

## Balance Sheet \*

in lari

N	ASSETS	Reporting Period			Respective period of the previous year		
		GEL	FX	Total	GEL	FX	Total
1	Cash	2,317,315	514,946	2,832,261	651,536	768,719	1,420,255
2	Due from NBG	434,659	11,037,234	11,471,893	329,474	13,678,563	14,008,036
3	Due from Banks	21,289,370	8,747,236	30,036,606	12,525,339	24,362,044	36,887,383
4	Dealing Securities	0	0	0	0	0	0
5	Investment Securities	0	0	0	0	0	0
6.1	Loans	32,058,734	44,437,330	76,496,064	40,298,011	55,194,868	95,492,879
6.2	Less: Loan Loss Reserves	(7,766,884)	(9,786,515)	(17,553,399)	(8,399,090)	(9,511,319)	(17,910,409)
6	Net Loans	24,291,850	34,650,815	58,942,665	31,898,922	45,683,549	77,582,470
7	Accrued Interest and Dividends Receivable	276,876	688,095	964,971	294,771	1,875,078	2,169,849
8	Other Real Estate Owned & Repossessed Assets	840,000		840,000	0		0
9	Equity Investments	54,000		54,000	54,000		54,000
10	Fixed Assets and Intangible Assets	12,229,389		12,229,389	8,771,350		8,771,350
11	Other Assets	1,234,452	1,053,038	2,287,489	3,048,761	1,447,842	4,496,603
12	<b>TOTAL ASSETS</b>	<b>62,967,911</b>	<b>56,691,364</b>	<b>119,659,275</b>	<b>57,574,153</b>	<b>87,815,795</b>	<b>145,389,947</b>
	<b>LIABILITIES</b>						
13	Due to Banks	0	45,885,784	45,885,784	0	48,625,725	48,625,725
14	Current (Accounts) Deposits	6,808,344	10,045,446	16,853,790	12,593,730	3,735,591	16,329,322
15	Demand Deposits	0	0	0	0	0	0
16	Time Deposits	3,377,546	1,449,337	4,826,884	52,400	933,996	986,396
17	Own Debt Securities			0			0
18	Borrowings	0	0	0	0	31,544,800	31,544,800
19	Accrued Interest and Dividends Payable	738	140,657	141,395	62	2,100,291	2,100,353
20	Other Liabilities	382,479	165,969	548,448	297,246	497,513	794,759
21	Subordinated Debentures	0	16,307,900	16,307,900	0	16,671,200	16,671,200
22	<b>Total Liabilities</b>	<b>10,569,108</b>	<b>73,995,092</b>	<b>84,564,200</b>	<b>12,943,438</b>	<b>104,109,116</b>	<b>117,052,555</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	0		0
25	Less: Repurchased Shares	0		0	0		0
26	Share Premium	0		0	0		0
27	General Reserves	0		0	0		0
28	Retained Earnings	12,202,665		12,202,665	5,444,982		5,444,982
29	Asset Revaluation Reserves	204,410		204,410	204,410		204,410
30	<b>Total Equity Capital</b>	<b>35,095,075</b>		<b>35,095,075</b>	<b>28,337,392</b>		<b>28,337,392</b>
31	<b>TOTAL LIABILITIES AND EQUITY CAPITAL</b>	<b>45,664,183</b>	<b>73,995,092</b>	<b>119,659,275</b>	<b>41,280,831</b>	<b>104,109,116</b>	<b>145,389,947</b>

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

Bank: JSC „International Bank of Azerbaijan- Georgia“

Date: 30-Sep-16

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	819,138	65,448	884,587	260,640	1,935,019	2,195,659
2	Interest Income from Loans	2,687,716	2,673,242	5,360,958	3,239,161	5,045,195	8,284,355
2.1	from the Interbank Loans	0	0	0			0
2.2	from the Retail or Service Sector Loans	821,882	691,061	1,512,944	899,337	2,162,375	3,061,712
2.3	from the Energy Sector Loans	0	352,210	352,210		357,211	357,211
2.4	from the Agriculture and Forestry Sector Loans	0	0	0			0
2.5	from the Construction Sector Loans	906,420	1,427,381	2,333,802	1,291,584	2,317,985	3,609,569
2.6	from the Mining and Mineral Processing Sector Loans	0	0	0			0
2.7	from the Transportation or Communications Sector Loans	0	0	0			0
2.8	from Individuals Loans	29,073	87,203	116,276	33,342	51,029	84,371
2.9	from Other Sectors Loans	930,341	115,386	1,045,727	1,014,898	156,594	1,171,492
3	Fees/penalties income from loans to customers	-244	(12,427)	(12,671)	101,554	466,475	568,029
4	Interest and Discount Income from Securities			0			0
5	Other Interest Income	191,685	119,141	310,826	107,412	188,142	295,555
6	<b>Total Interest Income</b>	3,698,295	2,845,405	6,543,700	3,708,767	7,634,831	11,343,598
	<b>Interest Expense</b>						
7	Interest Paid on Demand Deposits	7,674	12,359	20,033	18,630	4,567	23,197
8	Interest Paid on Time Deposits	741	5,739	6,480	42	54,721	54,763
9	Interest Paid on Banks Deposits	0	933,267	933,267	2,223	3,925,807	3,928,030
10	Interest Paid on Own Debt Securities			0			0
11	Interest Paid on Other Borrowings	0	288,645	288,645		1,558,283	1,558,283
12	Other Interest Expenses	0	0	0			0
13	<b>Total Interest Expense</b>	8,414	1,240,011	1,248,425	20,895	5,543,378	5,564,274
14	<b>Net Interest Income</b>	3,689,881	1,605,394	5,295,274	3,687,872	2,091,452	5,779,324
	<b>Non-Interest Income</b>						
15	Net Fee and Commission Income	338,929	755,042	1,093,971	283,003	606,258	889,261
15.1	Fee and Commission Income	533,115	824,968	1,358,083	436,837	703,283	1,140,119
15.2	Fee and Commission Expense	194,186	69,926	264,112	153,834	97,024	250,859
16	Dividend Income	0	0	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	1,348,920		1,348,920	1,357,596		1,357,596
20	Gain (Loss) from Foreign Exchange Translation	22,391		22,391	200,958		200,958
21	Gain (Loss) on Sales of Fixed Assets	8,860		8,860	1,764,088		1,764,088
22	Non-Interest Income from other Banking Operations	52,964	8,843	61,807			0
23	Other Non-Interest Income	66,922	82,114	149,036	95,606	513,774	609,380
24	<b>Total Non-Interest Income</b>	1,838,986	845,999	2,684,986	3,701,250	1,120,033	4,821,283
	<b>Non-Interest Expenses</b>						
25	Non-Interest Expenses from other Banking Operations			0			0
26	Bank Development, Consultation and Marketing Expenses	21,191	6,193	27,384	29,667	1,188	30,855
27	Personnel Expenses	1,396,152		1,396,152	1,196,371		1,196,371
28	Operating Costs of Fixed Assets	25,713		25,713	9,520		9,520
29	Depreciation Expense	630,511		630,511	240,340		240,340
30	Other Non-Interest Expenses	522,752	64,668	587,420	736,315	41,116	777,431
31	<b>Total Non-Interest Expenses</b>	2,596,319	70,860	2,667,179	2,212,212	42,304	2,254,516
32	<b>Net Non-Interest Income</b>	-757,333	775,139	17,806	1,489,038	1,077,729	2,566,766
33	<b>Net Income before Provisions</b>	2,932,548	2,380,532	5,313,081	5,176,910	3,169,181	8,346,091
34	Loan Loss Reserve	(1,812,863)	X	(1,812,863)	6,062,220	X	6,062,220
35	Provision for Possible Losses on Investments and Securities	0	X	0		X	0
36	Provision for Possible Losses on Other Assets	430,262	X	430,262	728,769	X	728,769
37	<b>Total Provisions for Possible Losses</b>	-1,382,601	0	(1,382,601)	6,790,989	0	6,790,989
38	<b>Net Income before Taxes and Extraordinary Items</b>	4,315,150	2,380,532	6,695,682	(1,614,080)	3,169,181	1,555,102
39	Taxation			0	748,263		748,263
40	<b>Net Income after Taxation</b>	4,315,150	2,380,532	6,695,682	(2,362,343)	3,169,181	806,839
41	Extraordinary Items			0			0
42	<b>Net Income</b>	4,315,150	2,380,532	6,695,682	(2,362,343)	3,169,181	806,839

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

## Off Balance Sheet Items

in lari

N		Reporting Period			Respective period of the previous year		
		GEL	FX	Total	GEL	FX	Total
1	<b>Conditional Obligations</b>	48,827,091	106,348,092	155,175,183	40,492,060	66,607,157	107,099,217
1.1	Acceptances and Endorsements			0			0
1.2	Guarantees Given	17,995,382	7,006,655	25,002,037	6,641,309	7,125,510	13,766,819
1.3	Guarantees Received	589,969	38,250,117	38,840,086	11,961,900	43,105,540	55,067,440
1.4	Pledged Assets Given			0			0
1.5	Pledged Assets Received	30,241,740	61,091,320	91,333,059	21,888,851	16,376,108	38,264,959
1.6	Other Contingent Liabilities			0			0
2	<b>Legally Binding Obligations</b>	42,730	64,537	107,267	230,509	373,032	603,542
2.1	Funding Commitments of the Bank	42,730	64,537	107,267	230,509	373,032	603,542
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>	17,995,382	7,006,655	25,002,037	6,641,309	7,125,510	13,766,819
3.1	Obligation Of the Issuer (endorser) to the Bank			0			0
3.2	Clients' Liabilities	17,995,382	7,006,655	25,002,037	6,641,309	7,125,510	13,766,819
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>	62,137,409	1,813,835	63,951,244	100,460,442	1,854,243	102,314,685
7.1	Accounting Documents not Paid in due Time by Reason of Client	62,137,409	1,813,835	63,951,244	100,460,442	1,854,243	102,314,685
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>	4,636,550	4,800,458	9,437,008	3,475,194	3,098,674	6,573,868
8.1	Unpaid Interest on Loans up to 31.12.2000	0	0	0			0
8.2	Unpaid Interest on Loans from to 01.01.2001	4,636,550	4,793,333	9,429,883	3,475,194	3,098,674	6,573,868
8.3	Problem Loans Written off up to 31.12.2000	0	0	0			0
8.4	Problem Loans Written off up to 01.01.2001	0	7,125	7,125			0
8.5	Other Written Off Assets	0	0	0			0
9	<b>Other Valuables and Documents</b>	60,187	0	60,187	45,686	0	45,686
9.1	Undistributed value parcels	0	0	0			0
9.2	Small value inventory	36,246	0	36,246	21,926		21,926
9.3	Strict reporting forms	23,941	0	23,941	23,760		23,760
9.4	Payment of Special Lottery	0	0	0			0
10	<b>Total</b>	133,699,350	120,033,578	253,732,928	151,345,202	79,058,617	230,403,820

## Economic Ratios

		Reporting Period	Respective period of the previous year
	<b>CAPITAL</b>		
1	Tier 1 Capital Ratio $\geq$ 7.6%	32.19%	29.29%
2	Regulatory Capital Ratio $\geq$ 11.4%	52.72%	46.16%
3	Risk Weighted Assets/Total Assets	72.36%	63.41%
4	Cash Dividend/Net Income		
	<b>Income</b>		
5	Total Interest Income /Average Annual Assets	7.90%	9.78%
6	Total Interest Expense / Average Annual Assets	1.51%	4.80%
7	Earnings from Operations / Average Annual Assets	6.37%	5.50%
8	Net Interest Margin	6.39%	4.98%
9	Return on Average Assets (ROA)	8.08%	0.70%
10	Return on Average Equity (ROE)	27.95%	3.86%
	<b>ASSET QUALITY</b>		
11	Non Performed Loans / Total Loans	25.77%	14.39%
12	LLR/Total Loans	22.95%	18.76%
13	FX Loans/Total Loans	58.09%	57.80%
14	FX Assets/Total Assets	47.38%	60.40%
15	Loan Growth-YTD	-8.12%	3.97%
	<b>LIQUIDITY</b>		
16	Liquid Assets/Total Assets	25.74%	35.95%
17	FX Liabilities/Total Liabilities	87.50%	88.94%
18	Current & Demand Deposits/Total Assets	14.08%	11.23%

Bank:  
Date:

JSC „International Bank of Azerbaijan- Georg  
30-Sep-16

**Information about Supervisory Board, Directorate and Shareholders**

<b>Members of Supervisory Board</b>		
1	Ulvi Mansurov	
2	Hidayat Sultanov	
3	Yasin Jalilov	
<b>Members of Board of Directors</b>		
1	Emil Abasbayli	
2	Tamar Gogolashvili	
3	Shalva Goduadze	
<b>List of Shareholders owning 1% and more of issued capital, indicating Shares</b>		
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%
<b>List of bank beneficiaries indicating names of direct or indirect holders of 5% or more of shares</b>		
1	State Committee of State Property of Azerbaijan Republic	41.22%
2	Leyla Gozal Kurt Abdolbar	7.07%
3	Natia Chkhartishvili	6.25%
4	Mikheil Chkhartishvili	6.25%

ja"