



BANK OF GEORGIA
CORPORATE

Bank Of Georgia – Financing EE/RES

The INOGATE New ITS Project



About Bank of Georgia

- **The universal bank** with operations in 6 countries:
 - Georgia, Belarus, international representative office network in Turkey, Israel, UK and Hungary
- **Leading market position:** No. 1 bank in Georgia by assets (34.1%), loans (33.8%), deposits (30.4%) and equity (35.5%). *Market data based on standalone accounts as published by the National Bank of Georgia (NBG) as of 30 September 2013*
- **The only Georgian company with credit ratings from all three global rating agencies:** S&P: 'BB-', Moody's: 'B1/Ba3' (foreign and local currency), Fitch Ratings: 'BB-'; outlooks are 'Stable'
- **Strong brand name recognition and retail banking franchise:** Offers the broadest range of financial products to the retail market through a branch network of 199 branches, 486 ATMs and 893 Express pay terminals to more than one million customers as of 30 September 2013



About Bank of Georgia

- **A leading universal bank** offering legal entities and physical persons a broad range of products in the following business directions:
 - Retail Banking;
 - Corporate Banking;
 - Wealth Management;
 - Insurance and Brokerage;
- **High standards of transparency and governance:** First and still the only entity from Georgia to list on the London Stock Exchange since 2006 (in the form of GDRs since 2006 and premium listing since February 2012)
- **Only private entity to issue Eurobonds from the Caucasus:** In November 2013 issued US\$150 mln Eurobonds, which were consolidated forming a single series with the US\$250 mln Eurobonds issued in July 2012. The bonds are currently trading at a historical low yield of c.6%



Bank of Georgia – Financing EE/RES

- Georgia, as a developing country, has handful opportunities both for establishing energy efficient businesses and setting up new plants with renewable energy (Hydro and Wind Power).
- Bank of Georgia is actively involved in financing of Energy Efficient Projects and Renewable Energy Sources.
- Bank realizes an important role, that financial institutions play in reduction of fossil fuel and their responsibility for environmental sustainability.
- In order to finance EE/RES with preferable market terms Bank of Georgia has approved and signed multiple credit lines with different international financial institutions.
- Bank foresees the usage of approved facilities for developing both greenfield and brownfield projects



INOGATE New ITS Project

- In Spring-Summer 2013 INOGATE held a special workshop/training dedicated to Capacity building for financing of EE/RES projects in Bank of Georgia.
- The course was directed to deepen the knowledge related to EE/RES, provide existing best practices, enlist all possible risks of the project and create respective risk awareness.
- Workshop intended to create a structured standardized system, work-flow of documents and processes, from day one of project consideration till the successful implementation and completion.
- During the training European experience and success stories were discussed as examples of risk identification and its mitigation.
- The provided knowledge and discussed material was used in group exercises in order to create a link between theory and practice.

Benefits from INOGATE New ITS Project

- Provided best practices and systemic approaches during the training were successfully implemented on day-to-day basis.
- 10 steps approach to determine Financial Feasibility of an Energy Project was advantageous by contributing into an improved evaluation of the Project.
- The information received on seminar is equally useful for both Project Finance approach and Corporate financing.
- Discussion of risks associated with the implementation on each stage affected the processes within Bank while reviewing different projects.



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Thank you for Attention

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