



TBC LEASING

17 YEARS IN BUSINESS

BB- FITCH CREDIT RATING

>2 800 CLIENTS

122 EMPLOYEES

72% MARKET SHARE

3 BRANCHES

>4 600 CONTRACTS

53% FEMALE EMPLOYEES

TBC LEASING
ESTABLISHED

2003

RETAIL BUSINESS
LAUNCHED,
PORTFOLIO
SURPASSED
100 M GEL

2016

CELEBRATING 15TH
ANNIVERSARY
WITH 240M GEL
PORTFOLIO

2018

FITCH CREDIT RATING
ASSIGNED, PUBLIC
BONDS ISSUANCE

ENABLED CLIENTS TO
TAKE ADVANTAGE OF
THREE-TIME
GRACE PERIOD

2020

MARKET SHARE AND HIGHLIGHTS

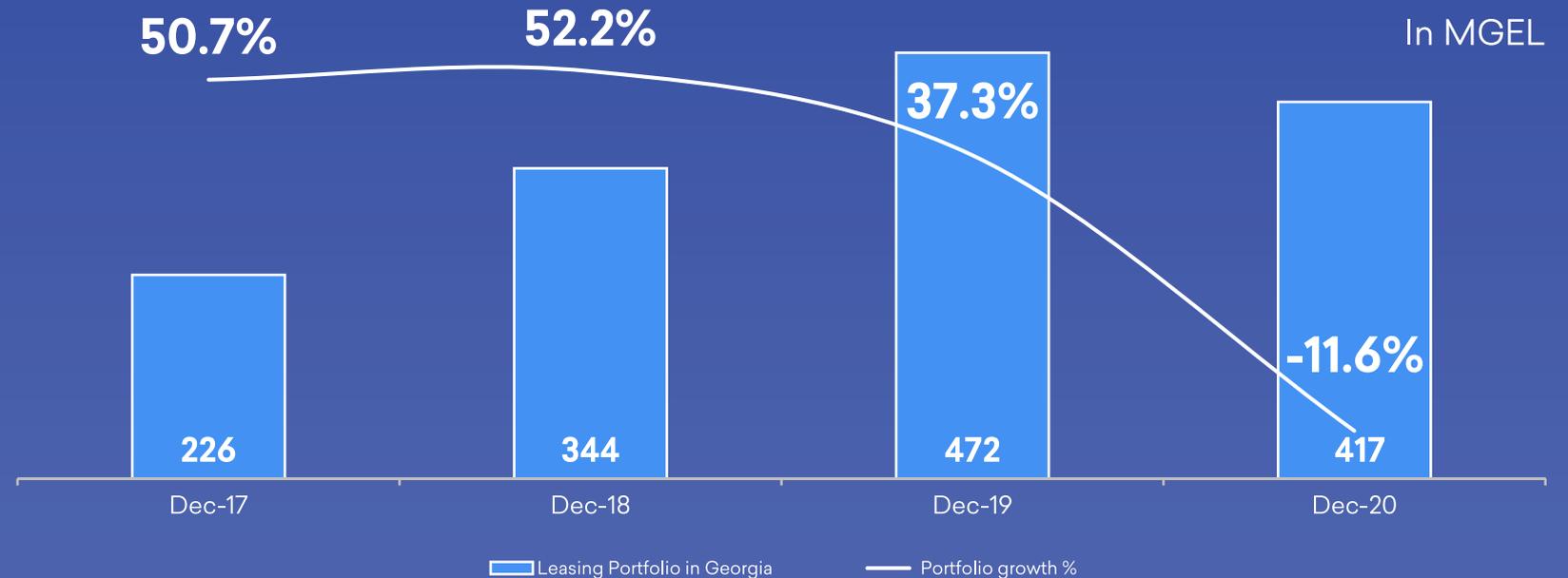
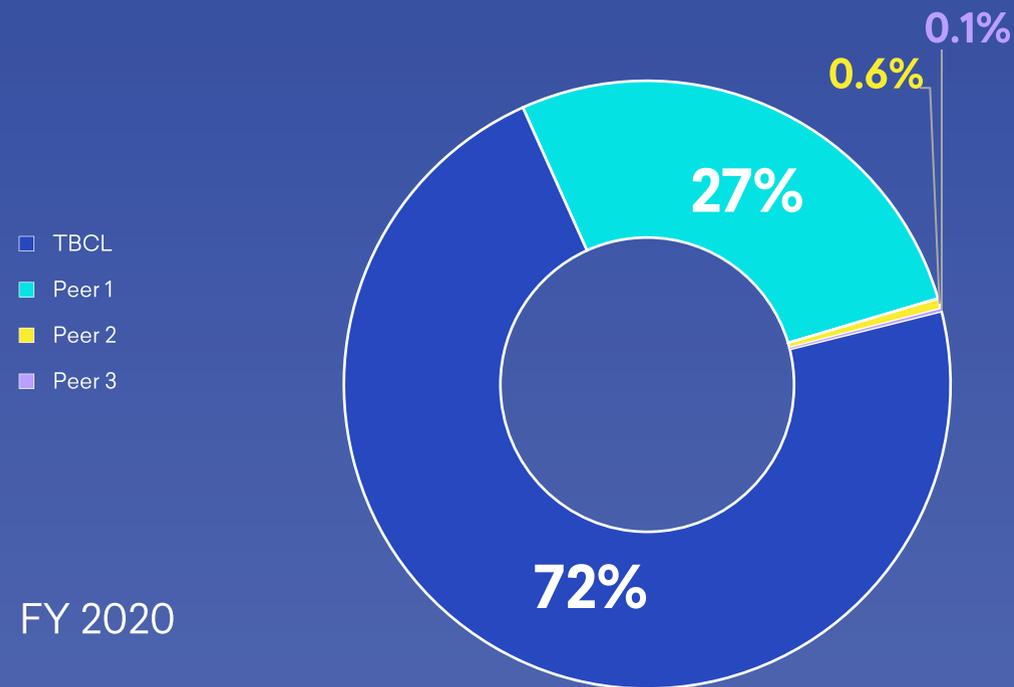
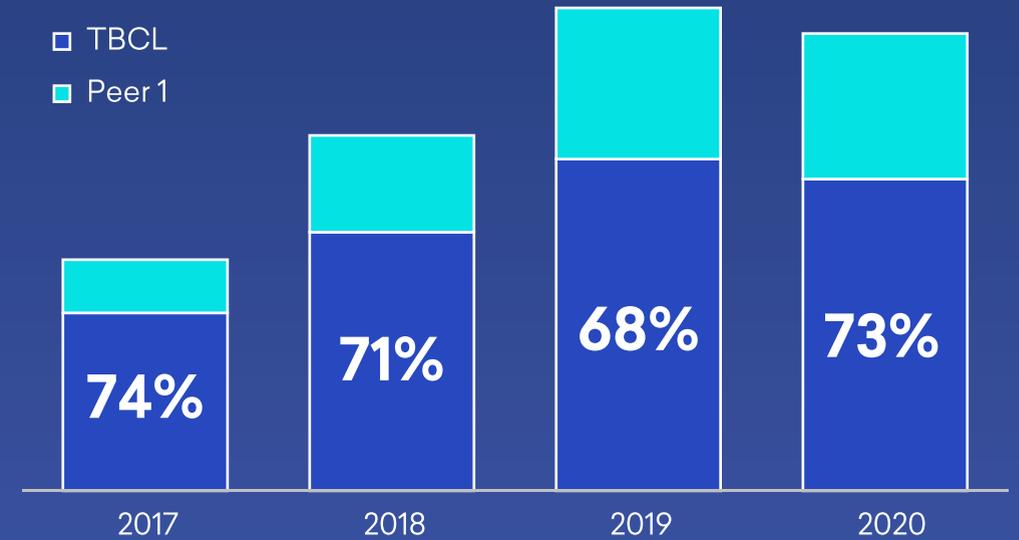
No. 1 LEASING COMPANY

No. 1 IN THE NEW CAR SALES AMONG ALL FINANCIAL INSTITUTIONS

No. 1 HIGHEST FITCH RATING AMONG NON-BANK INSTITUTIONS

No. 1 COMPANY IN THE MARKET WITH THE LARGEST PLACEMENT OF GEL PUBLIC BONDS ON GEORGIAN STOCK EXCHANGE

No. 1 COMPANY IN ATTRACTING INTERNATIONAL FINANCIAL RESOURCES AMONG LEASING COMPANIES

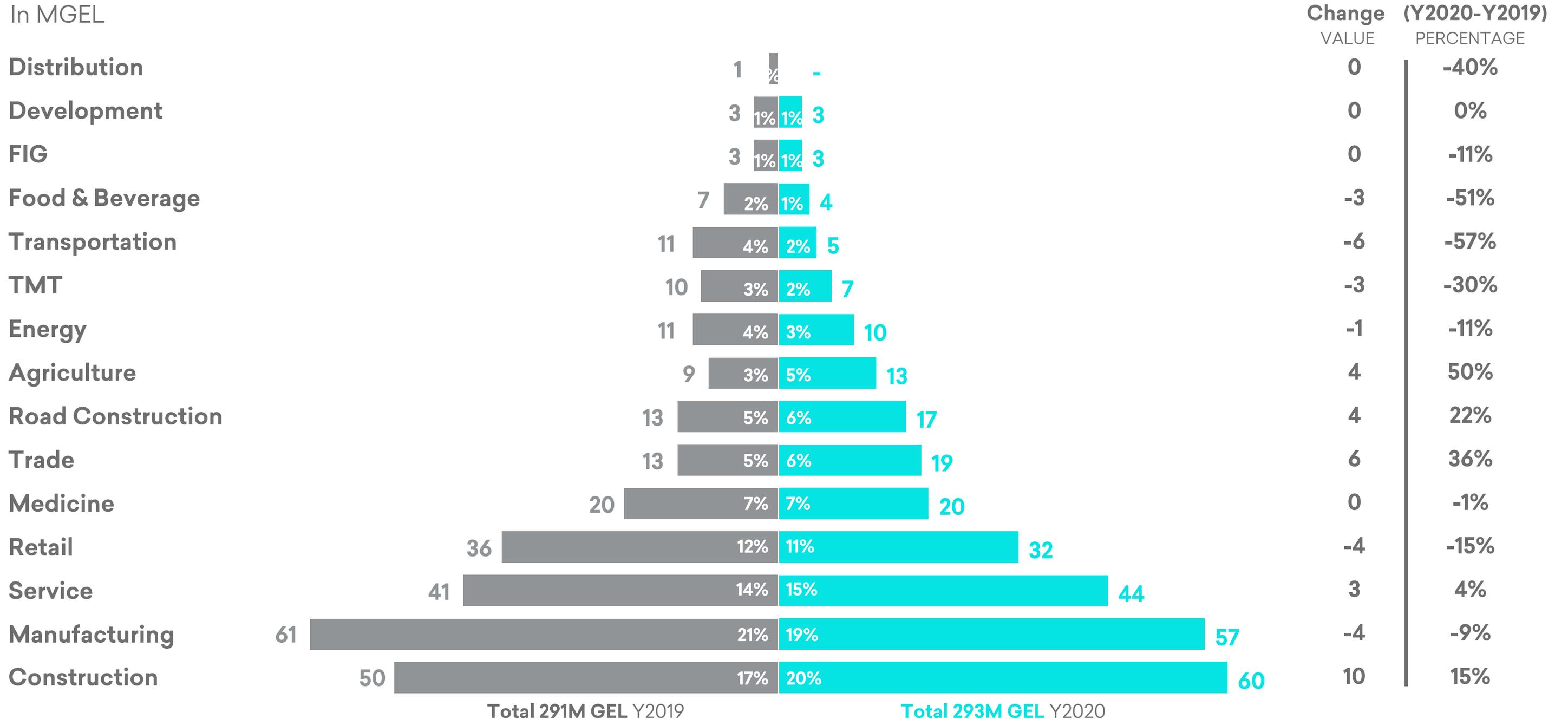


FY 2020

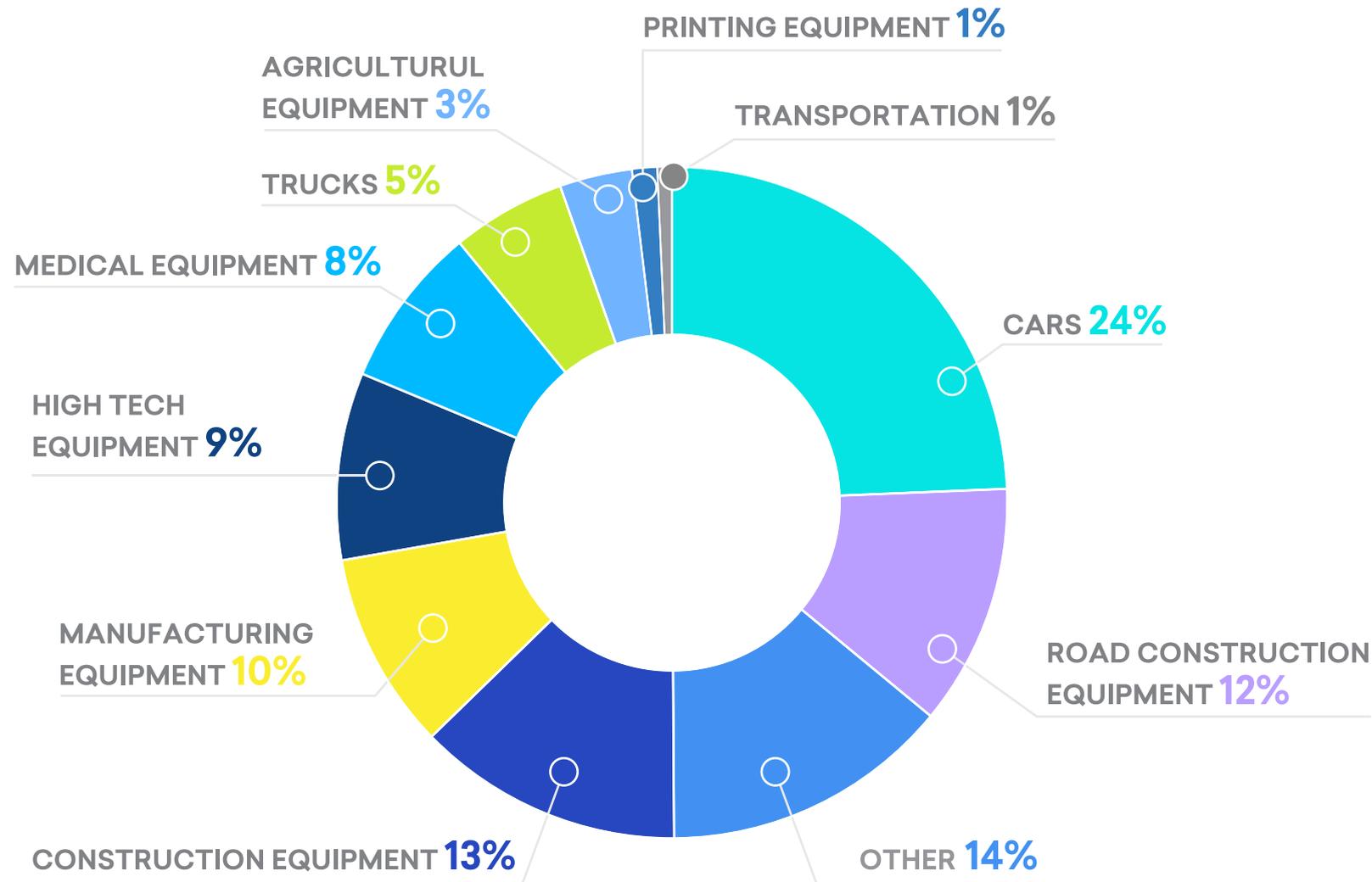
In MGEL

PORTFOLIO DISTRIBUTION BY BUSINESS SECTORS

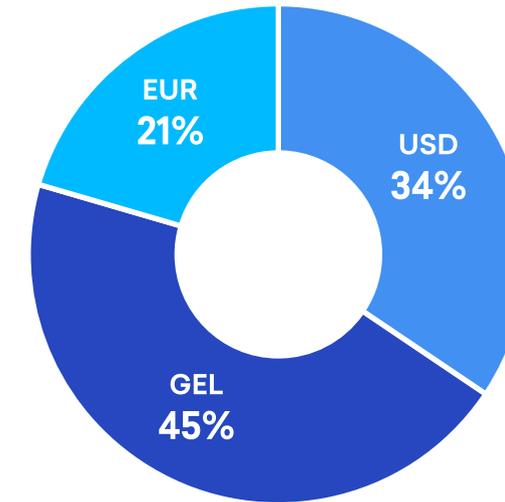
In MGEL



ASSET BREAKDOWN



PORTFOLIO CURRENCY COMPOSITION



PORTFOLIO BY COMPANY SIZE



PRODUCTS AND TERMS

STANDARD FINANCIAL LEASING

TERM: 12-84 MONTHS
FINANCED AMOUNT: > \$5,000
CUSTOMER DOWN PAYMENT: > 20%

NEW CARS

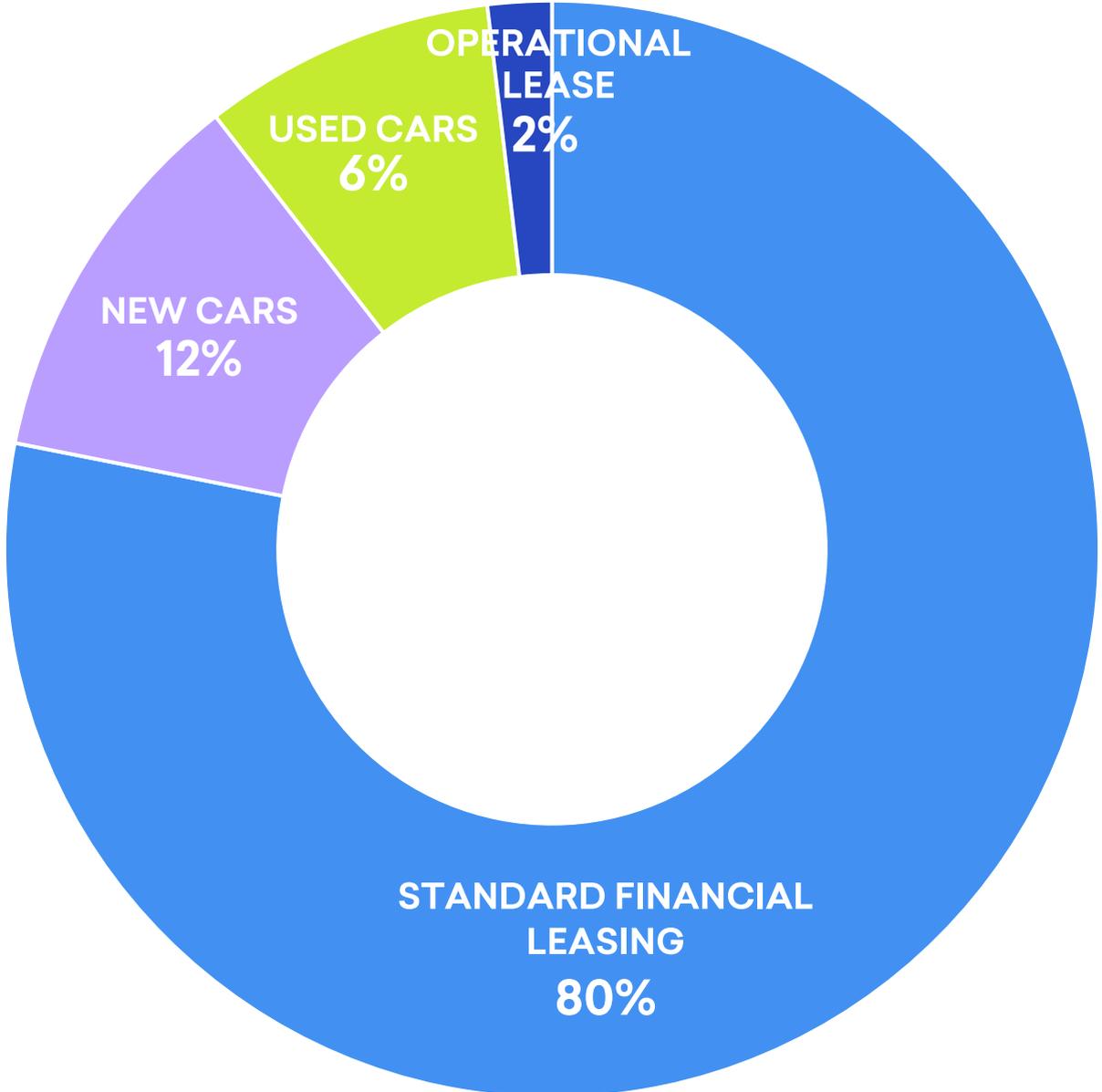
TERM: 12-60 MONTHS
FINANCED AMOUNT: \$2,000 - \$300,000
CUSTOMER DOWN PAYMENT: > 10%

USED CARS

TERM: 12-60 MONTHS
FINANCED AMOUNT: \$5,000 - \$60,000
CUSTOMER DOWN PAYMENT: > 20%

OPERATIONAL LEASE

TERM: 12-60 MONTHS
FINANCED AMOUNT: \$10,000 - \$500,000
CUSTOMER DOWN PAYMENT: 5-30%



FINANCIAL STATEMENTS

P&L (GEL, Millions)	Dec.17	Dec.18	Dec.19	Dec.2020 *	Growth 2017-2018	Growth 2018-2019	Growth * 2019-2020
Interest Income	22.8	39.2	49.2	47.9	72%	25%	-3%
Net Interest Income	13.5	26.0	23.9	26.0	93%	-8%	9%
Operating Provision	-2.3	-4.9	-5.5	-11.0	117%	13%	99%
Administrative Costs	-9.0	-14.8	-10.4	-17.4	65%	-30%	68%
NonOperating Inc/Exp	-1.9	-0.3	0.1	1.1	-86%	-156%	645%
Net Income	4.1	6.1	8.3	-1.8	49%	37%	-121%
BS (GEL, Millions)	Dec.17	Dec.18	Dec.19	Dec.2020 *	Growth 2017-2018	Growth 2018-2019	Growth * 2019-2020
Lease Receivable	168.3	242.2	290.5	292.9	44%	20%	1%
Provision (-)	-1.5	-2.5	-2.7	-9.8	68%	11%	257%
Net Lease Receivable	166.8	239.8	287.8	283.1	44%	20%	-2%
Total Assets	200.8	289.7	342.3	393.7	44%	18%	15%
Borrowings	-159.3	-241.7	-273.4	-342.9	52%	13%	25%
Other Financial Liabilities	-22.2	-23.3	-29.9	-13.5	5%	28%	-55%
Equity	-19.4	-24.7	-39.0	-37.3	27%	58%	-5%
Total Liabilities and Equity	-200.8	-289.7	-342.3	-393.7	44%	18%	15%

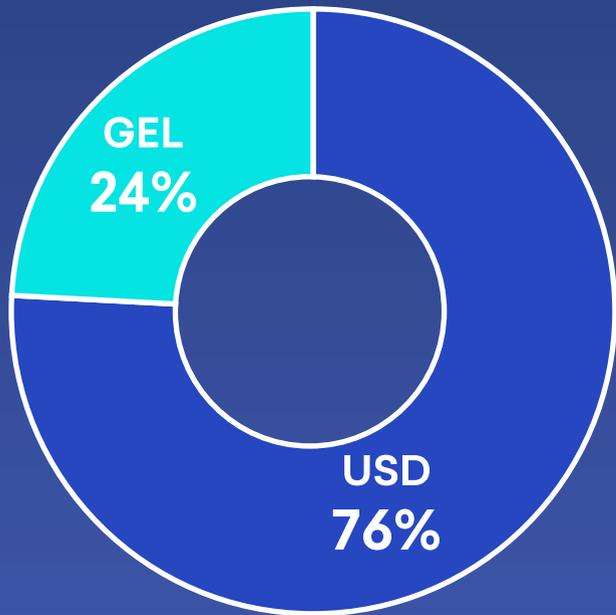
*- UNAUDITED

KEY PERFORMANCE INDICATORS

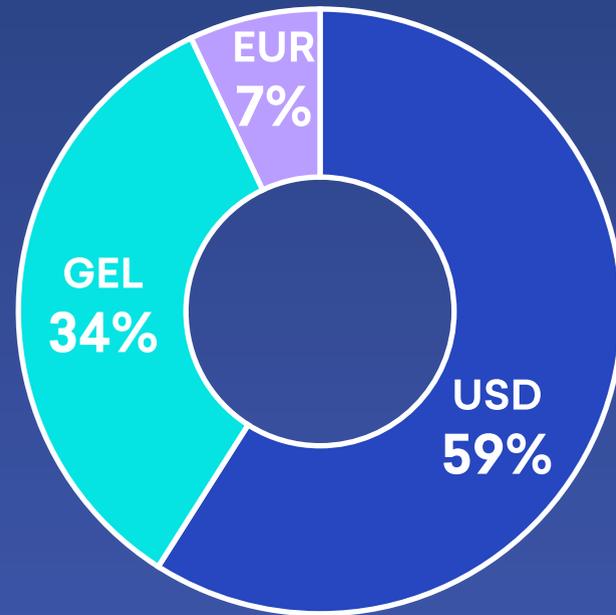
	FY2017	FY2018	FY2019	FY2020
C/I	44.10%	36.40%	35.40%	38.95%
COR	2.50%	3.30%	2.40%	3.90%
ROA	2.50%	2.50%	2.60%	-0.36%
ROE	23.50%	27.60%	27.60%	-3.47%
Tier 1	10.30%	9.10%	12.10%	11.69%
Tier 2	18.60%	19.90%	21.80%	22.80%

FUNDING STRUCTURE

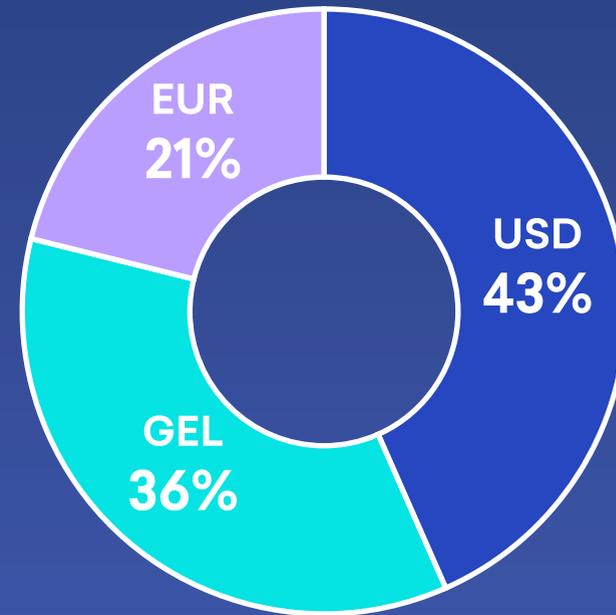
FY2017



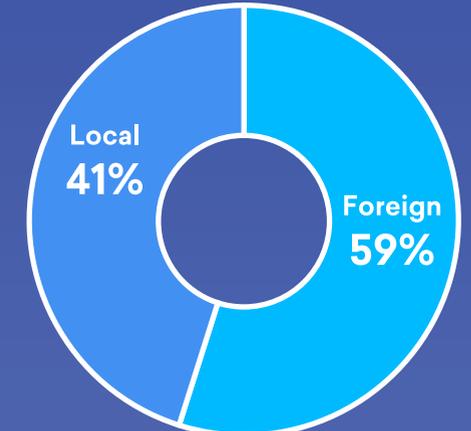
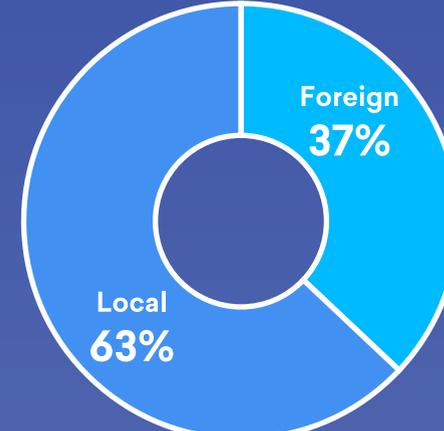
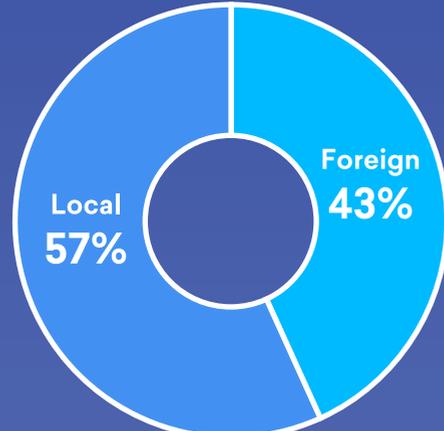
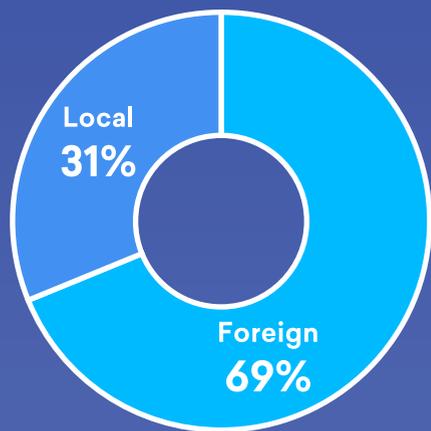
FY2018



FY2019

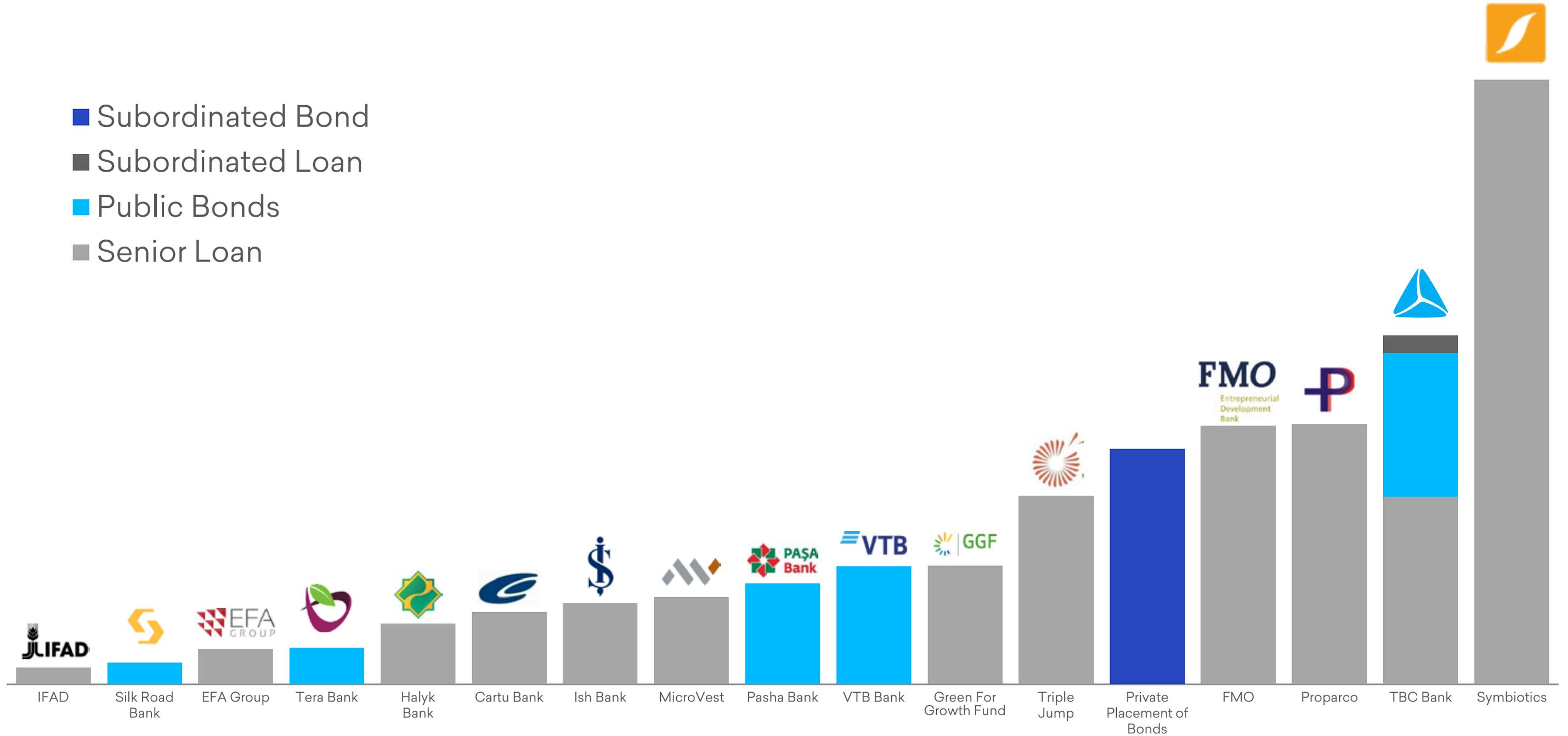


FY2020



FUNDING DISTRIBUTION

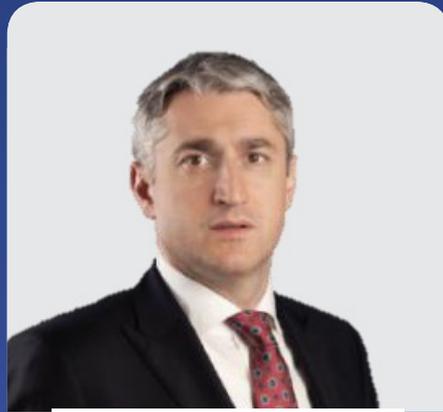
- Subordinated Bond
- Subordinated Loan
- Public Bonds
- Senior Loan





MANAGEMENT TEAM

SUPERVISORY BOARD



GEORGE TKHELIDZE
Chairman, Deputy CEO,
Corporate and Investment
Banking, TBC Bank Group PLC



NINO MASURASHVILI
Deputy Chairman
Deputy CEO, Chief Risk Officer,
TBC Bank Group PLC



TORNIKE GOGICHAISHVILI
Member
Deputy CEO, Retail Banking,
TBC Bank Group PLC



MERI CHACHANIDZE
Member
Managing Director,
TBC Capital LLC



ALEKSI KHOROSHVILI
Independent Member
Chairman of the Audit Committee,
TBC Leasing JSC

MANAGEMENT



GAGA GOGUA
Chief Executive Officer



ZURAB GUGUSHVILI
Chief Commercial Officer



GIORGI MAISURADZE
Chief Risk Officer



NUGZAR LOLADZE
Chief Financial Officer

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