 '06 YE 2005		<b>YTD</b> (%)
TOTAL ASSETS	331.9	253.4	33.7	606.3	453.7	31.1
Cash & Due From Banks	69.0	48.9	44.1	126.0	87.5	41.3
Securities	2.8	5.3	-46.9	5.0	9.5	-47.9
Net Loans	196.8	166.1	20.9	359.6	297.4	18.6
TOTAL LIABILITIES	277.4	203.2	39.4	506.8	363.6	36.7
Deposits	175.5	151.5	18.3	320.7	271.1	16.1
Borrowed Funds	70.7	30.6	136.1	129.2	54.7	131.6
TOTAL EQUITY	54.5	50.3	10.6	99.5	90.0	8.3



### **Diversified Loan Book And Conservative Provisioning Policy**

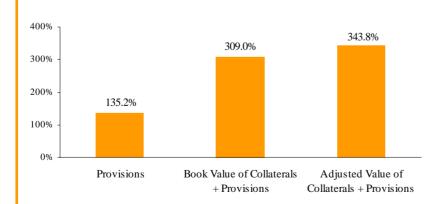


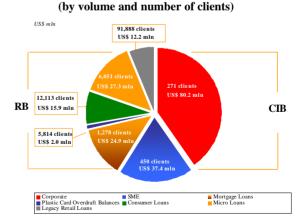
**NPL Ratio vs Coverage** 



Provisions as % of NPLs Q1 '06

#### Loan Portfolio Diversification Q1 '06





NPL=Overdue more than 90 days (except for 2004 and 2003); NPL Ratio = NPLs/Total Loans; Coverage Ratio=Provisions/NPLs



### Improving Asset Quality While Expanding The Loan Book

<b>Asset Quality</b> GEL mln, unless otherwise noted	Q1 04	Q2 04	Q3 04	Q4 04	Q1 05	Q2 05	Q3 05	Q4 05	Q1 06
Overdues*	14.6	11.7	11.9	14.7	11.5	7.0	9.7	13.5	29.5
NPLs**	9.9	9.9	12.7	22.7	15.4	18.7	12.6	12.7	26.4
NPLs/Total Loans	6.4%	6.3%	7.5%	13.4%	7.9%	9.2%	4.5%	4.0%	6.7%
NPL coverage ratio (Provisions/NPLs)	94.0%	87.2%	86.4%	89.7%	145.5%	123.7%	117.5%	139.7%	135.2%
Provisions/Total Loans	6.1%	5.5%	6.4%	12.1%	11.7%	9.6%	5.3%	5.6%	9.0%

\*Overdue more than 30 days but less than 90 days \*\* Overdue more than 90 days in 2005

#### Loan Portfolio Risk by Loan Categories

GEL mln, unless otherwise noted	Dec-04	Dec-04	Mar-05*	Mar-05*	Jun-05	Jun-05	Sep-05	Sep-05	Dec-05	Dec-05	Mar-06	Mar-06
Standard (2% provision)	131.6	78%	176.2	81%	202.6	84.4%	252.5	90.2%	281.9	89.5%	339.1	85.8%
Watch (10% provision)	14.7	9%	14.8	7%	11.3	4.7%	11.8	4.2%	13.2	4.2%	21.0	5.3%
Substandard (30% provision)	4.2	3%	6.9	3%	8.2	3.4%	8.5	3.0%	9.0	2.8%	6.3	1.6%
Doubtful (50%-70% provision)	8.2	5%	5.9	3%	6.1	2.6%	2.3	0.8%	6.1	2.0%	7.9	2.0%
Loss (100% provision)	10.3	6%	12.8	6%	11.8	4.9%	4.9	1.7%	4.9	1.6%	21.0	5.3%
Total	169.0	100%	216.6	100%	240.0	100%	279.9	100%	315.1	100%	395.3	100.0%

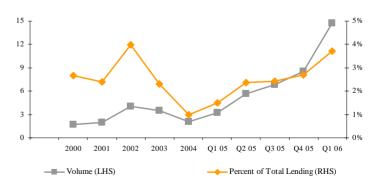
\* March 05 includes TUB



#### **Top Ten Borrower Concentration**

#### **Insider Loans**



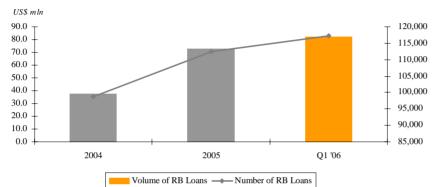




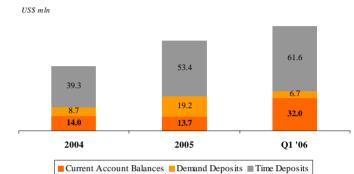
## **Retail Banking Overview**

**RB** Loans

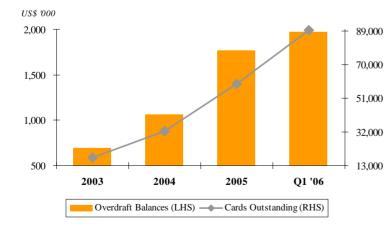
#### **RB** Client Funds



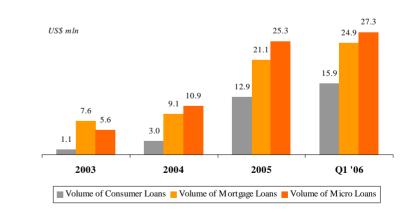
#### Over 190,000\* current accounts as at March 31, 2006



#### **Plastic Cards**



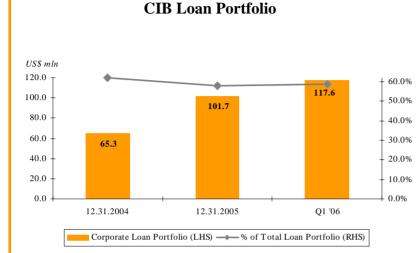
#### **Consumer, Mortgage & Micro Loans**



\* including Intellectbank



### **Overview Of Other SBUs**



BCI

6.9

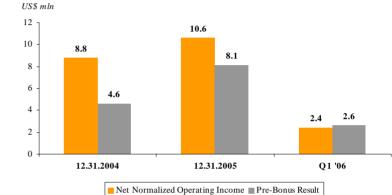
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12.31.2005

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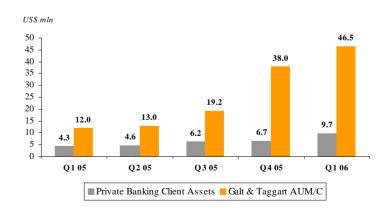
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Q1 '06



**CIB NNOI & PBR** 

PB Clients & Galt & Taggart AUM/C



\* 2005 & Q1 '06 includes Europace

2005 ROE 26.4%

3.3

0.1

Gross Premiums Written Net Income

12.31.2004



US\$ mln

8

7

6

5

4

3

2

1

0

2.1

0.3

12.31.2003

## Leadership In Innovation

- The first Georgian bank to adopt a CIB integrated client coverage model
- The first Georgian bank to introduce packaged Retail Banking products
- The first Georgian bank to introduce *bancassurance*
- The first Georgian bank to launch Private Banking
- The first successful live migration to a new card processing platform in Georgia
- The first co-branded cards in Georgia
- The first LBO transaction in Georgia
- The first cross-border M&A transaction advisory by a Georgian investment bank
- The first corporate bond issue in Georgia
- The first structured equity transaction in Georgia
- The first research coverage of a Georgian company by a nonresident brokerage house



### **Share Price Performance**

P/BV 1.6       Share Price (USS)       5.47       4.66       3.10         Share Price (USS)       5.47       4.66       3.10         A8       2005 Share Price Growth: 52%       MCAP (USS min)       84.6       68.6       35.0         MCAP (USS min)       1.6       1.4       1.2         A4	US\$		31-Mar 2006	31-Dec 2005	31-Dec 2004	30-Sep 2004
4.8 4.4 4.4 4.4 4.4 4.4 4.4 4.4	P/BV 1.6	<u> </u>				9.9 2.10
<ul> <li>4.8</li> <li>4.4</li> <li>4.4</li></ul>	5.1					3.80
Additional field down, 32,0 and 12,0 an	4.8 - 2005 Shara Brigg Growth: 52%					20.8 37.6
Additional product of the second seco						57.0 0.8
3.7 3.7 3.4 3.4 3.4 3.4 3.4 3.4 3.4 3.4	4.4					-
2004 Share Price Appreciation 175% 2005 Share Price Appreciation 52% 2006 YTD Share Price Appreciation 18% 2006 YTD Share Price Appreciation 18% 2006 YTD Share Price Appreciation 18% 2006 YTD Share Price Appreciation 18%	3.7		•			
2.0 New management commences turnaround MCAP US\$ 21 mln; P/BV 0.8x 1.6 + 0 + 0 + 0 + 0 + 0 + 0 + 0 + 0 + 0 + 0	1 m	2004 Share Price	Apprecia	tion	175	_ %
2.3       New management commences turnaround         2.0       MCAP US\$ 21 mln; P/BV 0.8x         1.6       FO	2.7	2005 Share Price	Apprecia	tion	<i>52%</i>	6
Sep-04         Sep-04         Sep-04         Nov-04         Nov-04         Jan-05         Jan-06         Jan-05         Jan-05         Jan-05         Jan-05         Jan-05         Jan-05         Jan-06         Jan-07         Jan-08         Jan-08         Jan-08         Jan-07	New management commences turnaround	2006 YTD Share H	Price App	preciatio	n 18%	ó
		<b>-</b>	lume	GSE	OTC	
2005 15.1 9.4		2004		11.2	3.6	
2000 13.1 0.4		2005		15.1	8.4	
2006 YTD 1.0 3.0		2006 YTD		<i>1.0</i>	3.0	



### **Investment Case**

- A "leveraged play" on Georgia's economic growth
- Winning strategy for medium-term profitable growth
- Financial sector consolidator: seven acquisitions in the last 18 months
- Strong retail "pull" due to core franchise strength
- Diversified revenue streams being built through product innovation in the context of an integrated business model
- Disciplined capital management
- Sophisticated management team and strong staff, comprising more than 15 individuals with Western banking & finance background and education

### Prior Employers of BoG Management Team Members



- Results-oriented corporate culture stressing teamwork, initiative and accountability
- Transparency and good governance
- Emphasis on investor relations, retail-lot liquidity and international stock exchange listing
- Zealous focus on creating attractive exit opportunities by 2008
- The only investable banking stock in Georgia (and the Caucasus)



# **Ample Exit Opportunities**

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BANK OF GEORGIA www.bog.ge/ir

Selected Potential Buyers



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### **Caution Regarding Forward-Looking Statements**

This presentation contains statements that constitute "forward-looking statements", including, but not limited to, statements relating to the implementation of strategic initiatives and other statements relating to our business development and financial performance.

While these forward-looking statements represent our judgments and future expectations concerning the development of our business, a number of risks, uncertainties and other factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, (1) general market, macroeconomic, governmental, legislative and regulatory trends, (2) movements in local and international currency exchange rates, interest rates and securities markets, (3) competitive pressures, (4) technological developments, (5) changes in the financial position or credit worthiness of our customers, obligors and counterparties and developments in the markets in which they operate, (6) management changes and changes to our group structure and (7) other key factors that we have indicated could adversely affect our business and financial performance, which are contained elsewhere in this presentation and in our past and future filings and reports, including those filed with the NSCG.

We are under no obligation (and expressly disclaim any such obligations to) update or alter our forward-looking statements whether as a result of new information, future events, or otherwise.



## Unaudited 2005 and Q1 06 Financial Statements



### **Income Statement**

	Unaudited US\$	Unaudited	Y-O-Y	Unaudited	Unaudited
JSC Bank of Georgia Standalone, IFRS	Q1 '06	Q1 '06	Growth	Q1 '05	12/31/2005
GEL, unless otherwise noted	-				
GEL/US\$ average exchange rate	1.82	1.82		1.83	1.81
Operating Income					
Interest Income	8,368,175	15,190,427	55.1%	9,794,733	48,664,733
Interest Expense	2,736,299	4,967,099	75.4%	2,831,650	12,882,305
Net Interest Income	5,631,876	10,223,328	46.8%	6,963,083	35,782,428
Commission Income	2,010,318	3,649,253	37.4%	2,655,770	13,035,903
Commission Expenses	231,264	419,805	-7.3%	452,688	2,105,997
Net Commission Income	1,779,053	3,229,447	46.6%	2,203,082	10,929,905
Income from Documentary Operations	345,334	626,872	2.2%	613,163	2,807,882
Expense from Documentary Operations	144,291	261,926	59.1%	164,664	803,965
Net Income From Documentary Operations	201,043	364,946	-18.6%	448,499	2,003,918
Other Non-Interest Income	5,435	9,866	-85.1%	66,096	183,522
Other Non-Interest Expenses	195	354	2112.5%	16	1,780
Net Other Non-Interest Income	5,240	9,512	-85.6%	66,080	181,742
FX Trading Income	997,568	1,810,846	49.0%	1,215,697	6,542,241
Net Non-Interest Income	2,982,904	5,414,751	37.7%	3,933,358	19,657,806
Total Operating Income	8,614,780	15,638,079	43.5%	10,896,441	55,440,233
Recurring Operating Costs					
Personnel Costs	1,945,198	3,540,261	22.0%	2,901,939	12,442,922
Selling, General & Administrative Expenses	833,081	1,516,207	108.0%	728,818	4,714,949
Procurement & Operations Support Expenses	322,998	587,855	29.0%	455,561	1,989,900
Depreciation	563,480	1,025,534	28.5%	798,370	3,491,954
Other Operating Expenses	472,425	859,814	24.1%	692,804	2,925,812
Various Tax Expenses	59,007	107,393	35.8%	79,096	597,126
Total Recurring Operating Costs	4,207,143	7,637,065	35.0%	5,656,587	26,162,663
Net Normalized Operating Income	4,407,636	8,001,013	52.7%	5,239,854	29,277,571
Non-recurring costs	13,301	24,145	-96.7%	724,642	1,962,044
Profit (pre-bonus) Before Provisions	4,394,336	7,976,869	76.7%	4,515,212	27,315,526
Provisions	884,808	1,606,157	-30.4%	2,306,414	8,861,148
Gains on asset sale & recovery	75,329	136,742	-82.3%	770,543	1,840,501
Pre-Bonus Result	3,584,857	6,507,453	118.4%	2,979,341	20,294,879
Guaranteed Compensation Expenses	112,032	203,367	222.8%	63,000	232,000
ESOP expenses	175,457	318,501			
Bonuses	716,578	1,300,776	86.6%	697,022	6,000,001
Pre-Tax Income	2,580,790	4,684,809	111.1%	2,219,319	14,062,878
Profit Tax	347,834	631,410	NMF	-	1,289,194
Net Income	2,232,956	4,053,399	82.6%	2,219,319	12,773,685
EPS Basic	0.14	0.26	30.0%	0.20	0.87
EPS Diluted	0.14	0.25	31.6%	0.19	0.84



### **Balance Sheet**

JSC Bank of Georgia Standalone, IFRS	Unaudited US\$	YTD	Unaudited	Unaudited	Audited
GEL, unless otherwise noted	3/31/2006	Growth	3/31/2006	12/31/2005	12/31/2004
GEL/US\$ e-o-p exchange rate	1.83		1.83	1.79	1.83
Cash	20,345,552	49.2%	37,171,324	24,907,867	35,849,634
Balances with NBG	20,616,447	13.3%	37,666,249	33,249,739	39,665,998
Cash Balances with Banks	28,009,540	74.6%	51,173,430	29,314,610	46,700,386
Treasuries	2,159,109	-48.8%	3,944,692	7,700,513	19,455,949
Other fixed income instruments	598,831	-38.9%	1,094,063	1,791,329	0
Net Loans	196,819,509	20.9%	359,589,243	297,379,751	171,958,234
Accrued Interest and Dividends	2,027,605	9.8%	3,704,434	3,373,236	2,781,047
Net Investments	5,401,660	7.0%	9,868,834	9,221,425	5,399,517
Fixed Assets	20,565,267	1.4%	37,572,743	37,068,704	30,727,445
Other assets	34,288,673	709.7%	62,645,406	7,736,814	6,922,934
Goodwill	1,049,489	0.0%	1,917,416	1,917,416	1,892,010
TOTAL ASSETS	331,881,682	33.7%	606,347,834	453,661,404	361,353,155
Deposits	177,194,128	10.8%	323,733,673	292,167,823	252,280,910
Interbank deposits	1,669,069	-85.5%	3,049,389	21,062,794	790,817
Client deposits	175,525,060	18.3%	320,684,284	271,105,029	251,490,093
Borrowed Funds	70,691,493	136.1%	129,153,358	54,702,186	46,828,912
Payable Interest and Dividends	5,881,843	17.0%	10,746,126	9,188,107	3,069,630
Other Liabilities	23,645,939	469.1%	43,201,130	7,590,854	5,007,842
TOTAL LIABILITIES	277,413,402	39.4%	506,834,286	363,648,971	307,187,294
Ordinary Shares	8,464,454	5.0%	15,464,558	14,728,704	11,273,386
Retained Earnings and Revaluation Reserves	43,785,217	28.0%	79,995,591	62,510,045	50,347,143
Net Income for the Period	2,218,609	-68.3%	4,053,399	12,773,684	-7,454,668
SHAREHOLDERS' EQUITY	54,468,280	10.6%	99,513,548	90,012,434	54,165,861
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	331,881,683	33.7%	606,347,834	453,661,404	361,353,155
Shares Outstanding	15,464,558		15,464,558	14,728,704	11,273,386



### Key Ratios

RATIOS	<b>Unaudited</b>	<b>Unaudited</b>	<b>Unaudited</b>	<b>Audited</b>
JSC Bank of Georgia Standalone	<b>Q1 '06*</b>	<b>Q1 '05</b>	<b>12/31/2005</b>	12/31/2004
ROAE, %	16.7	15.9	19.5	N/A
ROAA, %	3.0	2.7	3.3	N/A
Net Interest Margin, % * (including Intellect) (Net Interest Income/Average Interest bearing assets)	11.2	12.6	13.2	11.4
Cost/Income Ratio (normalized)	60.5	58.9	58.4	62.2
Personnel Costs/Total Income,%	34.6	20.0	33.7	32.2
Net Income/Total Operating Income, %	25.9	19.0	23.0	N/A
Capital Adequacy Ratio (Tier I + Tier II, BIS),%	19.9	23.0	22.6	22.2
Net Loans/Total Assets, % Net Loans/Total Liabilities,% Net Loans/Client Deposits, % Total Deposits/Total Liabilities, % Time Deposits/Total Deposits, % Demand Deposits/Total Deposits, % Current Account Balances/Total Deposits, % Provisions/Gross Loans,% NPLs/Gross Loans, %** Provisions/NPLs, % Leverage (Total Liabilities/Equity)	$59.3 \\ 70.9 \\ 112.1 \\ 63.9 \\ 43.1 \\ 13.2 \\ 43.8 \\ 9.0 \\ 6.7 \\ 135.2 \\ 5.1 \\ $	$57.6 \\ 69.2 \\ 85.7 \\ 80.8 \\ 38.3 \\ 10.2 \\ 51.5 \\ 11.7 \\ 11.7 \\ 145.5 \\ 5.0 \\ $	$\begin{array}{c} 65.6\\ 81.8\\ 109.7\\ 80.3\\ 45.2\\ 12.9\\ 41.8\\ 5.6\\ 4.0\\ 139.7\\ 4.0\\ \end{array}$	47.6 56.0 68.4 82.1 37.5 6.3 56.2 12.1 13.4 89.7 5.7
Book Value per Share	6.4	5.0	6.1	4.8
Share Price***	10.0	6.4	8.3	5.6

\* Includes Intellect Bank, unless otherwise noted

\*\* NPLs includes loans classified as Substandard, Doubtful and Loss

\*\*\* GSE closing price on the last trading day of the period



### **2005 Consolidated Group Performance**

	BOG Standalone	BOG Group		BOG Standalone	BOG Group
GEL unless otherwise noted	Dec-05	Dec-05	GEL, unless otherwise noted	Dec-05	Dec-05
GEL, unless otherwise noted			Cash	24,907,867	24,911,081
Operating Income			Balances with NBG	33,249,739	33,249,739
Interest Income	48,664,733	48,747,939	Correspondent account	4,272,796	4,272,796
Interest Expense	(12,882,304)	(12,827,125)	Regulatory fund	28,976,943	28,976,943
Net Interest Income	35,782,429	35,920,814	Cash Balances with Banks	29,314,610	30,105,322
Commission Income	13,035,903	13,776,047	In resident banks	15,323,750	16,092,952
Commission Expenses	(2,105,997)	(2,737,557)	In nonresident banks Treasuries	13,990,860 7,700,513	14,012,370 8,303,031
Net Commission	10,929,906	11,038,490	Other fixed income instruments	1,791,329	8,503,031 6,299,527
Income from Documentary Operations	2,807,882	2,807,882	Gross Loans, of which	315.078.584	311,905,611
Expense from Documentary Operations	(803,964)	(803,964)	Loans to Banks	2,300,000	2,300,000
Net Income From Documentary Operations	2,003,918	2,003,918	Loans to Clients	312,778,584	309,605,611
Other Non-Interest Income	181,741	7,563,175	Provisions for Loan Losses	(17,698,833)	(17,635,373)
Other Non-Interest Expenses	101,/41	(3,489,559)	Net Loans	297,379,751	294,270,238
Net Other Non-Interest Income	181.741	4,073,616	Accrued Interest and Dividends	3,373,236	745,713
	. ,		Gross Investments	9,501,124	4,174,702
FX Trading Income	6,542,241	6,485,183	Provisions	(279,699)	(279,699)
Non-Interest Income	19,657,806	23,601,207	Net Investments	9,221,425	3,895,003
Total Operating Income	55,440,235	59,522,021	Gross property owned	2,775,040	2,775,040
	, ,		Provisions	(1,083,602)	(1,083,602)
Recurring Operating Costs			Net property owned Fixed Assets	<b>1,691,438</b> 35,377,266	1,691,438 38,458,790
Personnel Cost (excluding bonus)	(12,422,903)	(14,845,587)	Property and equipment, Fixed & Intangible Assets	37,068,704	40,150,228
Health Insurance & Pension Costs	(160,657)	-	Gross Other assets	7,832,312	13,117,721
Consulting, TA & Development Costs	(311,648)	(323,966)	Provisions	(95,498)	(865,894)
Marketing, PR & Advertising	(999,056)	(999,597)	Net Other Assets	7,736,814	12,251,826
Depreciation	(3,491,954)	(3,753,894)	Goodwill	1,917,416	6,438,952
Other operating expenses	(8,776,448)	(8,557,010)	Total Assets	453,661,404	460,620,659
Total Recurring Operating Costs	(26,162,666)	(28,480,054)	Deposits	292,167,823	289,073,971
Normalized Net Operating Income	29,277,569	31,041,967	Interbank deposits	21,062,794	20,861,444
Non-recurring costs	(1.962.044)	(2.040,831)	Client deposits	271,105,029	268,212,527
Ũ		(, , ,	- Deposits of Individuals	154,472,744	154,472,744
Profit (pre-bonus) Before Provisions	27,315,525	29,001,136	- Deposits of Legal Entities	116,632,285	113,739,783
Provisions	(8,861,148)	(9,372,406)	Borrowed Funds	54,702,186	56,584,055
Gains on asset sale & recovery	1,840,501	1,840,501	Residents	7,024,500	7,037,048
Pre-Bonus Result	20,294,879	21,469,231	Nonresidents	47,677,686	49,547,007
			Payable Interest and Dividends	9,188,107	9,119,366
Guaranteed Compensation Expenses	(232,000)	(232,000)	Other Liabilities Total Liabilities	7,590,854 <b>363,648,971</b>	13,758,696 368,536,089
ESOP Expenses				505,048,971	
Bonus	(6,000,001)	(6,198,148)	Minority Interest		1,349,177
Pre-Tax Income	14,062,878	15,039,083	Ordinary Shares	14,728,704	14,728,704
Profit Tax	(1,289,194)	(1,606,552)	Preferred Shares		-
Net Income	12,773,684	13,432,532	Treasury Shares	-	(80,827)
	14,773,004		Retained Earnings and Revaluation Reserves	62,510,045	62,510,045 13,577,471
Minority interest	-	144,939	Net Income for the year Shareholders Equity	12,773,684 90,012,434	13,577,471 90,735,393
Consolidated Net income	12,773,684	13,577,471	Total Liabilities and Shareholders Equity	90,012,434 453,661,404	90,735,393 460,620,659

