

## Balance Sheet \*

N	ASSETS	Reporting Period			Respective period of the previous year		
		GEL	FX	Total	GEL	FX	Total
1	Cash	3,918,128	6,384,063	10,302,191	3,103,587	4,877,990	7,981,577
2	Due from NBG	2,781,666	18,709,745	21,491,412	4,595,221	9,257,305	13,852,526
3	Due from Banks	76,948	7,974,965	8,051,913	7,223,458	16,363,201	23,586,659
4	Dealing Securities	0	0	0	0	0	0
5	Investment Securities	18,801,252	0	18,801,252	3,222,000	0	3,222,000
6.1	Loans	137,102,124	74,187,407	211,289,531	115,940,691	67,608,231	183,548,922
6.2	Less: Loan Loss Reserves	(4,613,748)	(3,199,354)	(7,813,102)	(3,513,913)	(2,304,203)	(5,818,116)
6	Net Loans	132,488,376	70,988,053	203,476,429	112,426,777	65,304,029	177,730,806
7	Accrued Interest and Dividends Receivable	2,594,438	783,069	3,377,506	3,057,885	815,759	3,873,644
8	Other Real Estate Owned & Repossessed Assets	184,933	X	184,933	175,500	X	175,500
9	Equity Investments	0	0	0	0	0	0
10	Fixed Assets and Intangible Assets	6,656,313	X	6,656,313	6,815,334	X	6,815,334
11	Other Assets	2,376,787	101,584	2,478,370	2,947,574	161,387	3,108,961
12	<b>TOTAL ASSETS</b>	169,878,842	104,941,478	274,820,321	143,567,335	96,779,671	240,347,006
	<b>LIABILITIES</b>						
13	Due to Banks	0	0	0	12,075,000	2,367,900	14,442,900
14	Current (Accounts) Deposits	14,683,015	2,170,168	16,853,183	10,043,775	875,172	10,918,947
15	Demand Deposits	22,929,182	11,074,159	34,003,341	5,865,084	4,905,763	10,770,847
16	Time Deposits	17,404,900	26,369,115	43,774,016	12,475,359	14,986,206	27,461,565
17	Own Debt Securities	20,000,000	0	20,000,000	20,000,000	0	20,000,000
18	Borrowings	52,748,849	64,675,540	117,424,389	40,947,155	72,220,950	113,168,105
19	Accrued Interest and Dividends Payable	2,321,575	1,767,428	4,089,004	2,622,859	1,704,818	4,327,676
20	Other Liabilities	3,422,258	908,947	4,331,204	3,772,331	631,413	4,403,744
21	Subordinated Debentures	0	0	0	0	0	0
22	<b>Total Liabilities</b>	133,509,779	106,965,358	240,475,137	107,801,563	97,692,222	205,493,784
	<b>EQUITY CAPITAL</b>						
23	Common Stock	20,213,600	X	20,213,600	20,213,600	X	20,213,600
24	Preferred Stock	0	X	0	0	X	0
25	Less: Repurchased Shares	0	X	0	0	X	0
26	Share Premium	0	X	0	0	X	0
27	General Reserves	0	X	0	0	X	0
28	Retained Earnings	14,131,584	X	14,131,584	14,639,622	X	14,639,622
29	Asset Revaluation Reserves	0	X	0	0	X	0
30	<b>Total Equity Capital</b>	34,345,184	X	34,345,184	34,853,222	X	34,853,222
31	<b>TOTAL LIABILITIES AND EQUITY CAPITAL</b>	167,854,963	106,965,358	274,820,321	142,654,785	97,692,222	240,347,006

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

Bank: FINCA Bank Georgia JSC

Date: 31-Mar-17

sheet N2

Income Statement \*

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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	85,413	13,011	98,424	67,850	44,254	112,104
2	Interest Income from Loans	8,814,830	3,110,941	11,925,770	9,288,978	2,939,697	12,228,675
2.1	from the Interbank Loans	0	0	0	0	2,822	2,822
2.2	from the Retail or Service Sector Loans	36,373	150,277	186,650	11,626	72,516	84,142
2.3	from the Energy Sector Loans	0	815	815	1,572	0	1,572
2.4	from the Agriculture and Forestry Sector Loans	6,988	9,803	16,792	0	0	0
2.5	from the Construction Sector Loans	1,901	4,518	6,420	178	6,158	6,337
2.6	from the Mining and Mineral Processing Sector Loans	7,736	9,286	17,022	3,545	5,028	8,573
2.7	from the Transportation or Communications Sector Loans	814	3,303	4,117	928	2,280	3,208
2.8	from Individuals Loans	8,760,851	2,932,260	11,693,110	9,271,128	2,850,894	12,122,021
2.9	from Other Sectors Loans	166	679	845	0	0	0
3	Fees/penalties income from loans to customers	488,161	293,753	781,914	456,138	237,198	693,336
4	Interest and Discount Income from Securities	334,931	0	334,931	75,034	0	75,034
5	Other Interest Income	0	0	0	0	0	0
6	<b>Total Interest Income</b>	<b>9,723,334</b>	<b>3,417,705</b>	<b>13,141,039</b>	<b>9,888,000</b>	<b>3,221,149</b>	<b>13,109,149</b>
	<b>Interest Expense</b>						
7	Interest Paid on Demand Deposits	1,178,125	43,462	1,221,587	173,858	35,464	209,322
8	Interest Paid on Time Deposits	525,656	403,646	929,302	218,417	210,173	428,590
9	Interest Paid on Banks Deposits	1,815	2,797	4,611	351,751	6,974	358,724
10	Interest Paid on Own Debt Securities	498,082	0	498,082	503,616	0	503,616
11	Interest Paid on Other Borrowings	1,150,385	1,052,586	2,202,971	1,279,019	1,184,625	2,463,645
12	Other Interest Expenses	0	0	0	0	0	0
13	<b>Total Interest Expense</b>	<b>3,354,063</b>	<b>1,502,490</b>	<b>4,856,553</b>	<b>2,526,661</b>	<b>1,437,236</b>	<b>3,963,897</b>
14	<b>Net Interest Income</b>	<b>6,369,271</b>	<b>1,915,215</b>	<b>8,284,486</b>	<b>7,361,339</b>	<b>1,783,913</b>	<b>9,145,253</b>
	<b>Non-Interest Income</b>						
15	Net Fee and Commission Income	989,601	(1,147,830)	(158,229)	770,588	(960,528)	(189,939)
15.1	Fee and Commission Income	1,435,567	78,454	1,514,022	1,123,656	292,416	1,416,072
15.2	Fee and Commission Expense	445,967	1,226,284	1,672,251	353,068	1,252,943	1,606,011
16	Dividend Income	0	0	0	0	0	0
17	Gain (Loss) from Dealing Securities	0	0	0	0	0	0
18	Gain (Loss) from Investment Securities	0	0	0	0	0	0
19	Gain (Loss) from Foreign Exchange Trading	276,642	0	276,642	172,599	0	172,599
20	Gain (Loss) from Foreign Exchange Translation	(166,287)	0	(166,287)	(12,060)	0	(12,060)
21	Gain (Loss) on Sales of Fixed Assets	5,199	0	5,199	(809)	0	(809)
22	Non-Interest Income from other Banking Operations	0	0	0	0	0	0
23	Other Non-Interest Income	146,626	192,500	339,125	103,899	2,458	106,357
24	<b>Total Non-Interest Income</b>	<b>1,251,781</b>	<b>(955,330)</b>	<b>296,450</b>	<b>1,034,217</b>	<b>(958,069)</b>	<b>76,148</b>
	<b>Non-Interest Expenses</b>						
25	Non-Interest Expenses from other Banking Operations	20,047	0	20,047	20,237	0	20,237
26	Bank Development, Consultation and Marketing Expenses	100,155	21,334	121,490	281,147	11,918	293,065
27	Personnel Expenses	3,825,776	0	3,825,776	4,098,960	0	4,098,960
28	Operating Costs of Fixed Assets	17,192	0	17,192	15,737	0	15,737
29	Depreciation Expense	599,339	0	599,339	576,169	0	576,169
30	Other Non-Interest Expenses	1,806,951	113,806	1,920,756	1,717,611	41,337	1,758,948
31	<b>Total Non-Interest Expenses</b>	<b>6,369,460</b>	<b>135,140</b>	<b>6,504,600</b>	<b>6,709,862</b>	<b>53,255</b>	<b>6,763,117</b>
32	<b>Net Non-Interest Income</b>	<b>(5,117,679)</b>	<b>(1,090,470)</b>	<b>(6,208,149)</b>	<b>(5,675,645)</b>	<b>(1,011,325)</b>	<b>(6,686,969)</b>
33	<b>Net Income before Provisions</b>	<b>1,251,592</b>	<b>824,744</b>	<b>2,076,336</b>	<b>1,685,694</b>	<b>772,589</b>	<b>2,458,283</b>
34	Loan Loss Reserve	1,772,269	X	1,772,269	1,971,164	X	1,971,164
35	Provision for Possible Losses on Investments and Securities	0	X	0	0	X	0
36	Provision for Possible Losses on Other Assets	17,452	X	17,452	12,690	X	12,690
37	<b>Total Provisions for Possible Losses</b>	<b>1,789,721</b>	<b>0</b>	<b>1,789,721</b>	<b>1,983,854</b>	<b>0</b>	<b>1,983,854</b>
38	<b>Net Income before Taxes and Extraordinary Items</b>	<b>(538,129)</b>	<b>824,744</b>	<b>286,615</b>	<b>(298,160)</b>	<b>772,589</b>	<b>474,429</b>
39	Taxation	0	0	0	116,244	0	116,244
40	<b>Net Income after Taxation</b>	<b>(538,129)</b>	<b>824,744</b>	<b>286,615</b>	<b>(414,404)</b>	<b>772,589</b>	<b>358,185</b>
41	Extraordinary Items	(3,404)	0	(3,404)	(607)	0	(607)
42	<b>Net Income</b>	<b>(541,533)</b>	<b>824,744</b>	<b>283,211</b>	<b>(415,010)</b>	<b>772,589</b>	<b>357,578</b>

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

**Off Balance Sheet Items \***

N		Reporting Period			Respective period of the previous year		
		GEL	FX	Total	GEL	FX	Total
1	<b>Contingent Liabilities</b>	305,572,254	295,895,633	601,467,887	149,648,518	207,362,202	357,010,720
1.1	Acceptances and Endorsements	0	0	0	0	0	0
1.2	Guarantees Given	0	0	0	0	0	0
1.3	Guarantees Received **	265,619,845	199,973,859	465,593,704	140,864,772	152,607,988	293,472,760
1.3.1	<i>Surety, joint liability</i>	265,619,845	199,973,859	465,593,704			0
1.3.2	<i>Guarantee</i>	0	0	0			0
1.4	Pledged Assets Given	17,515,000	987,500	18,502,500	0	0	0
1.5	Pledged Assets Received **	22,437,408	94,934,275	117,371,683	8,783,746	54,754,214	63,537,960
1.5.1	Cash	39,855	159,894	199,749			0
1.5.2	Precious metals and stones	0	0	0			0
1.5.3	Real Estate:	22,316,804	94,386,125	116,702,928	0	0	0
1.5.3.1	<i>Residential Property</i>	17,097,857	71,240,076	88,337,933			0
1.5.3.2	<i>Commercial Property</i>	1,946,637	11,338,737	13,285,374			0
1.5.3.3	<i>Complex Real Estate</i>	0	0	0			0
1.5.3.4	<i>Land Parcel</i>	3,272,310	10,950,910	14,223,220			0
1.5.3.5	<i>Other</i>	0	856,402	856,402			0
1.5.4	Movable Property	80,750	388,256	469,006			0
1.5.5	Shares Pledged			0			0
1.5.6	Securities			0			0
1.5.7	Other			0			0
1.6	Other Contingent Liabilities	0	0	0			0
2	<b>Legally Binding Obligations</b>	430,953	80,623	511,576	10,000	75,749	85,749
2.1	Funding Commitments of the Bank	430,953	80,623	511,576	10,000	75,749	85,749
2.2	Funding Commitments of other Parties	0	0	0	0	0	0
2.3	Commitments to Purchase Investment Securities	0	0	0	0	0	0
2.4	Commitments to Sell Investment Securities	0	0	0	0	0	0
2.5	Foreign Exchange Operations	0	0	0	0	0	0
2.6	Forward Foreign Exchange Contracts	0	0	0	0	0	0
2.7	Other Commitments	0	0	0	0	0	0
3	<b>Other Liabilities</b>	0	0	0	0	0	0
3.1	Obligation Of the Issuer (endorser) to the Bank	0	0	0	0	0	0
3.2	Clients' Liabilities	0	0	0	0	0	0
3.3	Third Parties' Clients' Liability to the Bank	0	0	0	0	0	0
4	<b>Items to be Held in Safekeeping</b>	116	0	116	51	0	51
4.1	Precious Metals	0	0	0	0	0	0
4.2	Securities	0	0	0	0	0	0
4.3	Other Items	116	0	116	51	0	51
5	<b>Interest Rate Contracts</b>	0	0	0	0	0	0
5.1	Notional Value of Interest Rate Swaps	0	0	0	0	0	0
5.2	Forward Contracts on Financial Instruments	0	0	0	0	0	0
5.3	Futures Contracts on Financial Instruments	0	0	0	0	0	0
5.4	Options	0	0	0	0	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	0	0	0	0
6.2	Forward Contracts	0	0	0	0	0	0
6.3	Futures Contracts	0	0	0	0	0	0
6.4	Options	0	0	0	0	0	0
7	<b>Unsettled Documents</b>	18,046,263	1,004,203	19,050,467	17,664,894	408,389	18,073,283
7.1	Accounting Documents not Paid in due Time by Reason of Client	18,046,263	1,004,203	19,050,467	17,664,894	408,389	18,073,283
7.2	Accounting Documents not Paid in due Time by Reason of Bank	0	0	0	0	0	0
7.3	Unissued Capital	0	0	0	0	0	0
8	<b>Written Off Loans</b>	13,209,149	8,387,537	21,596,686	9,751,217	6,593,190	16,344,407
8.1	Unpaid Interest on Loans up to 31.12.2000	0	0	0	0	0	0
8.2	Unpaid Interest on Loans from to 01.01.2001	2,884,134	1,319,208	4,203,342	1,923,579	984,634	2,908,213
8.3	Problem Loans Written off up to 31.12.2000	0	0	0	0	0	0
8.4	Problem Loans Written off up to 01.01.2001	10,325,015	7,068,329	17,393,344	7,119,147	5,484,559	12,603,705
8.5	Other Written Off Assets	0	0	0	708,491	123,998	832,489
9	<b>Other Valuables and Documents</b>	0	0	0	0	0	0
9.1	Undistributed value parcels	0	0	0	0	0	0
9.2	Small value inventory	0	0	0	0	0	0
9.3	Strict reporting forms	0	0	0	0	0	0
9.4	Payment of Special Lottery	0	0	0	0	0	0
10	<b>Total</b>	337,258,735	305,367,997	642,626,731	177,074,680	214,439,530	391,514,210

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

\*\* Calculation and submission procedure of "Guarantees Received" (1.3) and "Pledged Assets Received" (1.5) has changed

Bank:

FINCA Bank Georgia JSC

Date:

31-Mar-17

sheet N4

Economic Ratios \*

		Reporting Period	Respective period of the previous year
	<b>CAPITAL</b>		
1	Tier 1 Capital Ratio $\geq$ 7.2%	11.11%	12.52%
2	Regulatory Capital Ratio $\geq$ 10.8%	12.48%	13.93%
3	Risk Weighted Assets/Total Assets	102.19%	106.43%
4	Cash Dividend/Net Income	0%	0%
	<b>Income</b>		
5	Total Interest Income /Average Annual Assets	19.27%	22.74%
6	Total Interest Expense / Average Annual Assets	7.12%	6.88%
7	Earnings from Operations / Average Annual Assets	3.28%	4.29%
8	Net Interest Margin	12.15%	15.86%
9	Return on Average Assets (ROA)	0.42%	0.62%
10	Return on Average Equity (ROE)	3.33%	4.07%
	<b>ASSET QUALITY</b>		
11	Non Performed Loans / Total Loans	3.27%	2.18%
12	LLR/Total Loans	3.70%	3.17%
13	FX Loans/Total Loans	35.11%	36.83%
14	FX Assets/Total Assets	38.19%	40.27%
15	Loan Growth-YTD	2.66%	3.78%
	<b>LIQUIDITY</b>		
16	Liquid Assets/Total Assets	16.35%	13.84%
17	FX Liabilities/Total Liabilities	44.48%	47.54%
18	Current & Demand Deposits/Total Assets	18.51%	9.02%

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Bank:

FINCA Bank Georgia JSC

Date:

31-Mar-17

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

<b><u>Members of Supervisory Board</u></b>		
1	Jeffrey Allen Flowers (Chairman)	
2	Dane Steven McGuire	
3	Keith Gary Sandbloom	
4	Radoil Tzvetanov Mitov	
5	Paul Russell Clark	
<b><u>Members of Board of Directors</u></b>		
1	Vusal Verdiyev, CEO	
2	Giorgi Mirotadze, CFO	
3	Giorgi Samadashvili, COO	
<b><u>List of Shareholders owning 1% and more of issued capital, indicating Shares</u></b>		
	FINCA Microfinance Coöperatief U.A. (Netherlands)	100.00%
<b><u>List of bank beneficiaries indicating names of direct or indirect holders of 5% or more of shares</u></b>		
1	FINCA Microfinance Holding Company LLC (Delaware, USA)	100 Voting right of FINCA Microfinance Coöperatief U.A.
2	FINCA International, Inc (New York, USA)	62.64% of FINCA Microfinance Holding Company LLC (Delaware, USA)
3	International Finance Corporation (IFC)	14.38% of FINCA Microfinance Holding Company LLC (Delaware, USA)
4	KfW	8.94% of FINCA Microfinance Holding Company LLC (Delaware, USA)
5	FMO (Nederlandse Financierings Maatschappij voor Ontwikkelingslanden N.V)	7.31% of FINCA Microfinance Holding Company LLC (Delaware, USA)