

BG Capital Equity & Bond Conference

4 September, 2014
Tbilisi, Georgia

5 September, 2014
Tbilisi, Georgia

Bank of Georgia
Investor Day

BG Capital Equity and Bond Conference Agenda*

Thursday, 4 September 2014

Time	Topic	Speaker
09:00 – 10:00	Registration	
10:00 – 10:15	Welcome speech	Irakli Gilauri, CEO Bank of Georgia
10:15 – 10:45	Macroeconomic outlook for Georgia	Giorgi Kadagidze, Governor of the National Bank of Georgia
10:45 – 11:15	Macroeconomic outlook for Azerbaijan	Deputy Governor, Central Bank of Azerbaijan
11:15 - 11:30	Coffee break	
11:30 – 12:30	Panel discussion: “From Caspian to Black Sea”: Development and Investment opportunities in the Caucasus region	<p>Panel Chairman: Archil Gachechiladze, Deputy CEO Bank of Georgia</p> <p>Panel members:</p> <ul style="list-style-type: none"> • Giorgi Kadagidze, Governor NBG • Ministry of Finance of Georgia • Ministry of Finance of Azerbaijan • PASHA Holding • Giorgi Bachiashvili, CEO of Georgian Co-Investment Fund
12:30 – 14:00	Lunch	
14:00 – 18:00	One-on-one meetings	
1	Adjara Bet	Potential equity issuer
2	Bank of Georgia Asset Management	Investment funds
3	Georgian Co-Investment Fund	Multi-billion Georgian equity investment fund
4	Georgian Industrial Group	Potential local bond issuer
5	Georgian Leasing company (subsidiary of BoG)	Potential local bond issuer
6	Georgian Oil and Gas Corporation	Existing bond issuer with US\$250 mn outstanding
7	Georgian Railway (GR)	US\$500 mn Eurobonds issued
8	International Bank of Azerbaijan (IBA)	US\$500 mn Eurobonds issued
9	Liberty Bank	Listed on the Georgian Stock Exchange
10	M2 Real Estate (subsidiary of Bank of Georgia)	US\$15 mn local bonds issued
11	Ministry of Finance of Azerbaijan (sovereign bond issuer)	US\$1,200 mn international bonds issued
12	Ministry of Finance of Georgia (sovereign bond issuer)	US\$500 mn Eurobonds issued
13	Nikora	Potential local bond issuer
14	PASHA Bank	Potential bond and equity issuer
15	Rustavi Azot	Potential equity issuer
16	Silknet	Potential bond issuer
17	State Oil Company of Azerbaijan (SOCAR)	US\$1,500 mn Eurobonds issued
18	TBC Bank	Listed on the London Stock Exchange (GDRs)
19	Teliani Valley	Listed on the Georgian Stock Exchange
20:00- 23:00	Dinner	

Please see the company profiles below.

*subject to final confirmations

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Friday, 5 September 2014

MORNING SESSION

Time	Topic	Speaker
08:30 - 09:00	Registration	
09:00 - 09:05	Welcome speech	Neil Janin, Chairman
09:05 - 10:30	Our business and strategy	Irakli Gilauri, CEO
10:30 - 11:00	Financial results and capital management update	Nika Gamkrelidze, CFO
11:00 - 11:30	Risk Management	Giorgi Chiladze, Deputy CEO, Chief Risk Officer
11:30 - 12:00	Corporate Banking	Sulkhan Gvalia, Deputy CEO, Corporate Banking
12:00 - 13:00	Lunch	

AFTERNOON SESSION

Time	Topic	Speaker
13:00 - 13:30	Insurance and Healthcare	Murtaz Kikoria, CEO, Aldagi
13:30 - 14:00	Investment Management	Archil Gachechiladze, Deputy CEO, Investment Management
14:00 - 15:00	Retail Banking and wrap-up	Irakli Gilauri
15:00 - 17:00	Site visits	Branch network, Aldagi Hospitals and Affordable Housing
19:00 - 20:00	Dinner	

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Please tick the box next to the company profile to state your interest in one-on-one meetings.

COMPANY PROFILES

1	Adjara Bet	AdjaraBet, founded in 1998, rapidly became the leader in gaming industry in Georgia. The company is managed through integrated business model of sports bookmaking, slots and casino operations. A leader in on and offline sports betting, Adjara Group holds c. 60% market share and is the largest online casino operator. It cooperates with the well-known international software providers in the industry and has a number of social responsibility programmes.	<input type="checkbox"/>
2	Bank of Georgia Asset Management	Bank of Georgia Asset Management (AM) is in charge of Bank of Georgia's Private Equity and Mezzanine business. Two funds to be launched by AM are: 1) US\$100 mn Renewable Energy Private Equity Fund (REF), which was seeded by Bank of Georgia and its co-manager, Austrian renewable energy developer rpGlobal. REF plans to develop small/medium size (up to 30MW) run-of-the-river HPPs, as well as medium size wind farms; and 2) US\$50 mn Georgia Mezzanine Fund to provide mezzanine financing to established Georgian businesses looking for expansion capital.	<input type="checkbox"/>
3	Georgian Co-Investment Fund	The Georgian Co-Investment Fund is a private investment fund offering investors opportunities to invest in Georgia's growing industries and sectors. The fund has allocated up to US\$3 bn to Energy sector, up to US\$1 bn to Hospitality and Real Estate sectors and approximately US\$2.5 bn to Agriculture, Logistics, Manufacturing and other sectors.	<input type="checkbox"/>
4	Georgian Industrial Group (GIG)	Georgian Industrial Group is the largest industrial holding in Georgia with a business portfolio including coal mining, energy generation, real estate, natural gas and other sectors, employing up to 5,000 people.	<input type="checkbox"/>
5	Georgian Leasing Company (Bank of Georgia subsidiary)	Georgian Leasing Company (GLC) was established in 2001. GLC was the first company, which offered clients leasing services as an alternative way of financing. In 2005 GLC became an affiliate company of Bank of Georgia. As of end 2013, GLC's total assets amounted to US\$20 mn.	<input type="checkbox"/>
6	Georgian Oil and Gas Corporation (GOGC)	Georgian Oil and Gas Corporation, a state-owned company, owns the key gas pipelines in Georgia. It holds a legal status of a National Oil Company and represents the state's interests in upstream crude oil and natural gas projects in Georgia. GOGC issued US\$250 mn Eurobonds in 2012.	<input type="checkbox"/>
7	Georgian Railway (GR)	Georgian Railway is a fully state-owned rail monopoly in Georgia. GR operates on a shortest transportation route from the Caspian Sea to the Black Sea which connects oil-rich Central Asia with Europe. Freight transportation is the key revenue source of the company, accounting for 88% of its total revenues. In 2012, Georgian Railway placed US\$500 mn Eurobonds, the country's first EMBI-eligible benchmark corporate bond.	<input type="checkbox"/>
8	International Bank of Azerbaijan (IBA)	International Bank of Azerbaijan was founded in January 1992. IBA is a universal bank providing wide range of banking services to its customers in Azerbaijan. IBA's total assets amounted US\$8.6 bn in 2012. IBA's main shareholder is the Ministry of Finance of Azerbaijan Republic, holding 50.2%. It is among the top 40 largest banks out of 1,000 banks operating in CIS region. IBA issued US\$500 mn Eurobonds in 2014.	<input type="checkbox"/>
9	Liberty Bank	Liberty Bank is the seventh largest bank in Georgia. It has one of the largest network of branches and outlets of around 500. Its total assets reached US\$745.3 mn in 2013 equal to 7.5% of market share. Liberty Bank is listed on the Georgian Stock Exchange since 2009 and its market capitalisation is approximately US\$48.6 mn as of July 2014.	<input type="checkbox"/>

10	M² Real Estate (Bank of Georgia subsidiary)	JSC m ² Real Estate was established by JSC Bank of Georgia in 2006 and has become significant player in the real estate market in Georgia. The company's key business directions include real estate development and property management. It issued US\$ 15mn local bonds in 2014.	<input type="checkbox"/>
11	Nikora	JSC Nikora has been holding the leading position in the Georgian food products market for approximately 15 years. Its products include: meat, semi-finished, fish, and dairy ice-cream and bakery products. The company also operates corner shop retail chain of c. 100 outlets.	<input type="checkbox"/>
12	PASHA Bank	PASHA Bank started operating in 2007. The bank's largest shareholder is a private investment company PASHA Holding. The Holding is one of the largest companies in Azerbaijan operating in insurance, banking, real estate, construction, tourism and other sectors. PASHA Bank's total assets stand at around US\$897.4 mn as of 2013.	<input type="checkbox"/>
13	Rustavi Azot	Established in 1947, Azot is the only manufacturer of nitrogen fertilizers in South Caucasus and one of the major exporters from the region. The company specialises in the production of mineral fertilizers, ammonia, sodium cyanide, nitric acid, ammonia water and other products. Products are exported to neighboring and to Mediterranean countries.	<input type="checkbox"/>
14	Silknet	Silknet is a telecommunications company founded in 2010 on the base of incumbent fixed line telephone operator. Silknet offers telephone, internet and TV services based on DSL and fiber technology.	<input type="checkbox"/>
15	Sovereign bond issuer Azerbaijan (Ministry of Finance)	Azerbaijan government has US\$1.2 bn International Bonds outstanding.	<input type="checkbox"/>
16	Sovereign bond issuer Georgia (Ministry of Finance)	Georgian government has US\$500 mn Eurobonds outstanding.	<input type="checkbox"/>
17	TBC Bank	TBC Bank is the second largest bank in Georgia in terms of assets, reaching US\$2.6 bn. Founded in 1992, bank currently has up to 4,000 employees. It has ten subsidiaries including Bank Constanta and Real Estate Management Fund. TBC Bank conducted an Initial Public Offering of GDRs on London Stock Exchange in June 2014. Its market capitalisation is US\$719 mn as of July 2014.	<input type="checkbox"/>
18	Teliani Valley	JSC Teliani Valley was founded in 1997. Teliani Valley is a holding company and its main activities include wine-making and viticulture, production of brandy Le Caucase, production of oak barrels and distribution. Teliani Valley has approximately 38-40% market share in wine production domestically and a 12.5% share of bottled wine exports.	<input type="checkbox"/>
19	The State Oil Company of Azerbaijan Republic (SOCAR)	The State Oil Company of the Azerbaijan Republic (SOCAR) is involved in oil and gas exploration, production, processing, and transportation. SOCAR has 22 subdivisions and a number of joint ventures in different countries, including Georgia. SOCAR has number of operations which include: three production divisions, two oil refineries and one gas processing plant, an oil tanker fleet, a deep water platform fabrication yard, etc. SOCAR issued US\$1,500 mn Eurobonds in 2012 and 2013.	<input type="checkbox"/>
