

## Balance Sheet \*

in lari

N	ASSETS	Reporting Period			Respective period of the previous year		
		GEL	FX	Total	GEL	FX	Total
1	Cash	651,536	768,719	1,420,255	1,167,500	246,496	1,413,997
2	Due from NBG	329,474	13,678,563	14,008,036	829,154	11,579,233	12,408,387
3	Due from Banks	12,525,339	24,362,044	36,887,383	9,632,562	9,656,041	19,288,603
4	Dealing Securities	0	0	0	0	0	0
5	Investment Securities	0	0	0	0	0	0
6.1	Loans	40,298,011	55,194,868	95,492,879	32,603,592	62,900,118	95,503,709
6.2	Less: Loan Loss Reserves	(8,399,090)	(9,511,319)	(17,910,409)	(4,218,602)	(6,487,721)	(10,706,323)
6	Net Loans	31,898,922	45,683,549	77,582,470	28,384,990	56,412,397	84,797,386
7	Accrued Interest and Dividends Receivable	294,771	1,875,078	2,169,849	163,876	861,011	1,024,887
8	Other Real Estate Owned & Repossessed Assets	0	0	0	211,607		211,607
9	Equity Investments	54,000	0	54,000	54,000		54,000
10	Fixed Assets and Intangible Assets	8,771,350	0	8,771,350	7,561,249		7,561,249
11	Other Assets	3,048,761	1,447,842	4,496,603	215,569	1,175,092	1,390,662
12	<b>TOTAL ASSETS</b>	<b>57,574,153</b>	<b>87,815,795</b>	<b>145,389,947</b>	<b>48,220,508</b>	<b>79,930,270</b>	<b>128,150,778</b>
	<b>LIABILITIES</b>						
13	Due to Banks	0	48,625,725	48,625,725	0	50,832,307	50,832,307
14	Current (Accounts) Deposits	12,593,730	3,735,591	16,329,322	8,358,590	15,990,162	24,348,752
15	Demand Deposits	0	0	0	0	0	0
16	Time Deposits	52,400	933,996	986,396	72,000	3,978,885	4,050,885
17	Own Debt Securities			0			0
18	Borrowings	0	31,544,800	31,544,800	0	4,446,800	4,446,800
19	Accrued Interest and Dividends Payable	62	2,100,291	2,100,353	18	1,794,310	1,794,327
20	Other Liabilities	297,246	497,513	794,759	157,358.00	2,447,643.45	2,605,001
21	Subordinated Debentures	0	16,671,200	16,671,200	0	12,266,800	12,266,800
22	<b>Total Liabilities</b>	<b>12,943,438</b>	<b>104,109,116</b>	<b>117,052,555</b>	<b>8,587,966</b>	<b>91,756,907</b>	<b>100,344,873</b>
	<b>EQUITY CAPITAL</b>						
23	Common Stock	22,688,000		22,688,000	22,688,000		22,688,000
24	Preferred Stock			0			0
25	Less: Repurchased Shares			0			0
26	Share Premium			0			0
27	General Reserves			0			0
28	Retained Earnings	5,444,982		5,444,982	5,065,980		5,065,980
29	Asset Revaluation Reserves	204,410		204,410	51,925		51,925
30	<b>Total Equity Capital</b>	<b>28,337,392</b>		<b>28,337,392</b>	<b>27,805,905</b>		<b>27,805,905</b>
31	<b>TOTAL LIABILITIES AND EQUITY CAPITAL</b>	<b>41,280,831</b>	<b>104,109,116</b>	<b>145,389,947</b>	<b>36,393,871</b>	<b>91,756,907</b>	<b>128,150,778</b>

\* Non-audited data presented in accordance of the regulations of NBG

Bank: JSC „International Bank of Azerbaijan- Georgia“

Date: 30-Sep-15

sheet N2

## Income Statement \*

in lari

N		Reporting Period			Respective period of the previous year		
		GEL	FX	Total	GEL	FX	Total
	<b>Interest Income</b>						
1	Interest Income from Bank's "Nostro" and Deposit Accounts	260,640	1,935,019	2,195,659	176,748	70,732	247,480
2	Interest Income from Loans	3,239,161	5,045,195	8,284,355	2,347,164	6,425,403	8,772,567
2.1	from the Interbank Loans			0			0
2.2	from the Retail or Service Sector Loans	899,337	2,162,375	3,061,712	478,044	3,326,260	3,804,304
2.3	from the Energy Sector Loans		357,211	357,211		385,657	385,657
2.4	from the Agriculture and Forestry Sector Loans			0			0
2.5	from the Construction Sector Loans	1,291,584	2,317,985	3,609,569	1,398,056	1,832,132	3,230,187
2.6	from the Mining and Mineral Processing Sector Loans			0		33,422	33,422
2.7	from the Transportation or Communications Sector Loans			0			0
2.8	from Individuals Loans	33,342	51,029	84,371	17,466	85,600	103,066
2.9	from Other Sectors Loans	1,014,898	156,594	1,171,492	453,598	762,333	1,215,931
3	Fees/penalties income from loans to customers	101,554	466,475	568,029	(75,764)	(145,193)	(220,957)
4	Interest and Discount Income from Securities			0			0
5	Other Interest Income	107,412	188,142	295,555	81,473	253,279	334,752
6	<b>Total Interest Income</b>	<b>3,708,767</b>	<b>7,634,831</b>	<b>11,343,598</b>	<b>2,529,621</b>	<b>6,604,221</b>	<b>9,133,843</b>
	<b>Interest Expense</b>						
7	Interest Paid on Demand Deposits	18,630	4,567	23,197	3,218	964	4,182
8	Interest Paid on Time Deposits	42	54,721	54,763	70	319,100	319,170
9	Interest Paid on Banks Deposits	2,223	3,925,807	3,928,030	25,529	3,346,785	3,372,314
10	Interest Paid on Own Debt Securities			0			0
11	Interest Paid on Other Borrowings		1,558,283	1,558,283		623,532	623,532
12	Other Interest Expenses			0			0
13	<b>Total Interest Expense</b>	<b>20,895</b>	<b>5,543,378</b>	<b>5,564,274</b>	<b>28,817</b>	<b>4,290,381</b>	<b>4,319,198</b>
14	<b>Net Interest Income</b>	<b>3,687,872</b>	<b>2,091,452</b>	<b>5,779,324</b>	<b>2,500,804</b>	<b>2,313,841</b>	<b>4,814,645</b>
	<b>Non-Interest Income</b>						
15	Net Fee and Commission Income	283,003	606,258	889,261	162,305	410,339	572,644
15.1	Fee and Commission Income	436,837	703,283	1,140,119	344,091	528,217	872,308
15.2	Fee and Commission Expense	153,834	97,024	250,859	181,786	117,878	299,664
16	Dividend Income			0			0
17	Gain (Loss) from Dealing Securities			0			0
18	Gain (Loss) from Investment Securities			0			0
19	Gain (Loss) from Foreign Exchange Trading	1,357,596		1,357,596	713,462		713,462
20	Gain (Loss) from Foreign Exchange Translation	200,958		200,958	(93,661)		(93,661)
21	Gain (Loss) on Sales of Fixed Assets	1,764,088		1,764,088			0
22	Non-Interest Income from other Banking Operations			0			0
23	Other Non-Interest Income	95,606	513,774	609,380	37,302	50,567	87,870
24	<b>Total Non-Interest Income</b>	<b>3,701,250</b>	<b>1,120,033</b>	<b>4,821,283</b>	<b>819,408</b>	<b>460,906</b>	<b>1,280,315</b>
	<b>Non-Interest Expenses</b>						
25	Non-Interest Expenses from other Banking Operations			0			0
26	Bank Development, Consultation and Marketing Expenses	29,667	1,188	30,855	24,810	1,643	26,453
27	Personnel Expenses	1,196,371		1,196,371	923,025		923,025
28	Operating Costs of Fixed Assets	9,520		9,520	13,839		13,839
29	Depreciation Expense	240,340		240,340	248,263		248,263
30	Other Non-Interest Expenses	736,315	41,116	777,431	669,554	30,715	700,269
31	<b>Total Non-Interest Expenses</b>	<b>2,212,212</b>	<b>42,304</b>	<b>2,254,516</b>	<b>1,879,491</b>	<b>32,358</b>	<b>1,911,849</b>
32	<b>Net Non-Interest Income</b>	<b>1,489,038</b>	<b>1,077,729</b>	<b>2,566,766</b>	<b>(1,060,083)</b>	<b>428,548</b>	<b>(631,534)</b>
33	<b>Net Income before Provisions</b>	<b>5,176,910</b>	<b>3,169,181</b>	<b>8,346,091</b>	<b>1,440,722</b>	<b>2,742,389</b>	<b>4,183,111</b>
34	Loan Loss Reserve	6,062,220	X	6,062,220	(1,394,854)	X	(1,394,854)
35	Provision for Possible Losses on Investments and Securities		X	0		X	0
36	Provision for Possible Losses on Other Assets	728,769	X	728,769	2,627,220	X	2,627,220
37	<b>Total Provisions for Possible Losses</b>	<b>6,790,989</b>	<b>0</b>	<b>6,790,989</b>	<b>1,232,366</b>	<b>0</b>	<b>1,232,366</b>
38	<b>Net Income before Taxes and Extraordinary Items</b>	<b>(1,614,080)</b>	<b>3,169,181</b>	<b>1,555,102</b>	<b>208,356</b>	<b>2,742,389</b>	<b>2,950,745</b>
39	Taxation	748,263		748,263	411,698		411,698
40	<b>Net Income after Taxation</b>	<b>(2,362,343)</b>	<b>3,169,181</b>	<b>806,839</b>	<b>(203,342)</b>	<b>2,742,389</b>	<b>2,539,047</b>
41	Extraordinary Items			0			0
42	<b>Net Income</b>	<b>(2,362,343)</b>	<b>3,169,181</b>	<b>806,839</b>	<b>(203,342)</b>	<b>2,742,389</b>	<b>2,539,047</b>

Non-audited data presented in accordance of the regulations of NBG

## Off Balance Sheet Items

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N		Reporting Period			Respective period of the previous year		
		GEL	FX	Total	GEL	FX	Total
1	<b>Conditional Obligations</b>	40,492,060	66,607,157	107,099,217	39,661,365	84,734,038	124,395,403
1.1	Acceptances and Endorsements			0			0
1.2	Guarantees Given	6,641,309	7,125,510	13,766,819	3,396,680	10,835,123	14,231,803
1.3	Guarantees Received	11,961,900	43,105,540	55,067,440	3,525,000	39,193,176	42,718,176
1.4	Pledged Assets Given			0			0
1.5	Pledged Assets Received	21,888,851	16,376,108	38,264,959	32,739,685	34,705,739	67,445,424
1.6	Other Contingent Liabilities			0			0
2	<b>Legally Binding Obligations</b>	230,509	373,032	603,542	750,769	2,646,124	3,396,893
2.1	Funding Commitments of the Bank	230,509	373,032	603,542	750,769	2,646,124	3,396,893
2.2	Funding Commitments of other Parties			0			0
2.3	Commitments to Purchase Investment Securities			0			0
2.4	Commitments to Sell Investment Securities			0			0
2.5	Foreign Exchange Operations			0			0
2.6	Forward Foreign Exchange Contracts			0			0
2.7	Other Commitments			0			0
3	<b>Other Liabilities</b>	6,641,309	7,125,510	13,766,819	3,396,680	10,835,123	14,231,803
3.1	Obligation Of the Issuer (endorser) to the Bank			0			0
3.2	Clients' Liabilities	6,641,309	7,125,510	13,766,819	3,396,680	10,835,123	14,231,803
3.3	Third Parties' Clients' Liability to the Bank			0			0
4	<b>Items to be Held in Safekeeping</b>	2	0	2	2	0	2
4.1	Precious Metals			0			0
4.2	Securities			0			0
4.3	Other Items	2		2	2		2
5	<b>Interest Rate Contracts</b>	0	0	0	0	0	0
5.1	Notional Value of Interest Rate Swaps			0			0
5.2	Forward Contracts on Financial Instruments			0			0
5.3	Futures Contracts on Financial Instruments			0			0
5.4	Options			0			0
6	<b>Contracts on Commodities and Shareholders Capital</b>	0	0	0	0	0	0
6.1	Notional Value of Swaps			0			0
6.2	Forward Contracts			0			0
6.3	Futures Contracts			0			0
6.4	Options			0			0
7	<b>Unsettled Documents</b>	100,460,442	1,854,243	102,314,685	100,740,287	0	100,740,287
7.1	Accounting Documents not Paid in due Time by Reason of Client	100,460,442	1,854,243	102,314,685	100,740,287		100,740,287
7.2	Accounting Documents not Paid in due Time by Reason of Bank			0			0
7.3	Unissued Capital			0			0
8	<b>Written Off Loans</b>	3,475,194	3,098,674	6,573,868	2,961,328	2,798,411	5,759,738
8.1	Unpaid Interest on Loans up to 31.12.2000			0			0
8.2	Unpaid Interest on Loans from to 01.01.2001	3,475,194	3,098,674	6,573,868	2,961,328	2,798,411	5,759,738
8.3	Problem Loans Written off up to 31.12.2000			0			0
8.4	Problem Loans Written off up to 01.01.2001			0			0
8.5	Other Written Off Assets			0			0
9	<b>Other Valuables and Documents</b>	45,686	0	45,686	46,037	0	46,037
9.1	Undistributed value parcels			0			0
9.2	Small value inventory	21,926		21,926	21,920		21,920
9.3	Strict reporting forms	23,760		23,760	24,117		24,117
9.4	Payment of Special Lottery			0			0
10	<b>Total</b>	151,345,202	79,058,617	230,403,820	147,556,467	101,013,696	248,570,163

## Economic Ratios

		Reporting Period	Respective period of the previous year
	<b>CAPITAL</b>		
1	Tier 1 Capital Ratio $\geq$ 7.6%	29.29%	30.11%
2	Regulatory Capital Ratio $\geq$ 11.4%	46.16%	49.45%
3	Risk Weighted Assets/Total Assets	63.41%	64.43%
4	Cash Dividend/Net Income		
	<b>Income</b>		
5	Total Interest Income /Average Annual Assets	9.78%	10.14%
6	Total Interest Expense / Average Annual Assets	4.80%	4.80%
7	Earnings from Operations / Average Annual Assets	5.50%	4.75%
8	Net Interest Margin	4.98%	5.35%
9	Return on Average Assets (ROA)	0.70%	2.82%
10	Return on Average Equity (ROE)	3.86%	12.40%
	<b>ASSET QUALITY</b>		
11	Non Performed Loans / Total Loans	14.39%	9.35%
12	LLR/Total Loans	18.76%	11.21%
13	FX Loans/Total Loans	57.80%	65.86%
14	FX Assets/Total Assets	60.40%	62.37%
15	Loan Growth-YTD	3.97%	14.74%
	<b>LIQUIDITY</b>		
16	Liquid Assets/Total Assets	35.95%	25.81%
17	FX Liabilities/Total Liabilities	88.94%	91.44%
18	Current & Demand Deposits/Total Assets	11.23%	19.00%

Bank:

JSC „International Bank of Azerbaijan- Georgia”

Date:

30-Sep-15

Information about Supervisory Board, Directorate and Shareholders

Members of Supervisory Board		
1	Emil Mustafayev	
2	Ahmet Yeman	
3	Rashad Hajiyev	
Members of Board of Directors		
1	Samir Valiyev	
2	Ali Hagverdiyev	
3	Tamar gogolashvili	
List of Shareholders owning 1% and more of issued capital, indicating Shares		
1	OJSC „International Bank of Azerbaijan”	75.00%
2	OJSC „Azerbaijan Industry Bank”	12.50%
3	Natia Chkhartishvili	6.25%
4	Mikheil Chkhartishvili	6.25%
List of bank beneficiaries indicating names of direct or indirect holders of 5% or more of shares		
1	State Committee of State Property of Azerbaijan Republic	38.78%
2	Leyla Gozal Kurt	7.07%
3	Natia Chkhartishvili	6.25%
4	Mikheil Chkhartishvili	6.25%