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 Baking;
  – 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%
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• 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.

February 2014
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.
Thank you for Attention

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February 2014