

BASISBANK

Q1 2025 RESULTS

IFRS Consolidated Figures, Non-audited

APRIL 2025



www.bb.ge

Contents

- **BASISBANK AT A GLANCE**
- Q1 2025 RESULTS
- MACROECONOMIC HIGHLIGHTS
- APPENDICES

Who we are



Over
30 YEARS
OF MARKET
PRESENCE



MEMBER OF HUALING
GROUP
**One of the
LARGEST**
PRIVATE INVESTMENT GROUP
IN GEORGIA
92% OF SHAREHOLDING



4TH LARGEST
FINANCIAL INSTITUTION
4.1% OF MARKET SHARE



3RD LARGEST
BY BUSINESS LOANS
5.1% OF MARKET SHARE



4TH LARGEST
BY RETAIL LOANS
3.5% OF MARKET SHARE

Who we are

- **Leading** financial holding in Georgia a market presence of over **30 years** offering solely **banking and financial services** to business and retail customers with the 4th biggest Bank in the country as a core entity, and two subsidiaries, BB Insurance and BB Leasing
- Serving over **200 thousand Business and Retail Clients** through **39 branch** network (covering all major regions) and over **900 employees**
- **Majority Shareholder** – Hualing Group, a Chinese conglomerate with diversified businesses in China and overseas markets, one of the largest private investors in Georgia (total investments USD 550mIn)

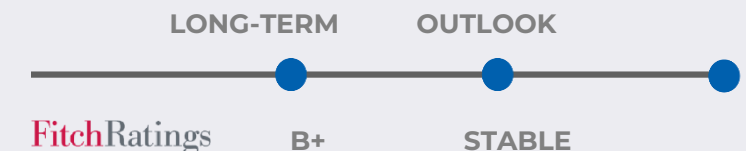
Business Model

- **Key strategic business lines** - Commercial Banking, Leasing and Insurance services provided through the Bank and its two subsidiaries: BB Leasing and BB Insurance
- Studying **customer needs** and creating financial products and services **tailored to our clients**. Thus, **creating value** for clients that translates into **customer loyalty** and long-lasting co-operation
- Steady **organic growth** boosted with **successful acquisition** of retail and corporate businesses in 2022, leading to **dynamic transformation** phase of becoming a **universal financial holding**
- Incorporating **ESG principles** into its strategy, culture and day-to-day activities

AROUND
200K
CLIENTS

NETWORK OF
39
BRANCHES

OVER
900
EMPLOYEES



Our Story in a Nutshell

1993

ESTABLISHING THE BANK

- Founded by group of visionary mathematician friends in challenging environment - post soviet newly emerging market
- Core Strategy formation and execution

2008

EBRD BECOMES MINORITY SHAREHOLDER

- EBRD acquires 15% of Basisbank shares
- Re-modeling and enhancement of Corporate Governance through EBRD 2-year program, targeting on Bank's agile and effective structure

2012

HUALING GROUP BECOMES MAJORITY SHAREHOLDER

- Hualing Group, acquires 90% of BB shares. Capital injection of \$45 million provided solid capacity to sustain substantial growth
- Substantial advancement on the market with the entrance of Hualing Group, including speedy growth in all key parameters.

2017

NEW SUBSIDIARIES – BB HOLDING

- Bank establishes two new subsidiaries, BB Insurance and BB Leasing. Financial holding structure enables the Bank to provide banking, insurance and leasing services through one digital touchpoint, while generating synergies of internal resources
- BB becomes 6th largest financial institution on the market

2022

LOCAL PORTFOLIO ACQUISITION

- BB boosted its franchise through acquiring VTB Bank Georgia's total Retail and part of Corporate Portfolios
- As a result, Bank coverage and number of branches doubles, GLP grows by over 60% and Deposit portfolio by over 120%. BB becomes 4th largest financial institution on the market

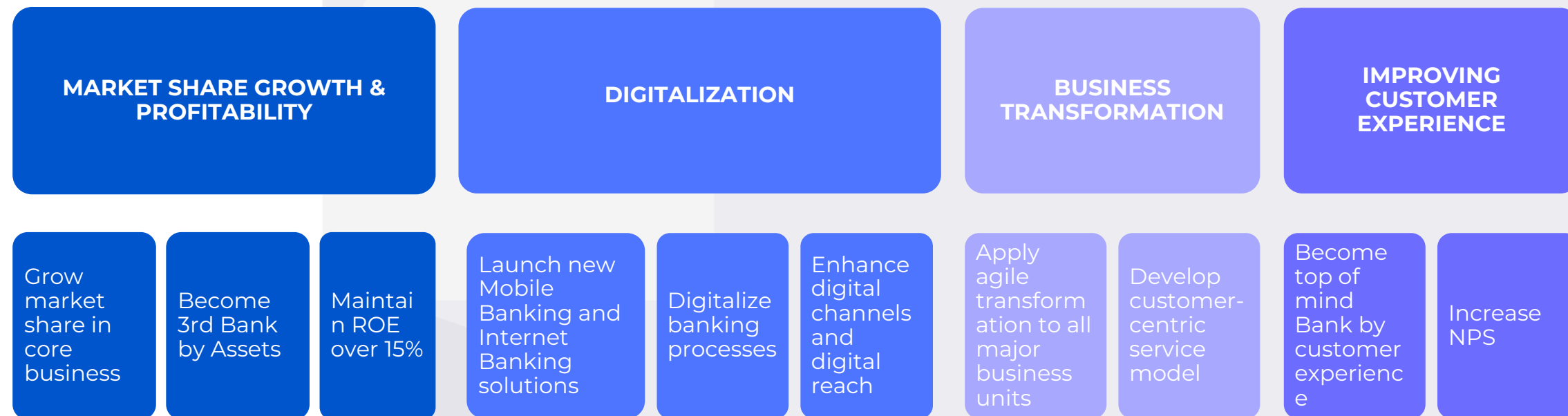
2023-present

TRANSFORMATION PHASE

- Bank continues growth across its businesses in line with its strategy to expand franchise and capture greater market share, while boosting profitability and profoundly managing risks

Our Strategy

Strategic Pillars



Key Enablers of our Strategy



Services and Clients

Diversified Services



BUSINESS CLIENTS

Providing broad range of Products and Services to our **SME and Corporate** clients through **Multi-channel Distribution Platform**

- SME and Corporate Lending
- Current and Term Deposits, CDs
- Industry and Sector Expertise
- Trade finance and Factoring
- Brokerage and Treasury Services
- Leasing
- Insurance



RETAIL CLIENTS

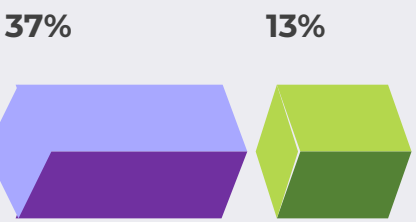
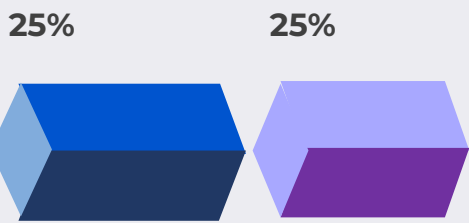
Providing broad range of Products and Services to our **Retail** clients through **Multi-channel Distribution Platform**

- Retail Lending
- Current and Term Deposits, CDs
- Premium Banking
- Brokerage and Treasury Services
- Leasing
- Insurance

Diversified Client Base

BUSINESS CLIENTS

- SME and Corporate Clients
- State Owned Companies



RETAIL CLIENTS

- Premium Clients
- Mass Retail Clients

Strong Focus on ESG

We are committed to contributing to **sustainable development** by financing **environmentally and socially sustainable projects** and **incorporating ESG principles into our strategy, culture and day-to-day activities**

ENVIRONMENTAL

Sustainable Financing

- Over GEL 260mln raised from EBRD, GCPF and GGF to support Green Economy
- Over 175 Sustainable Loans to launch and develop energy efficient, renewable energy projects, women-owned and social Businesses

Sustainable Incentives

- DCFTA and CEEEP Projects to boost Green Economy
- EBRD Green Lending Facility Projects
- Green Lending Project with GGF
- Plastic recycling, greening campaigns and eco-education projects
- Launched green lending products (energy & transport) aligned with Sustainable Finance Taxonomy.
- Issued Sustainability Bond (USD 20M) with ADB as an anchor investor, first of such issued by a bank.

Responsible Operations

- Strong focus and shift to paperless services
- Green approach to operations, utilization and infrastructure
- Green concept for new head office

Best Green Deal
of the Year 2023



SOCIAL

Continuous Professional Development for Employees

- Professional trainings
- Personal growth trainings
- Financing and co-financing education

Responsible Employment Practices

- Diversity, equality and high ethical standards
- High work safety standards
- Women share in employees around 70%
- Whistleblowing channel on ESG matters
- Employee Benefits
- Team sports and wellness events

CSR Projects

- Grants for social enterprises, charity projects, and family aid
- Financing cultural projects
- Financing educational projects

GTFP Outstanding Issuing Bank Award
in Gender Finance, Eastern Europe, 2024



GOVERNANCE

ESG Strategy

- Developed Sustainability Strategy to enhance its environmental and social practices..

Ethical/Responsible Governance

- Promotes diversity, equality and high ethical standards
- Supports workplace health & safety
- Established Sustainability Committee and a role of a Sustainability Officer

E&S Framework

- E&S Risk Management Policy since 2018
- Regulatory ESG Reporting
- Annual Sustainability Report from 2024
- ESG Disclosure on website

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Q1 2025 Highlights

Growing Portfolios

+16.7% YoY

GLP
GEL**2,946M**

+20.4% YoY

Deposits
GEL **2,601M**

Strong Capital

+18.3% YoY

**Regulatory
Capital**
GEL**730M**

+0.4% pp YoY

CAR
Reg. Min 18.1% **20.0%**

Efficient Cost Control

-0.02 pp YoY

Cost of Risk
0.15%

-6.6% pp YoY

Cost to Income
42.7%

High Performance

+34.1% YoY

Net Profit
GEL**26M**

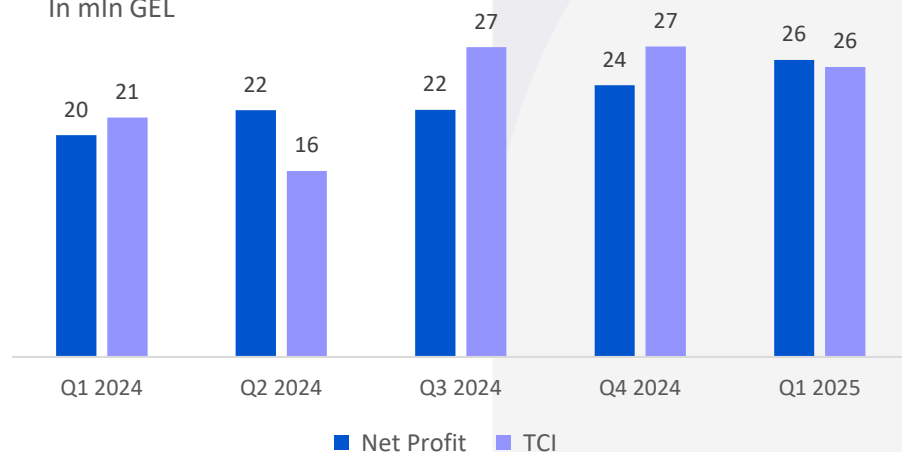
+1.9% pp YoY

ROAE
16.3%

Net Profit

Net Profit and TCI

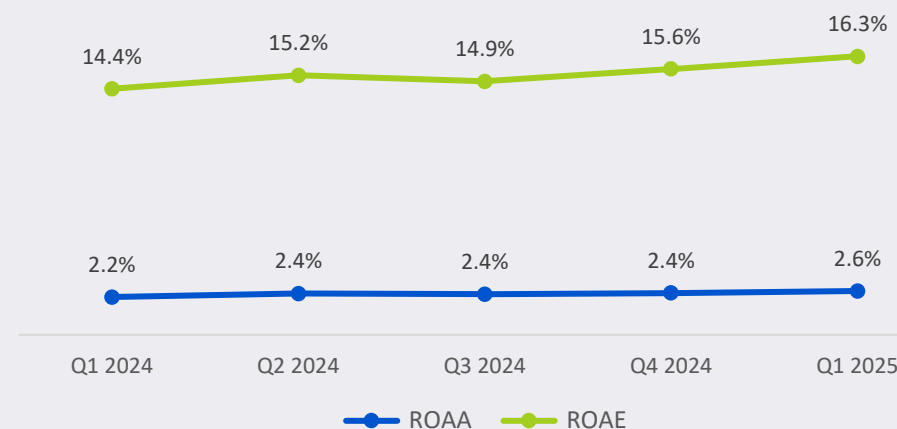
In mln GEL



Leasing
Net Profit
8.2%
of Total

Insurance
Net Profit
4.7%
of Total

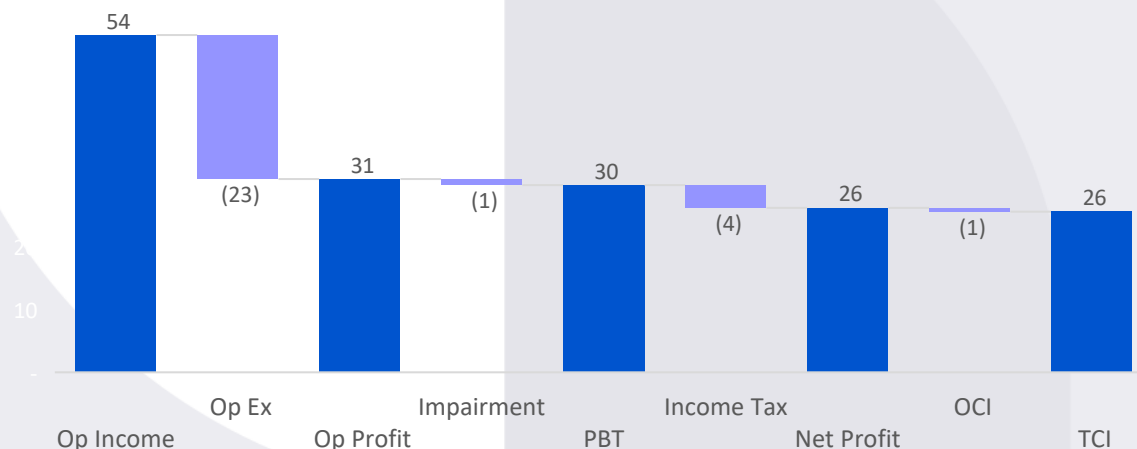
ROAE and ROAA



- On a YoY basis there was a 34.1% increase in Net Profit and 21.1% growth in Total Comprehensive Income
- The Group recorded an improvement in the 3 month results as compared to Q1 2024 - there was a 9.3% increase in Net Profit
- ROAE and ROAA have improved by 1.9pp and 0.4pp YoY, and 0.8pp and 0.1 pp QoQ respectively

Net Profit Decomposed

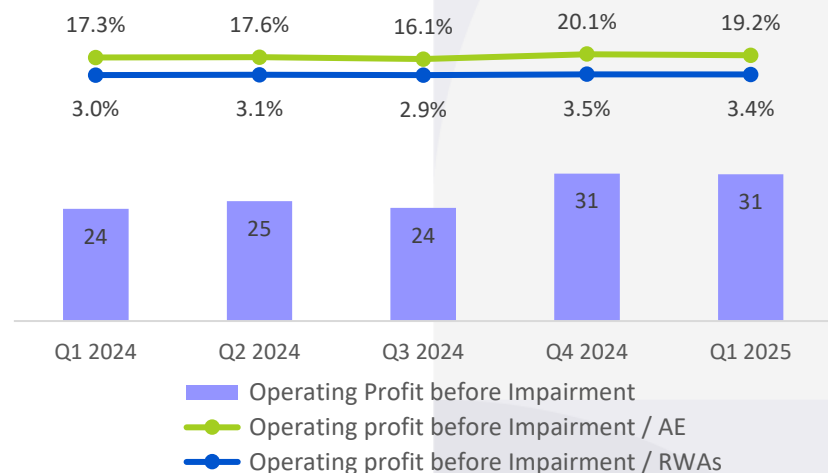
In mln GEL



Operating Profit and Net Income Structure

Operating Profit before Impairment, Ratios

In mln GEL



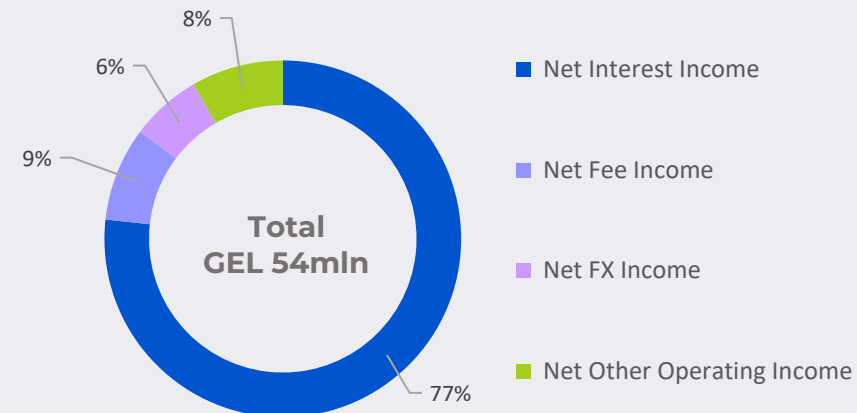
Leasing

Op Profit
7.0%
of Total

Insurance

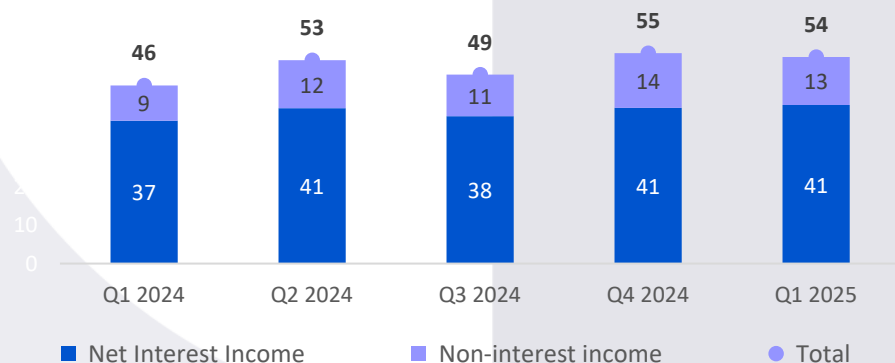
Op Profit
4.0%
of Total

Net Income Structure



Net Interest and Non-interest Income

In mln GEL

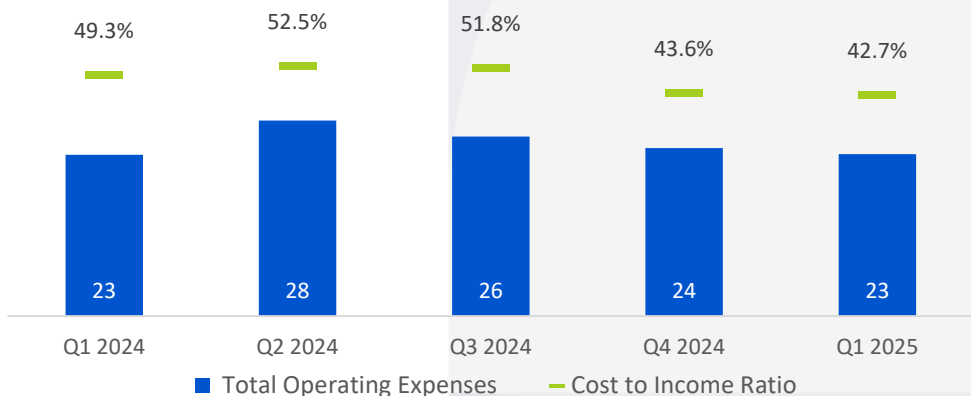


- On a YoY basis there was a 31.1% increase in Operating Profit before Impairment. It was slightly higher in December due to seasonal effect. The same effect was present on Operating Profit ratios
- Bank has diverse income sources, where 77% comes from Net Interest Income
- Net Interest Income increased by 10.9% YoY, while Net Non-interest Income – by 36.3%. As for QoQ basis, the highest figures were recorded in Q4 2024 due to seasonal effect.

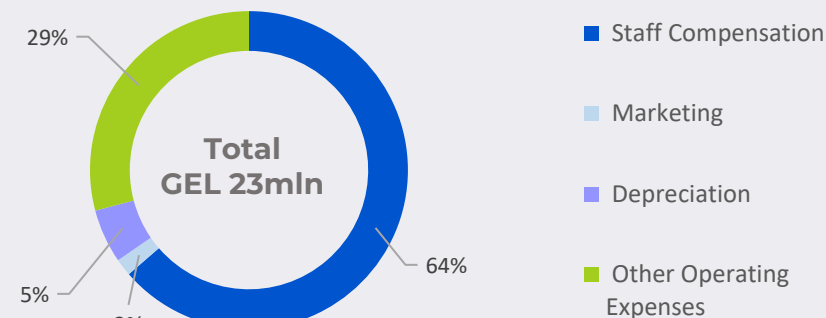
Operating Expenses and Cost to Income

Operating Expenses and Cost to Income Ratio

In mln GEL

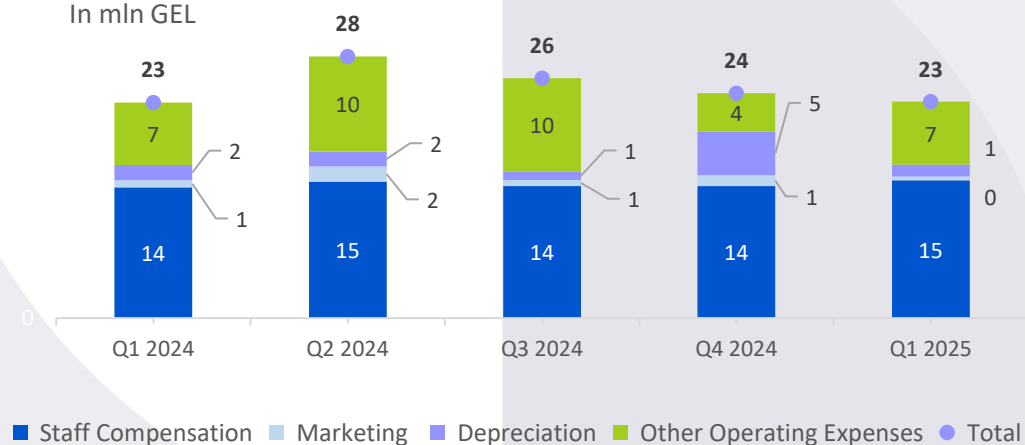


Operating Expense Structure



Operating Expense Dynamics

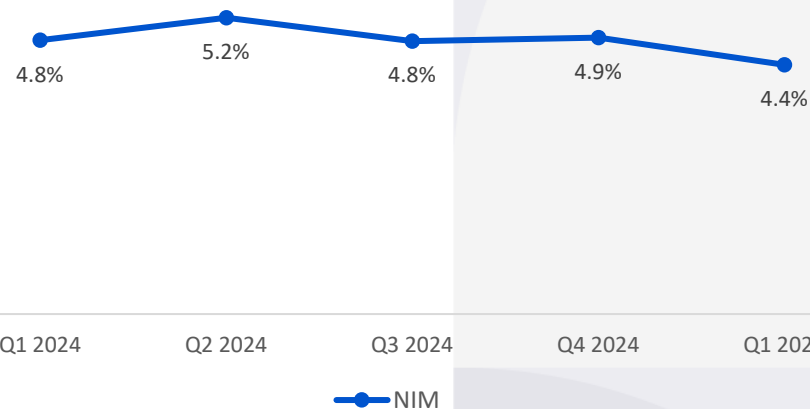
In mln GEL



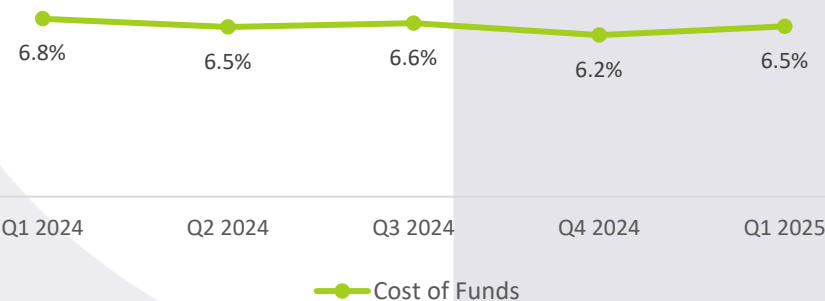
- Total Operating Expenses increased by 0.3% YoY and decreased by 3.7% QoQ
- Cost to Income ratio maintained within 50% target, following to Bank's strategic growth stage
- The Group delivered positive operating leverage on YoY and QoQ basis, the cost to income ratio was down to 42.7% versus 49.3% in 1Q24

NIM, Loan Yield, Cost of Deposits and Cost of Funds

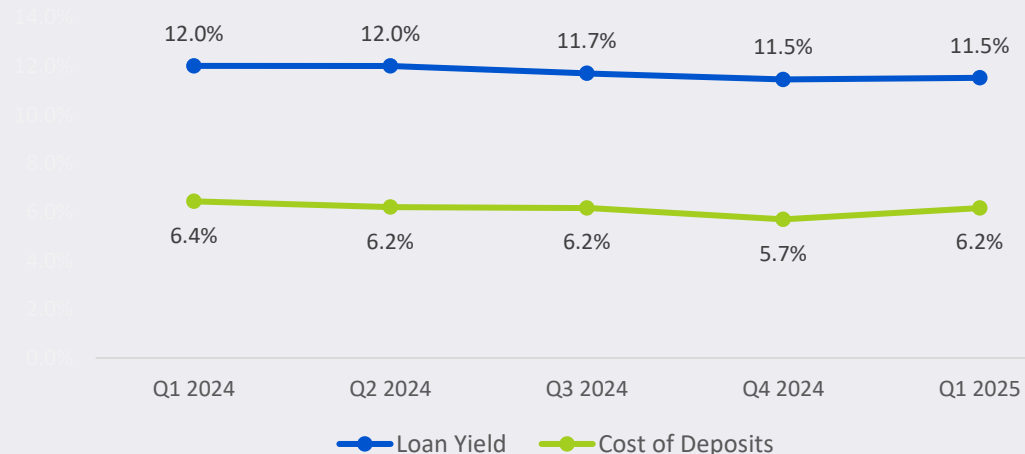
Net Interest Margin



Cost of Funds



Loan Yield and Cost of Deposits

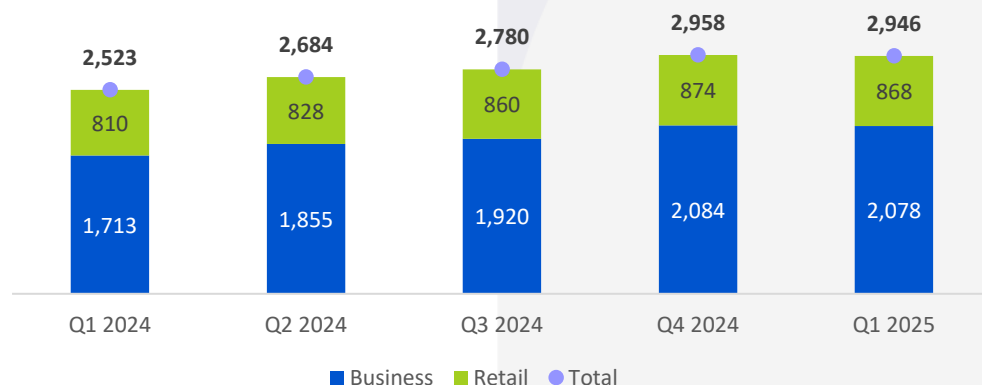


- NIM has decreased by 0.4pp YoY and by 0.5pp QoQ
- Cost of Funds has decreased by 0.3pp YoY and increased by 0.3pp QoQ
- The margins remain stable, despite periodic pressure on yields on both sides

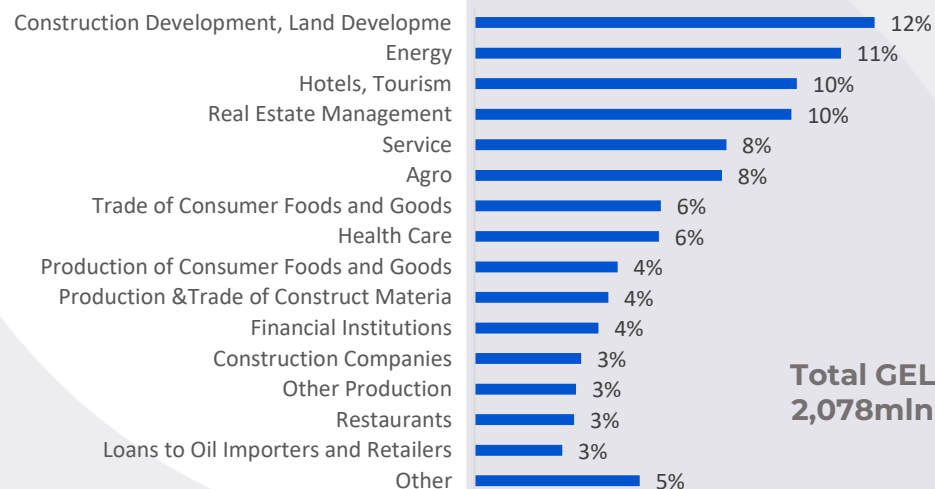
Gross Loan Portfolio Analysis

Loan Portfolio Dynamics

In mln GEL

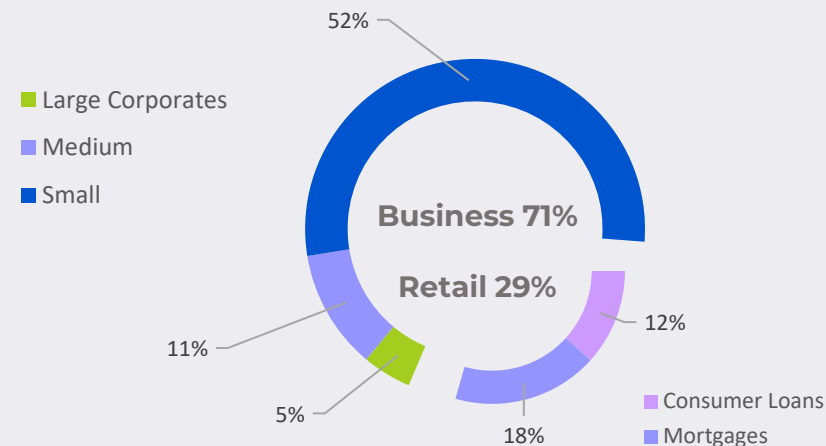


Business Gross Loan Portfolio by Sectors



**Total GEL
2,078mln**

Loan Portfolio Structure



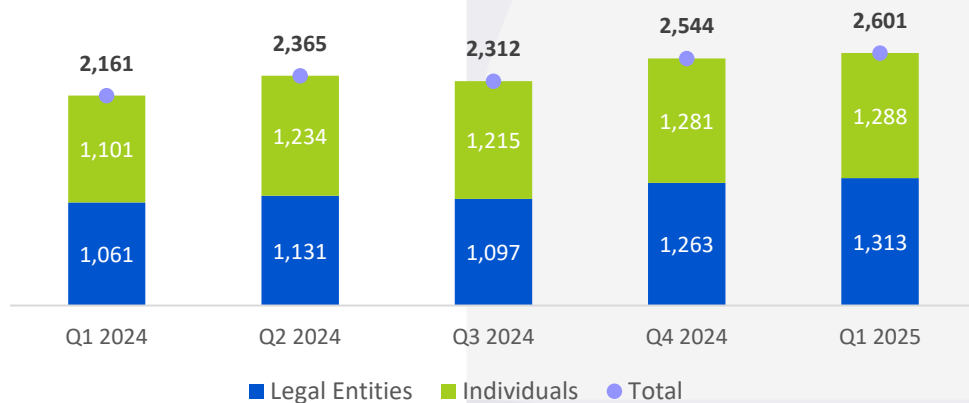
Large, Medium and Small Corporates – Category I, II, III and IV Enterprises according to definition of Law of Georgia on Accounting, Reporting and Audit by SARAS. For full definition please refer to Ratio Definitions slide

- Gross Loan Portfolio increased by 16.7% YoY, where Business Portfolio was increased by 21.3% and Retail portfolio by 7.1%. The portfolio has been highest in 4Q 2024, due to seasonal effect
- On a constant currency basis, Gross Loan Portfolio increased by **15.2% YoY**
- At Q1 2025 total Loan Portfolio FX Concentration was 49.9%

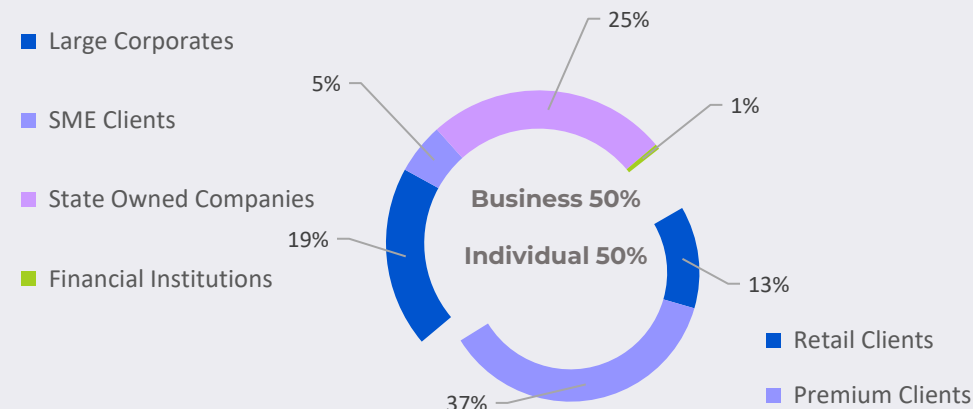
Customer Deposit Portfolio Analysis

Customer Deposits Dynamics

In mln GEL

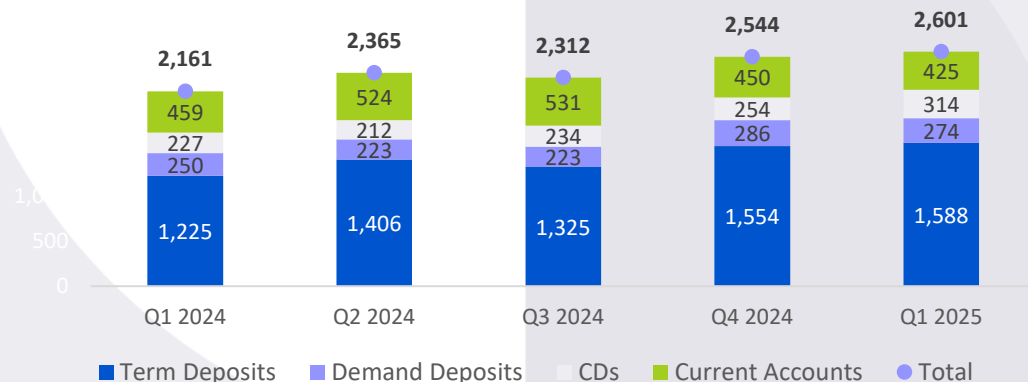


Customers' Structure



Customer Deposits by Products

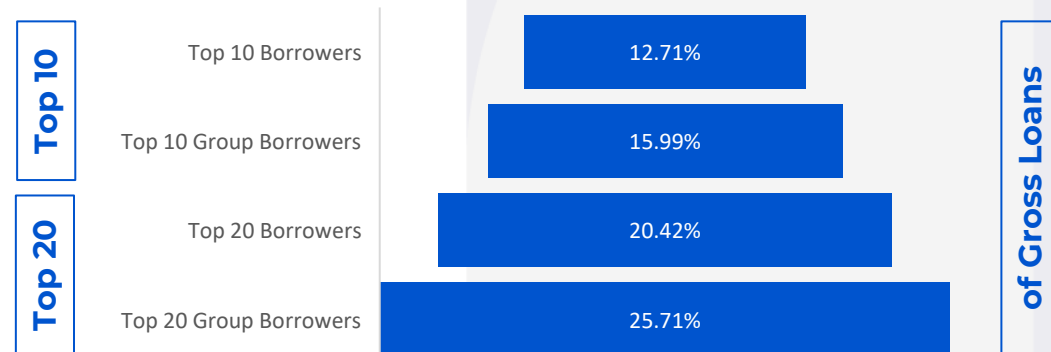
In mln GEL



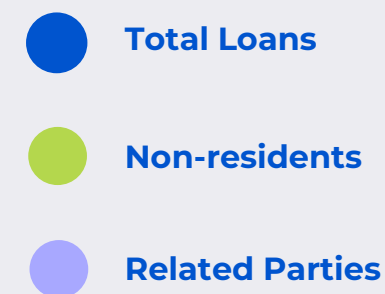
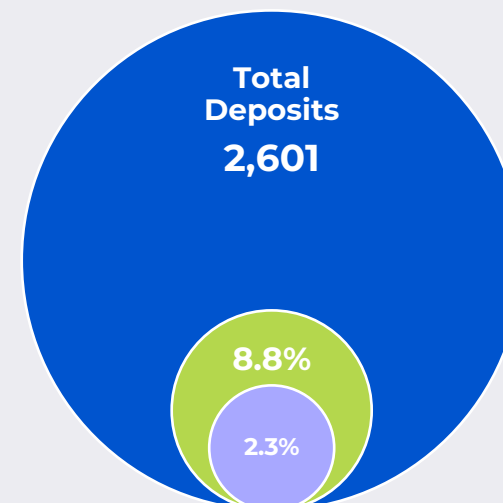
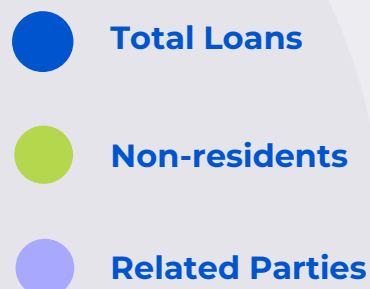
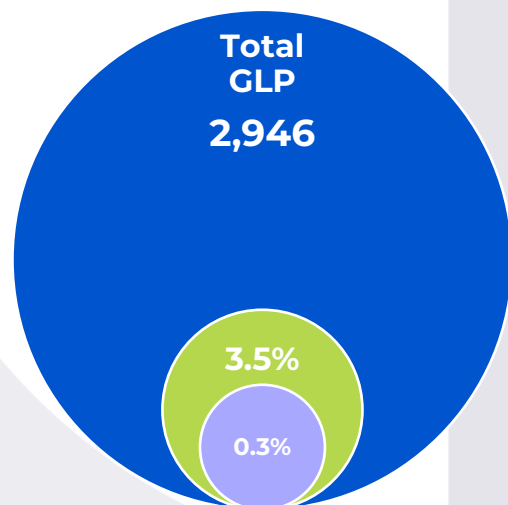
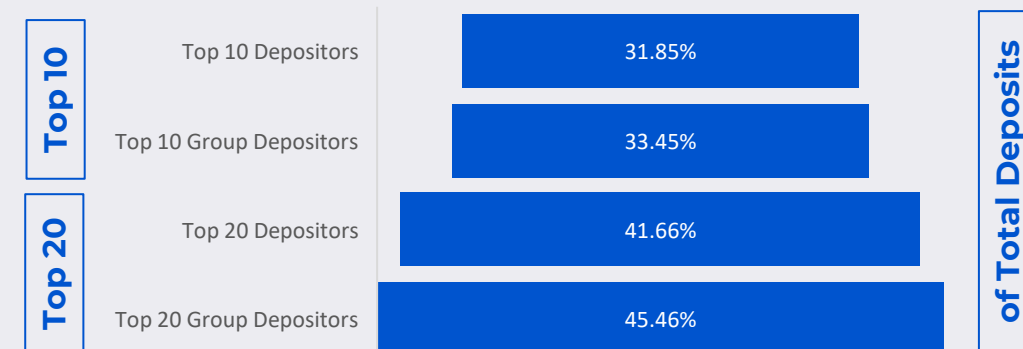
- Total Deposits increased by 20.4% YoY, where Deposits of Legal Entities increased by 23.8% and Deposits of Individuals by 17.0%. On a QoQ basis, total Customer Deposits increased by 2.3%
- On a constant currency basis, Customer Deposit Portfolio increased by **18.9% YoY**
- Total Customer Deposit Portfolio FX Concentration was 47.6%

Concentrations

Gross Loan Portfolio Concentrations

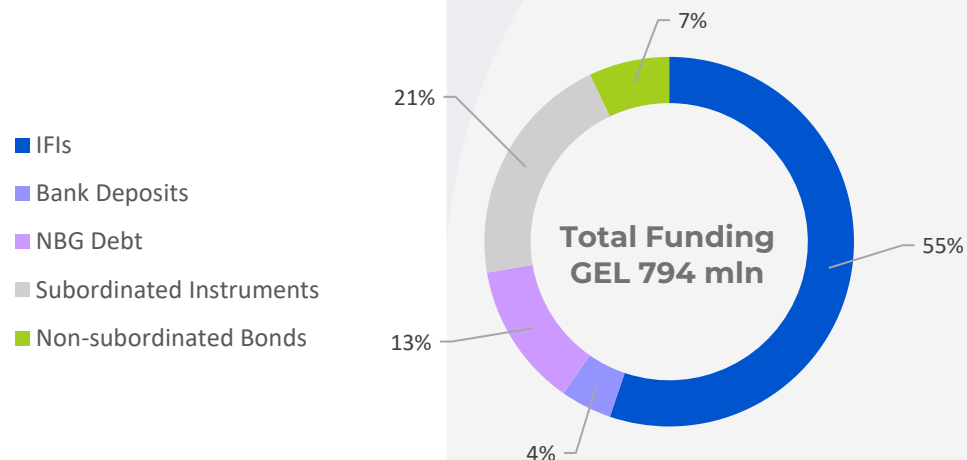


Customer Deposits Concentrations



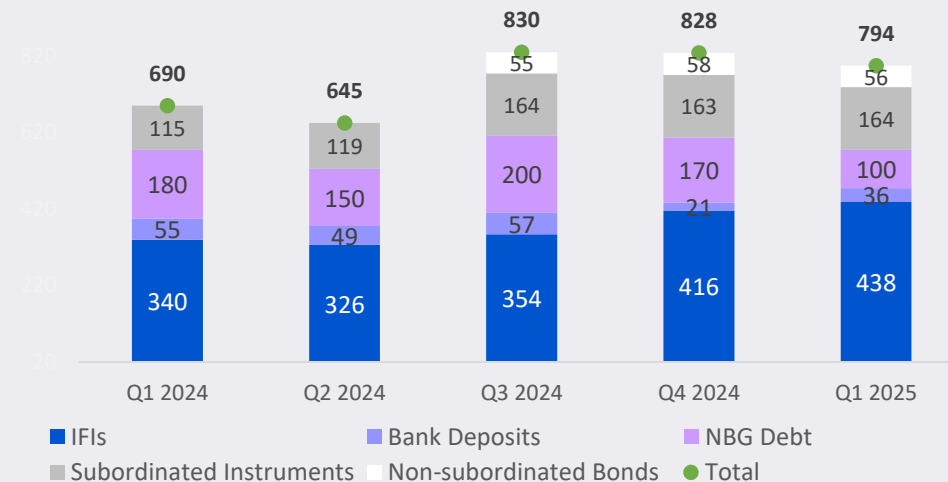
Funding Portfolio

Funding Structure



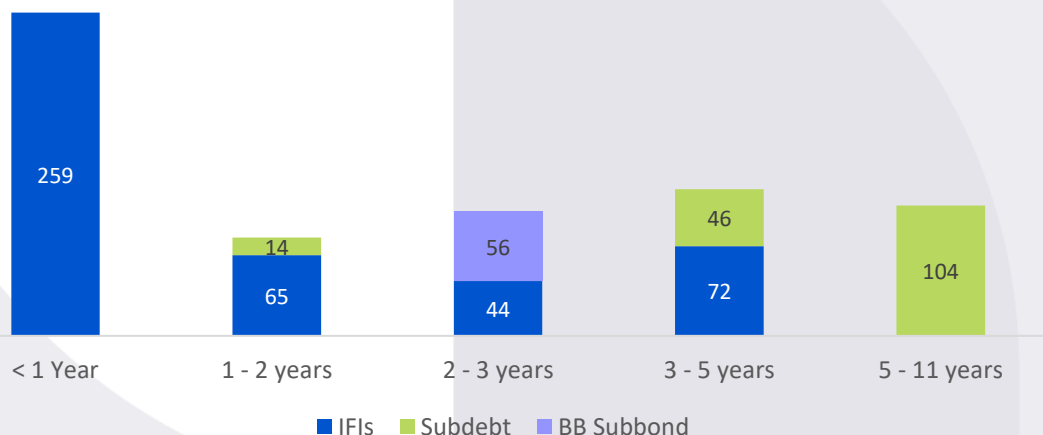
Funding Dynamics

In mln GEL



IFI Funding, Subdebt and Subbond Maturities

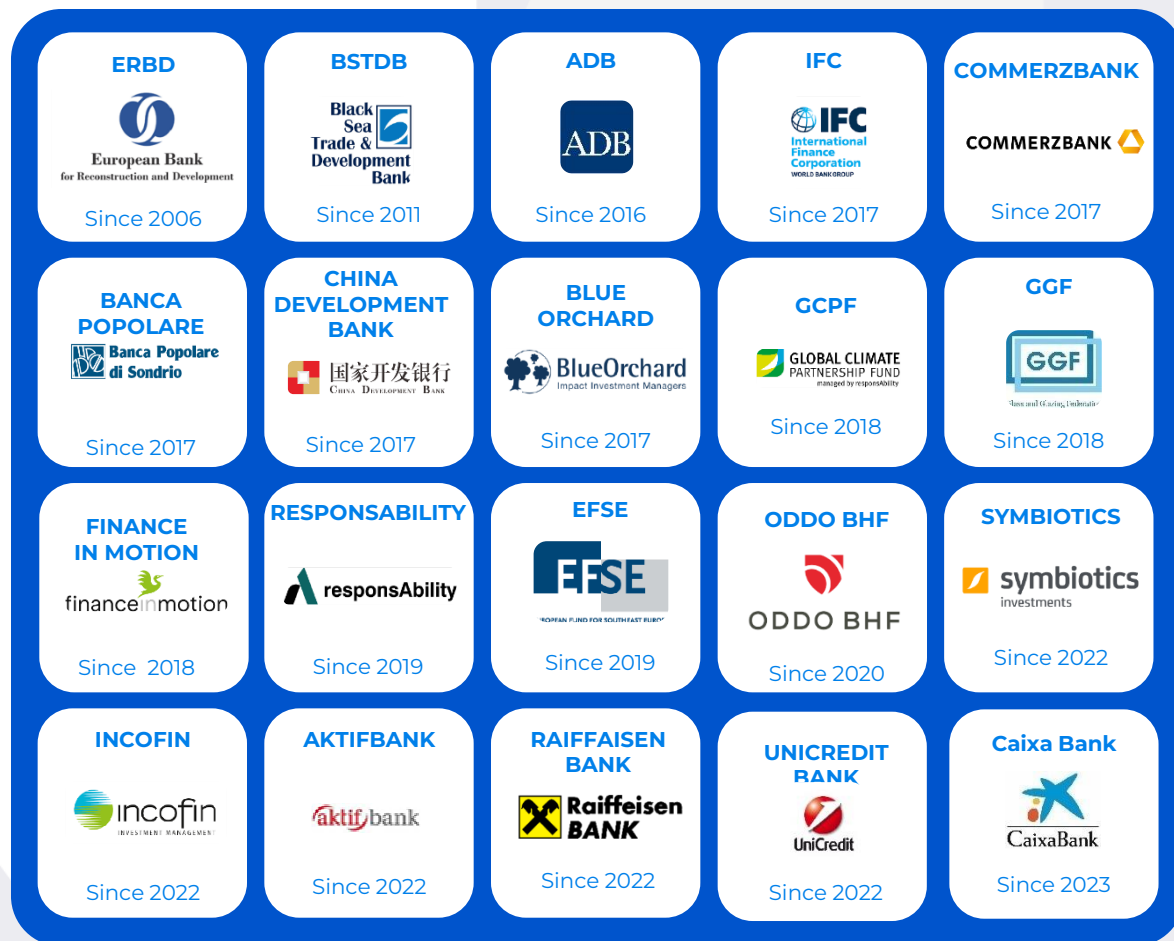
In mln GEL



- Funding remains stable, well supported by strong inflow of clients' deposits and funding from IFIs
- Majority of GEL259mln IFI funding with maturity less than 1 year, are revolving Trade-Finance Facilities
- Funds withdrawn from partner IFIs in Q1, 2025 amounted to over USD 15 million, mainly attributed to Trade Finance.
- In 2024, Bank issued a 3-year 7% **Sustainability Bond**, amounting USD 20 million. Anchor investor of the bond was ADB, investing USD 15 million

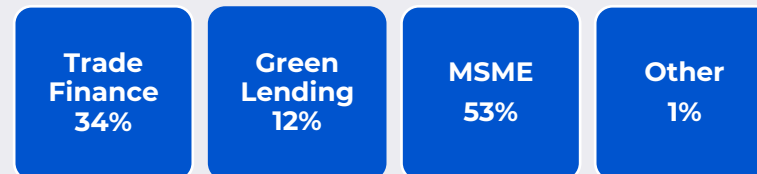
International Partners and Funding

Key International Partners



Funding

TOTAL IFI FUNDING BREAKDOWN BY PROJECT TYPE



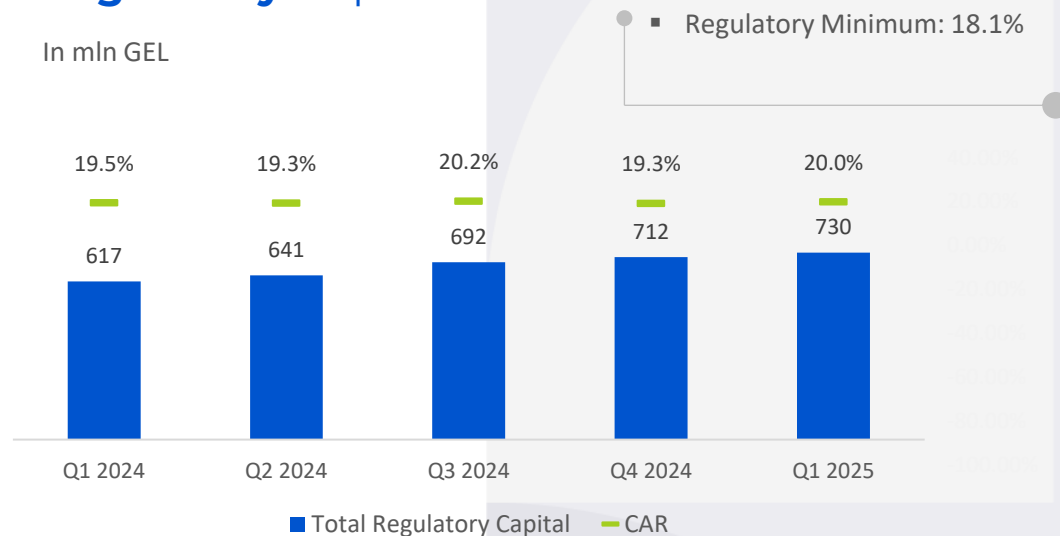
Main Instruments	Loans
	Trade Finance
	Grants
	Sponsorships
	Equity Investments
	Bonds
	Technical Assistance

- Engaged in Concessional Projects “DCFTA” and “CEEP” in cooperation with EBRD to boost transition to Green Economy
- Over GEL 260mln raised from EBRD, GCPF and GGF to support Green Economy
- Subordinated Loans have been drawn from EFSE and GGF in 2024
- New partnerships with banks, impact-oriented funds and DFIs, as well as intensifying connections with established partners, under which new credit lines and TFP limits have been granted

Stable Capital Growth

Regulatory Capital

In mln GEL

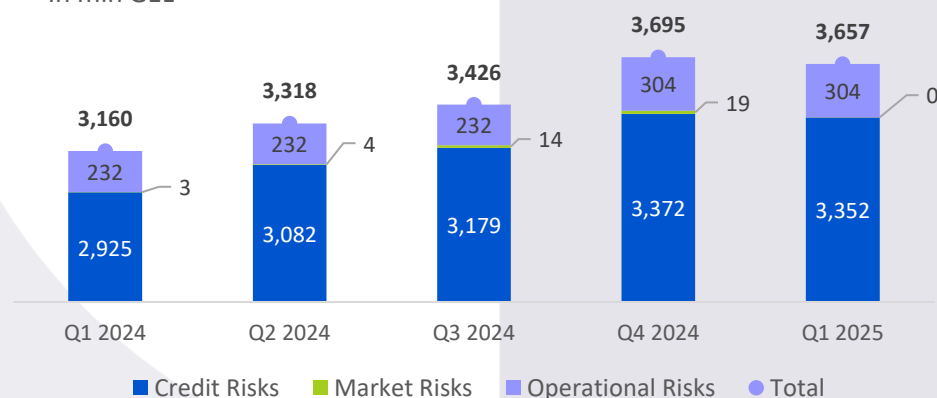


Capital Adequacy Ratios and Regulatory Thresholds

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025
CET1 CAR Requirement	12.0%	12.1%	12.0%	12.0%	12.5%
BB CET1 CAR	16.2%	16.0%	16.1%	15.5%	16.3%
Tier 1 CAR Requirement	14.3%	14.4%	14.4%	14.4%	14.9%
BB Tier 1 CAR	16.2%	16.0%	16.1%	15.5%	16.3%
Total CAR Requirement	17.4%	17.6%	17.5%	17.6%	18.1%
BB Total CAR	19.5%	19.3%	20.2%	19.3%	20.0%

Risk-weighted Assets

In mln GEL

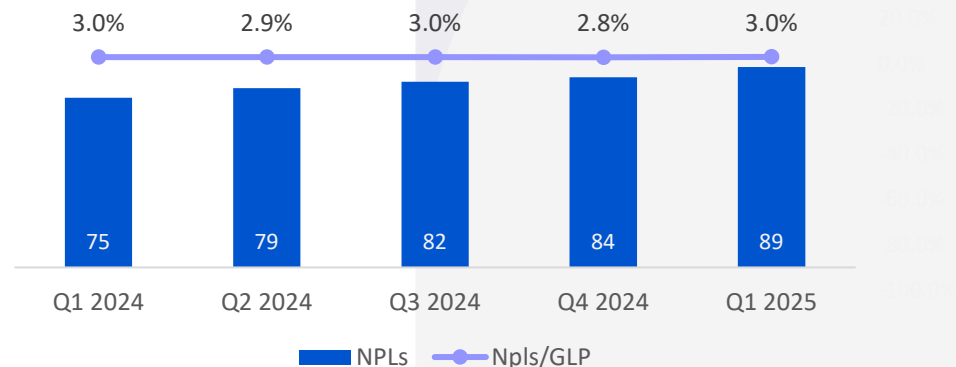


- BB solvency position is strong and is in full compliance with the capital adequacy requirements
- In 2024 **Subordinated Loans** received from EFSE and GGF amounting to EUR 10 million and EUR 5 million respectively
- In 2024 shareholder **injected** capital amounting GEL 26 million
- In 2024, Bank continued issuing **Subordinated Loan** to retail customers amounting USD 3.2 million

Strong Asset Quality and Provisioning

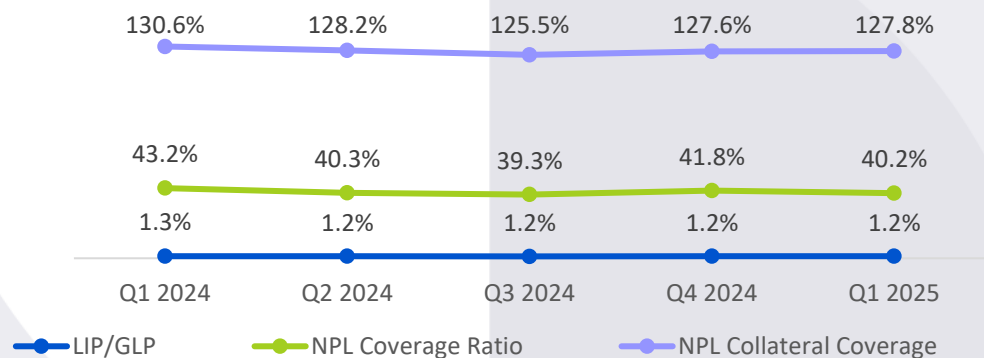
Loan Portfolio Quality

In mln GEL



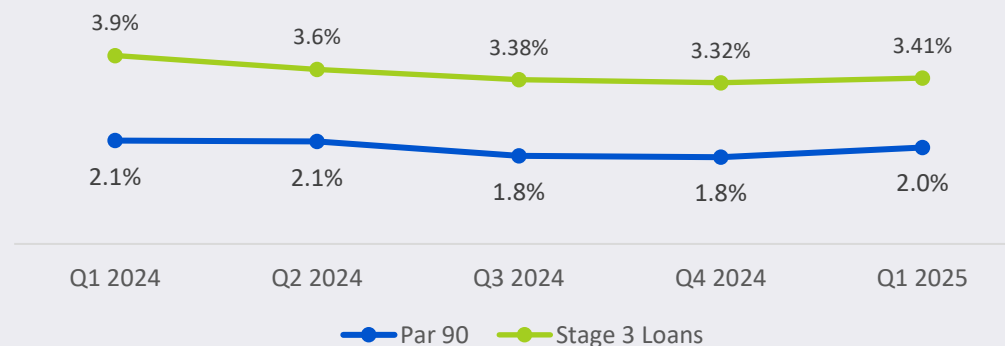
NPLs - loans with 90 days past due on principal or interest, or loan regarded as unlikely to be repaid by management decision

GLP provisioning and NPL Coverage



NPL coverage ratio equals total expected credit loss amount for loan commitments divided by the NPL loans
NPL Collateral Coverage ratio equals sum of expected credit losses for loan portfolio and the minimum amount of NPL Loans Exposure and Discounted Collateral Amounts of those NPL Loans (after applying different haircuts for different types of collaterals 0%-100%) divided by the NPL loans

Portfolio PAR and Stage 3 Loans



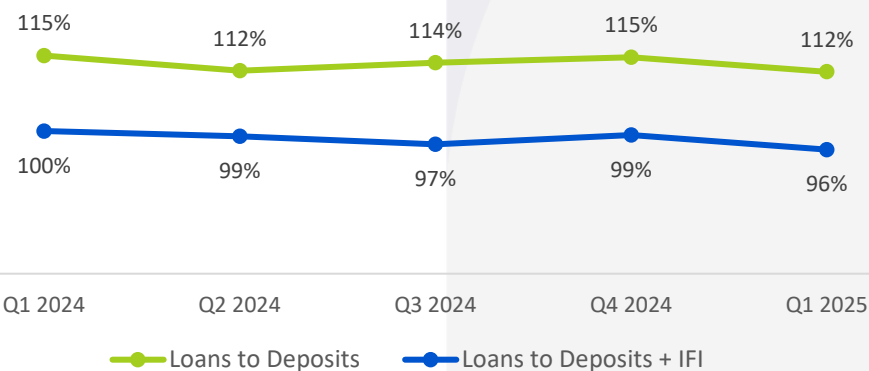
Cost of Risk on Portfolio *



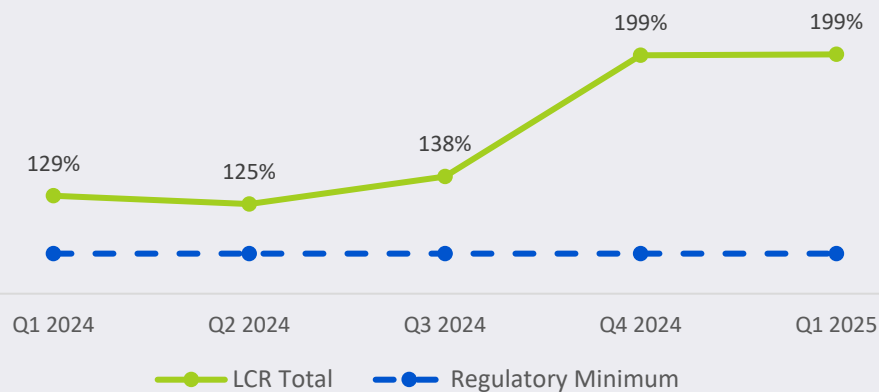
COR Ratio - calculated on YTD figures, annualized

Solid Liquidity

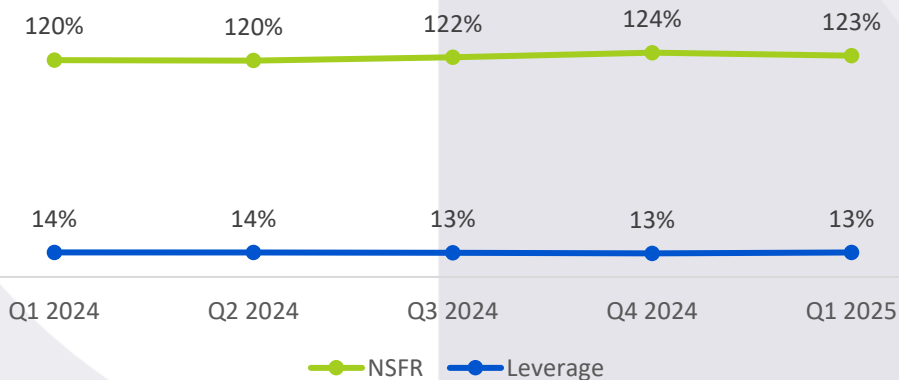
Liquidity Ratios



Strong Liquidity Coverage



Regulator NSFR and Leverage Ratios



- Basisbank has stayed within NBC requirements for Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR)
- Minimum requirement for both ratios is 100%. Basisbank's buffers are high above this threshold

Balance Sheet

In thousand GEL

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	YoY Difference %	QoQ Difference %
Assets							
Cash and Cash Equivalents	217,295	227,671	249,387	223,189	234,282	8%	5%
Mandatory Cash balances with the NBG	180,193	209,494	205,586	277,258	267,274	48%	-4%
Due from Other Banks	17,734	11,847	18,829	19,736	21,454	21%	9%
Investment Portfolio	370,185	339,494	365,802	387,641	377,421	2%	-3%
Net Loan Portfolio	2,490,999	2,651,711	2,747,446	2,922,676	2,910,408	17%	0%
Net Financial Lease Assets	32,239	34,457	39,359	40,802	43,681	35%	7%
Net Insurance Assets	30,041	28,419	24,318	1,470	36,701	22%	NMF
Premises, Equipment and Intangible Assets	107,260	108,007	109,110	116,595	118,531	11%	2%
Other Assets	59,818	62,457	65,693	64,777	136,559	128%	111%
Total Assets	3,505,763	3,673,556	3,825,530	4,054,144	4,146,312	18%	2%
Liabilities							
Customer Deposits	2,161,119	2,365,405	2,312,358	2,543,571	2,601,101	20%	2%
Loans from Local Banks	234,761	199,284	257,457	191,083	135,959	-42%	-29%
Loans from IFIs	339,785	326,016	353,604	415,656	438,449	29%	5%
Subordinated Debt	87,947	90,380	136,059	163,292	164,014	86%	0%
Subordinated Bond	27,267	28,921	82,775	57,666	55,857	105%	-3%
Other Liabilities	86,494	86,035	78,382	50,461	92,376	7%	83%
Total Liabilities	2,937,374	3,096,041	3,220,636	3,421,728	3,487,755	19%	2%
Equity							
Share Capital	18,199	18,213	18,213	18,212	18,213	0%	0%
Share Premium	130,072	130,406	130,406	130,406	130,406	0%	0%
Retained Earnings	407,042	421,213	443,087	467,152	493,459	21%	6%
Reserves	13,077	7,683	13,189	16,646	16,479	26%	-1%
Total Equity	568,389	577,515	604,894	632,416	658,556	16%	4%

Income Statement

In thousand GEL

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025
Interest and Similar Income	86,505	87,831	88,058	92,540	95,948
Interest and Similar Expenses	(49,216)	(47,265)	(49,612)	(51,902)	(54,593)
Net Interest Income	37,289	40,566	38,446	40,638	41,355
Total Non-interest Income	9,203	12,488	10,837	14,262	12,541
Operating Income	46,492	53,054	49,283	54,900	53,896
Staff Compensation	(13,907)	(14,515)	(14,044)	(14,038)	(14,645)
Marketing and Consultancy	(753)	(1,601)	(656)	(1,171)	(406)
Depreciation	(1,615)	(1,618)	(898)	(4,622)	(1,263)
Other Operating Expenses	(6,657)	(10,096)	(9,922)	(4,078)	(6,699)
Total Operating Expenses	(22,933)	(27,829)	(25,520)	(23,909)	(23,013)
Operating Profit	23,559	25,224	23,762	30,991	30,883
Impairment Charges	(1,342)	(1,000)	1,036	(3,158)	(974)
Profit Before Tax	22,217	24,224	24,798	27,833	29,910
Income Tax	(2,593)	(2,366)	(2,923)	(3,767)	(3,603)
Net Profit	19,624	21,859	21,875	24,066	26,306
Other Comprehensive Income	1,570	(5,394)	5,546	3,417	(634)
Total Comprehensive Income	21,194	16,465	27,421	27,483	25,672

YoY Difference %	QoQ Difference %
11%	4%
11%	5%
11%	2%
36%	-12%
16%	-2%
5%	4%
-46%	-65%
-22%	-73%
1%	64%
0%	-4%
31%	0%
-27%	-69%
35%	7%
39%	-4%
34%	9%
NMF	NMF
21%	-7%

Ratios

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025
Profitability and Cost Control					
ROAE	14.4%	15.2%	14.9%	15.6%	16.3%
ROAA	2.2%	2.4%	2.4%	2.4%	2.6%
Operating profit / Average Equity	17.3%	17.6%	16.1%	20.1%	19.2%
Operating profit / Risk Wighted Assets	3.0%	3.1%	2.9%	3.5%	3.4%
NIM	4.8%	5.2%	4.8%	4.9%	4.4%
Cost to Income Ratio	49.3%	52.5%	51.8%	43.6%	42.7%
Loan Yields	12.0%	12.0%	11.7%	11.5%	11.5%
Asset Quality					
Loan Impairment Provision /NPL	43.2%	40.3%	39.3%	41.8%	40.2%
Loan Impairment Provision /Gross Loan Por	1.3%	1.2%	1.2%	1.2%	1.2%
Cost of Risk	0.17%	0.20%	-0.09%	0.00%	0.00%
PAR 90 to Gross Loans Portfolio	2.1%	2.1%	1.8%	1.8%	2.0%
NPL to Gross Loan Portfolio	3.0%	2.9%	3.0%	2.8%	3.0%
NPL Coverage Ratio	43.2%	40.3%	39.3%	41.8%	40.2%
NPL Collateral Coverage	130.6%	128.2%	125.5%	127.6%	127.8%
Capitalisation					
CET 1 CAR	16.2%	16.0%	16.1%	15.5%	16.3%
Tier 1 CAR	16.2%	16.0%	16.1%	15.5%	16.3%
Total CAR	19.5%	19.3%	20.2%	19.3%	20.0%
Funding and Liquidity					
Net Loans to Customer Deposits	115.3%	112.1%	113.8%	114.9%	111.9%
Net Loans to Deposits + IFI	99.6%	98.5%	96.9%	98.8%	95.8%
Cost of Funds	6.8%	6.5%	6.6%	6.2%	6.5%
LCR Total	128.9%	124.7%	138.4%	198.9%	199.4%
NSFR	120.2%	119.8%	121.7%	124.2%	122.6%
Leverage	13.6%	13.5%	13.4%	13.1%	13.5%

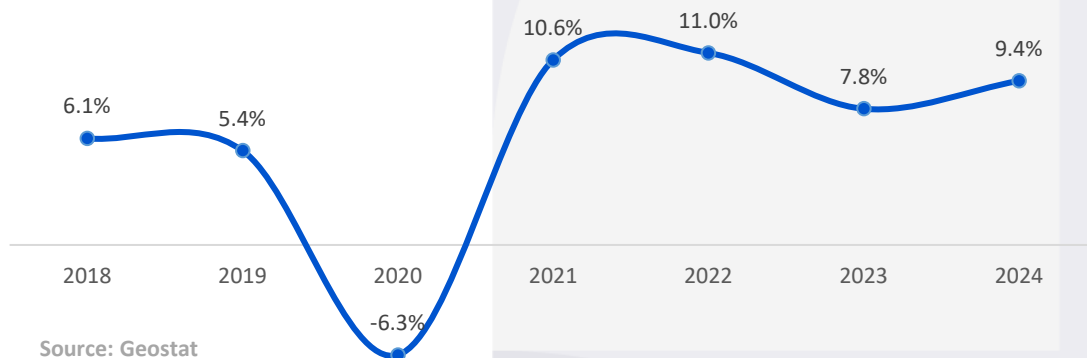
Contents

- BASISBANK AT A GLANCE
- Q1 2025 RESULTS
- **MACROECONOMIC HIGHLIGHTS**
- APPENDICES

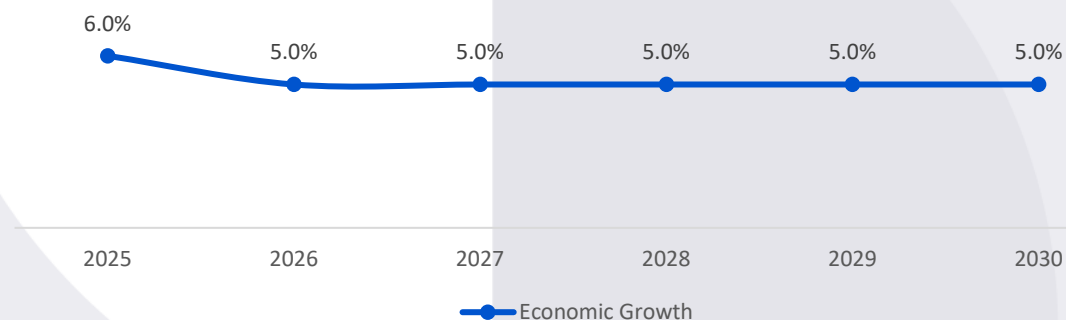
GDP and Economic Growth

Real GDP Growth

In USD bln



Georgia Economic Growth Forecast



Key Drivers of GDP growth

- In Q1 2025, economic activity in Georgia remains robust with maintained price stability. In the first quarter of 2025, real GDP growth averaged 9.4% y/y.
- That was largely driven by structural changes in the economy, as reflected in the sustained strong contribution of productive sectors to GDP growth. At the same time, strong domestic demand also plays a key role in supporting high economic growth. This leaves demand-side price pressure as a noteworthy factor to consider.
- Downside risk is geopolitical instability in the wider region.

Growth Forecasts by World Bank, IMF and NBG

- World Bank forecasts growth to be 5.5% and 5% in 2025 and 2026 respectively
- IMF updates the growth forecast for Georgia in 2025 to be 6%.

NBG Economic Growth Forecast

2025	2026
6.7%	5.0%

Sovereign Credit Rating

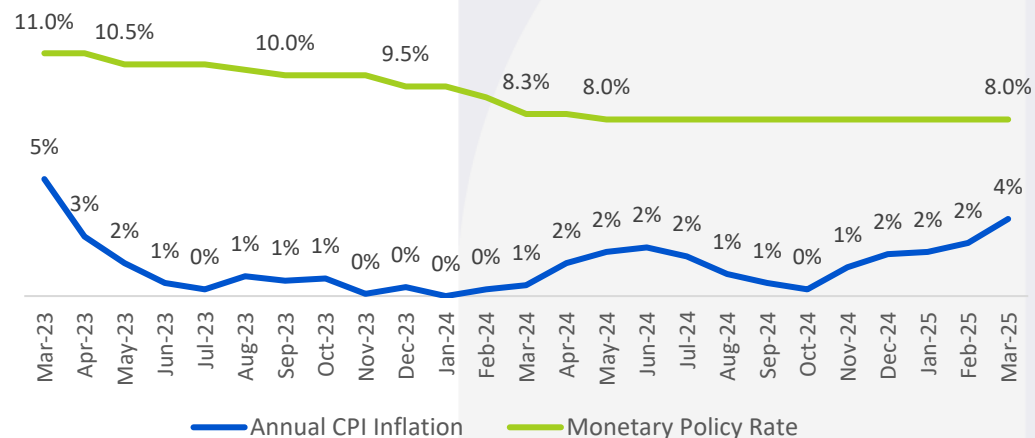
S&P:BB /Stable

Moody's: Ba2 /Negative

Fitch: BB/Negative 26

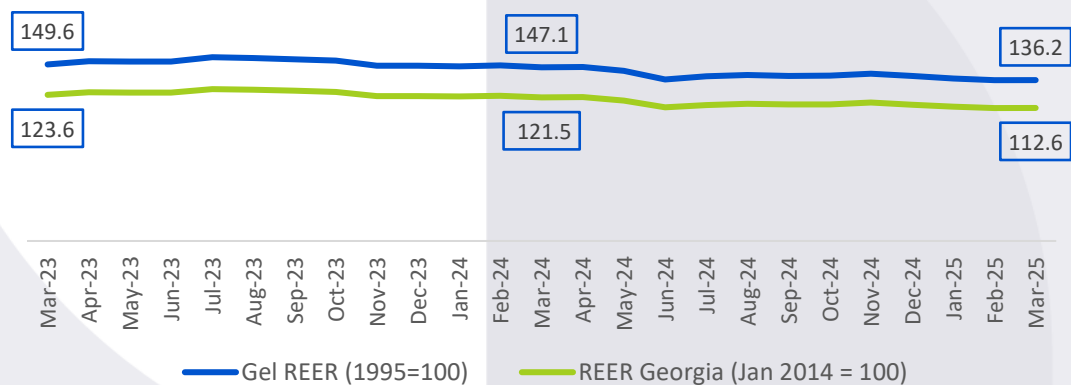
Inflation and Monetary Policy

Inflation and Monetary Policy Rate



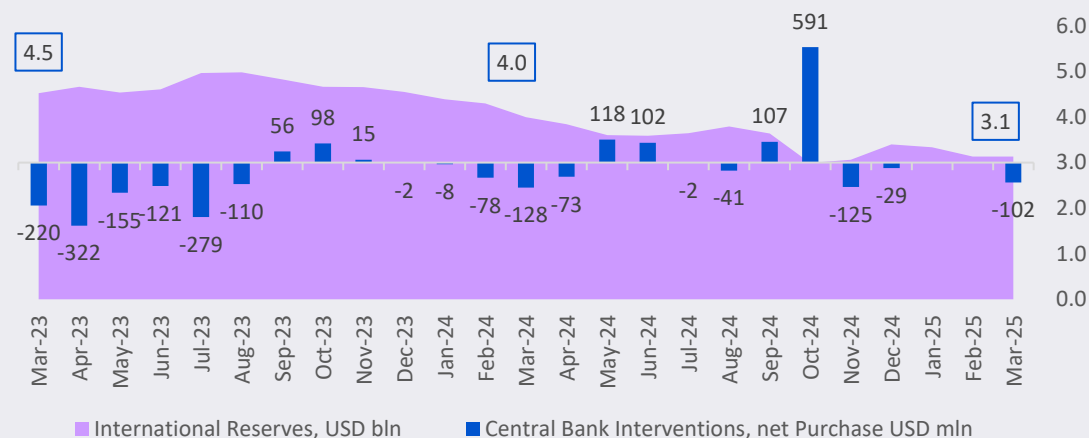
Source: NBG, Geostat

GEL Real Effective Exchange Rate



Source: NBG

Central Bank Reserves and Interventions



Source: NBG

- CPI inflation downward trend of Q3 2024 has reverted, increased to 3.5% in March 2025 and is expected to average around 4.2% in 2025. However, the currently elevated level of economic growth bears inflationary risks, which are compounded by various supply-side factors and heightened uncertainty at the domestic, regional and global levels.
- Gradual exit from tight monetary policy, starting from March 2023 at 11% was stabilized to 8% from May 2024 and is maintained at this level. For 2025, a gradual adjustment towards the neutral rate of 7% is anticipated.
- GEL is depreciating in YTD terms, which improves country's competitiveness in the international markets but increases imported inflation. It is expected to remain stable in the medium term, underpinned by robust fundamentals and a positive growth outlook.

International Trade, Tourism, FDI and Remittances

International Trade

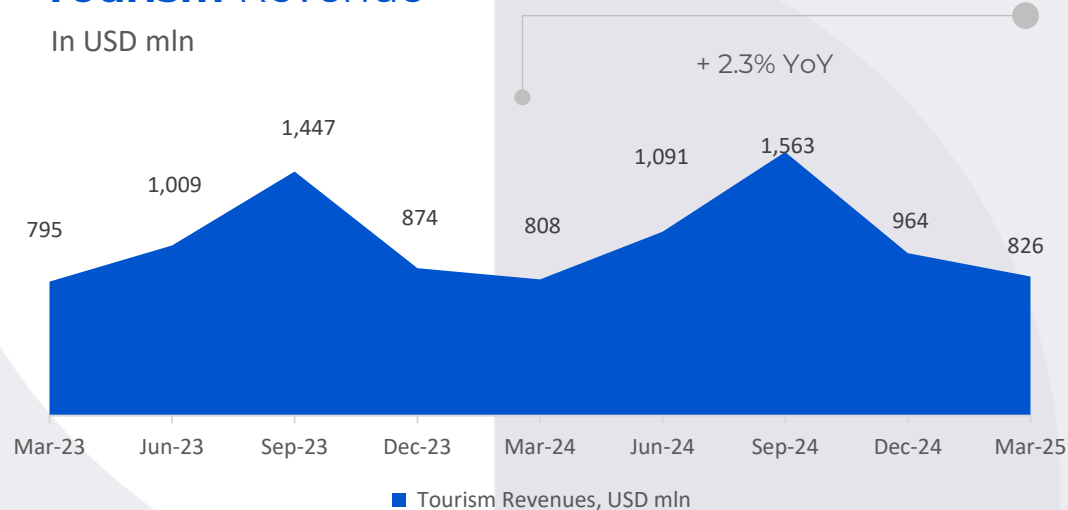
In USD bln



Source: Geostat

Tourism Revenue

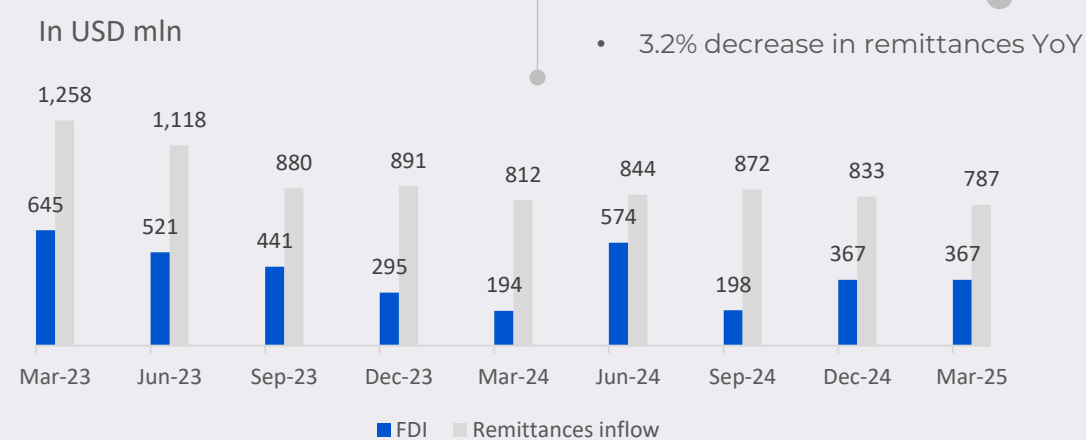
In USD mln



Source: NBG

FDI and Remittances

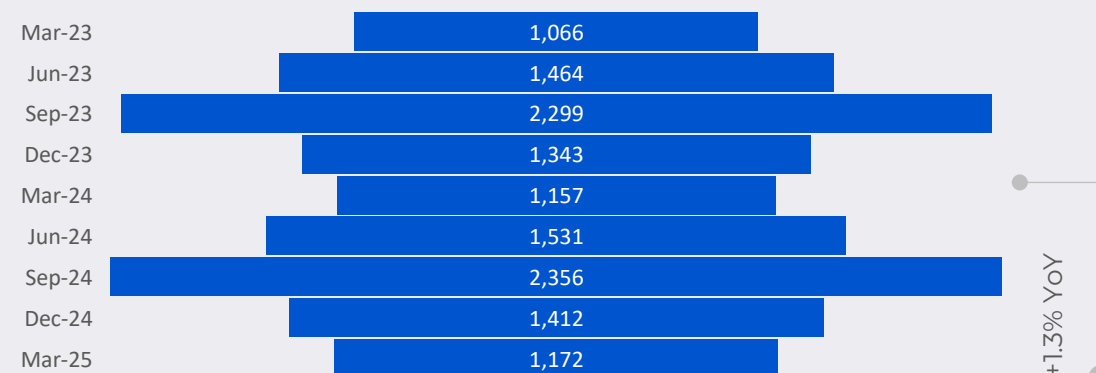
In USD mln



Source: NBG, Geostat

International Visitor Trips

thousands

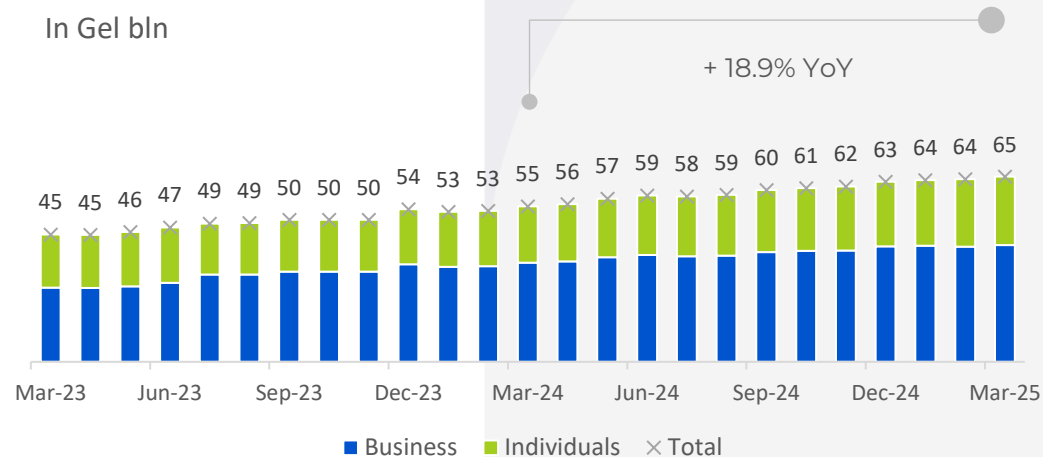


Source: GNTA

Banking Sector Overview

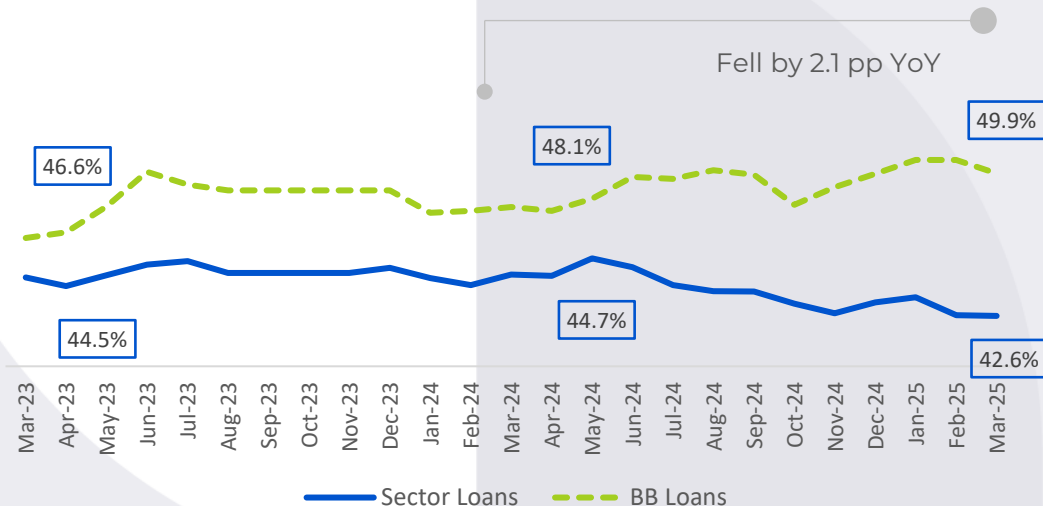
Sector Loan Portfolio

In Gel bln



Source: NBG

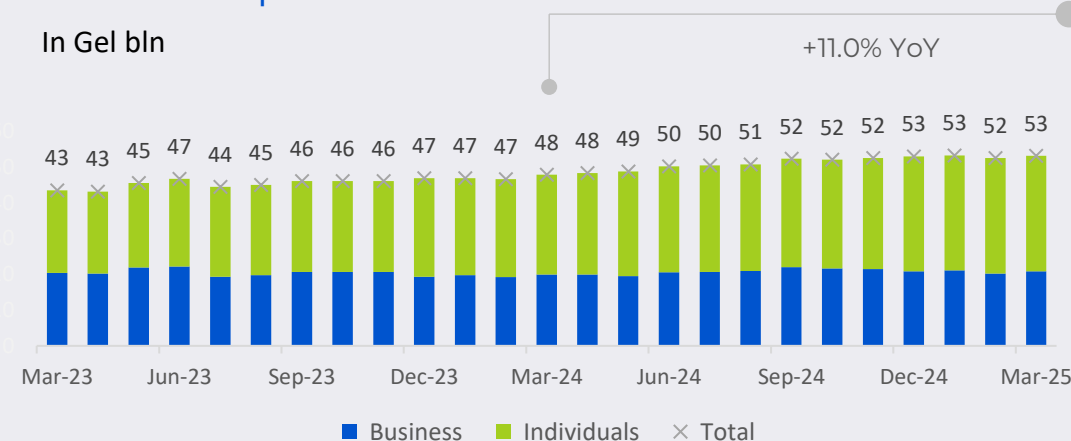
Loans Dollarization



Source: NBG

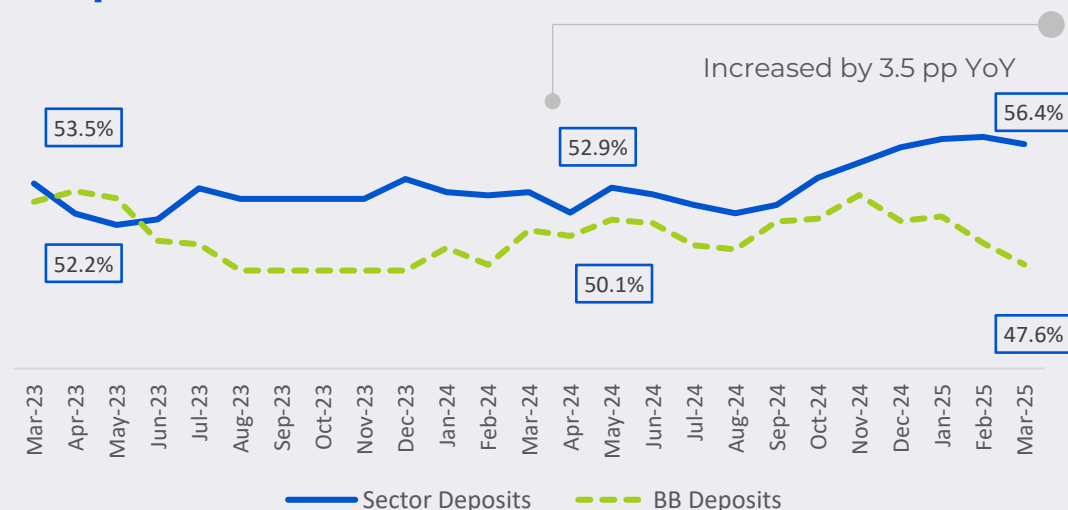
Sector Deposit Portfolio

In Gel bln



Source: NBG

Deposits Dollarization

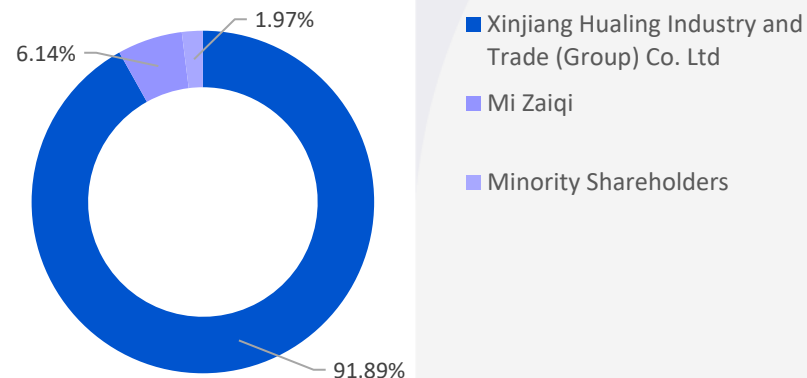


Contents

- BASISBANK AT A GLANCE
- Q1 2025 RESULTS
- MACROECONOMIC HIGHLIGHTS
- **APPENDICES**

Shareholders

Shareholding Structure



Dividend Policy

- According to Basisbank's charter, shareholders are responsible for the decision whether to distribute dividends and the amount of such. The decision is made on the AGM.
- Company's practice is to distribute 10% of IFRS net profit as dividends

Hualing Group

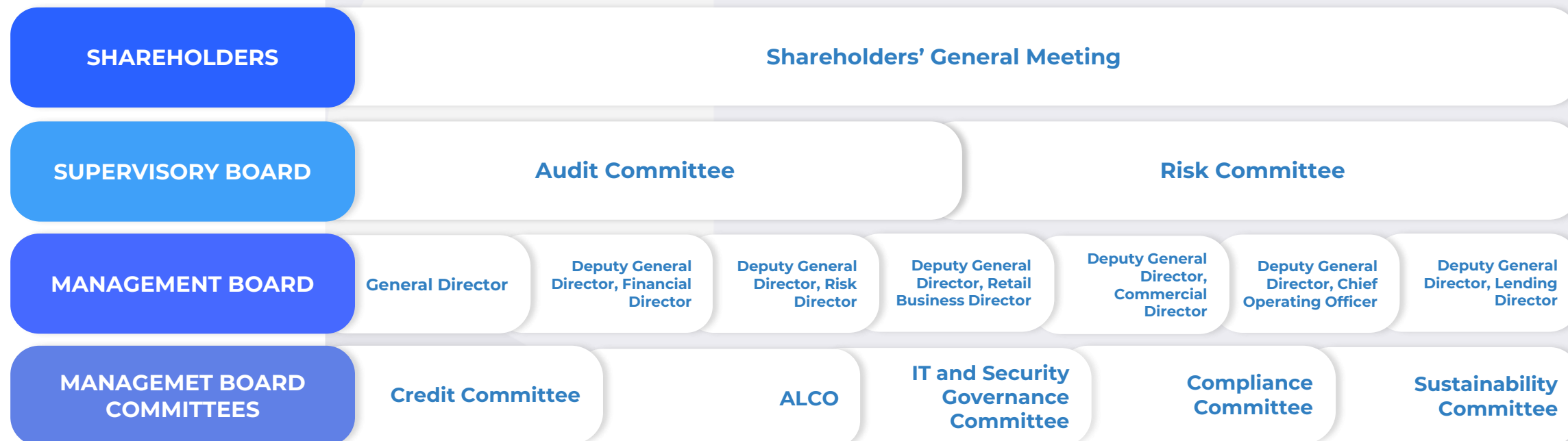
- 92% shareholder of Basisbank is Hualing Industry and Trade (Group) Co. Ltd. (Hereinafter Hualing Group), largest investor in Georgia. Since 2007 Hualing Group has invested more than USD 550 million in Georgia.
- The company operates in several Business sectors through over 40 subsidiaries. These sectors include:
 - Development and Management of Large-scale Commodity Markets
 - Real Estate Development and Management
 - Agribusiness
 - Financial Services
 - Construction of infrastructure facilities etc.

Beneficial Owner

- On January 7th, 2025, after transfers of 45.44% and 0.02% of shares from Mr. Enhua Mi and Ms. Yang Xiaoling, Mr. Zaiqi Mi became 100% beneficial owner of Hualing Group, holding 45.45% of shares directly and 55.55% of shares indirectly, through Hualing Group Investment Holding (Xinjiang) Co.
- As a result, Zaiqi Mi is 6.14% direct and 91.89% indirect shareholder of Basisbank, respectively 98.03% beneficial owner of the Bank.

Corporate Governance

Organizational Chart



The Supervisory Board approves and oversees the **execution of the Group's Strategy** via its committees



Compliant to Corporate Governance Code adopted by NBG

NBG CG code is based on international standards and best practices:

- Basel Committee on Banking Supervision guidelines on CG
- EU Directive 2000/36/
- OECD Principles of Corporate Governance,
- UK Stock Exchange CG code etc.

Supervisory Board Members



Zhang Jun

Executive Chairman of Supervisory Board

With a Masters degree in Business Administration Zhang Jun has over 30 years of executive positions in various Chinese banks, including 7 years of executive supervisory role at The People's Bank of China, 5 years as Deputy Director of Chengxin Credit Union of Urumqi, as well as 12-years career with Urumqi City Commercial Bank, serving as Sales Department General Manager, HR Director and Assistant of the Chairman of the Board.

He occupied position of Deputy Director in finance and foreign investments in Hualing group. In 2012 he became Executive Chairman of Supervisory Board in Basisbank and in 2015 Chairman of the board.



Zhou Ning

**Vice Chairman of Supervisory Board
Member of Audit Committee**

Master of Business Administration of Fuqua School of Business in USA , he started with a position of Senior Financial Analyst with Ford Motor Co. He moved to J.P. Morgan Hong Kong as an Associate of Investment Banking Division. In 2004 he became Vice President of ABN AMRO Bank, overseeing the Strategic Development Department.

He was invited as an advisory during Basisbank acquisition by Hualing Group and in 2015 he was invited as a Vice-chairman of the Supervisory Board.



Sabina Dziurman

**Independent Member of Supervisory Board
Chairman of Risk Committee**

In 2004-2015, she held high-ranking positions in the European Bank for Reconstruction and Development (EBRD) in different countries, including Georgia. In 2015-2019, she was the EBRD Director for Greece and Cyprus. In 2020-2022, Sabina Dziurman was an independent member of the Supervisory Board of Asakabank, Uzbekistan, as well as Chair of the Audit Committee and Member of the Risk Committee.

Ms Dziurman holds MBA from London Business School.



Zaza Robakidze

**Independent Member of Supervisory Board
Chairman of Audit Committee**

Independent Member of Risk Committee

An expert in banking, Zaza Robakidze, who has over 24 years of experience in the sector, took the position of a member of the Supervisory Board in 2018.

He has a degree of Master in Economics. For many years he held various positions in the field of supervision of the Central Bank, from an Economist to the Head of Supervisory Department.



Nino Okhanashvili

**Independent Member of Supervisory Board
Independent Member of Audit Committee**

In 1999-2000, she worked at Bank of Georgia. In 2000-2008, she held various positions at TBC Bank including those of Branch Director and Head of HR Division. In 2021-2022, Nino Okhanashvili served as Chief Human Resources Officer and Director of Tegeta academy at Tegeta Holding. In different years, she was Founder and CEO of ISB International School of Business and Founding Partner at Insource Recruitment and Advisory. Independent consultant since 2008

She holds MBA from the European School of Management (ESM Tbilisi) and an MA in international economic relations from Tbilisi Ivane Javakishvili State University.



Mia Mi

**Member of Supervisory Board
Member of Risk Committee**

Holds a Bachelor's Degree in Business Administration from University of Southern California, Los Angeles. Director of International Development at Hualing Group International Special Economic Zone in Georgia. 2015-2017, Mia Mi held various positions in key departments at Basisbank.

Executive Board



David Tsaava
General Director

Mr. Tsaava with PhD degree in Business Administration started career with Basisbank in 2004, on a position of a Credit Expert, and produced gradual career ladder climb by achieving promotion to Deputy General Director, Corporate Banking in 2008 and to the General Director in 2010.

Mr. Tsaava held a membership of Bank's Supervisory Board in 2015-2018. Currently he is a member of Supervisory Boards of both subsidiaries - BB Leasing and BB Insurance.



Lia Aslanikashvili
Deputy General Director, Chief Financial Officer

With Master's Degree in International Economic Relations, Lia Aslanikashvili started her career as a chief specialist of relationships department at a trade organization. She has occupied various positions in Basisbank. First, she headed the Settlement Department, then the Treasury Department, in 2008 she was promoted to the position of the Chief Financial Officer and became a member of the Management Board as well. She is also a member of the Management Board of BB Leasing.



David Kakabadze
Deputy General Director, Chief Risk Officer

Davit Kakabadze was appointed as Director of IT and Risk Management in 2012. Having a Master's degree in Business Administration from Caucasus Business School, he started work in Basisbank on the position of a Developer/programmer. In two years, he was promoted to the Head of IT Division.

In 2008, he was appointed to the position of Risk Management Director and he became a member of the Management Board.



Levan Gardapkhadze
Deputy General Director, Retail Business

With a Master's degree in Business Management and in Law, Levan Gardapkhadze started at Basisbank as a manager of International Operations Department in 2002. He was promoted to the Head of Plastic Cards Department in 3 years. In 2008, he started as a Head of Retail direction of the bank and has become a member of Management Board.



George Gabunia
Deputy General Director, Chief Commercial Officer

George Gabunia has been Basisbank's CCO and a member of the Management Board since 2019. He has 15 years of experience in the banking industry. In 2012-2019 George Gabunia headed Basisbank's commercial department.

In 2010-2012 he led the corporate department in Procreditbank, In 2008-2010 he managed corporate regional group and in 2006-2008 he was a corporate banker.

George Gabunia holds a Master's Degree in Banking.



Rati Dvaladze
Deputy General Director, Chief Operating Officer

In 2008, he started work for the Bank of Georgia as a project manager. Afterwards, he worked as a credit risk system manager, then as a Head of Credit Risk Analysis and System Management Department.

Rati Dvaladze started work for Basisbank in 2014. He worked as the Head of Basisbank's Project Management and Business Analysis Department for 5 years. He is COO from 2019.



Hui Li
Deputy General Director, Lending

Hui Li was appointed as Deputy General Director in Lending in 2012. She holds a degree in accounting from Financial University of China. Hui Li has followed a diverse career path in Banking, occupying various positions at Credit Cooperatives and various branches of Urumqi City Commercial Bank: an accountant, a deputy director, Deputy Manager of Credit Department and Manager of Credit Department.

Hui Li was a member of the Supervisory Board of Basisbank in 2015 -2018. Currently, she is a member of the Supervisory Board of the subsidiaries.

Ratio Definitions

1. **ROAE** - Return on average total equity (ROE) equals net profit divided by average total shareholders' equity for the same period, annualized.
2. **ROAA** - Return on average total assets (ROA) equals net profit of the period divided by average total assets for the same period, annualized.
3. **Net interest margin (NIM)** is net interest income divided by average interest-earning assets, annualized.
4. **Cost to income** ratio equals total operating expenses for the period divided by the total Income for the same period.
5. **Loan yields** equal interest and similar income on loans divided by average gross loan portfolio, annualized.
6. **Cost of risk** equals Expected Credit Loss for loans to customers divided by average gross loan portfolio, annualized.
7. **PAR 90 to Gross Loan Portfolio ratio** equals loans for which principal or interest repayment is overdue for more than 90 days divided by the gross loan portfolio for the same period.
8. **NPLs** are loans with 90 days past due on principal or interest, or loans regarded as unlikely to be repaid by management decision"
9. **NPLs to Gross Loan Portfolio** equals NPLs divided by the gross loan portfolio for the same period.
10. **NPL coverage** ratio equals total Expected Credit Loss for Loans to customers divided by the NPL loans.
11. **NPL Collateral Coverage** ratio equals sum of expected credit losses for loan portfolio and the minimum amount of NPL Loans Exposure and Discounted Collateral Amounts of those NPL Loans (after applying different haircuts for different types of collaterals in ranges of 0%-100%), divided by the NPL loans.
12. **Tier 1 CAR** equals tier I capital divided by total risk weighted assets, both calculated in accordance with the requirements of the NBG Basel III standards.
13. **Total CAR** equals total capital divided by total risk weighted assets, both calculated in accordance with the requirements of the NBG Basel III standards.
14. **Net loans to deposits plus IFI funding** ratio equals net loans divided by total deposits plus borrowings received from international financial institutions.
15. **Cost of funds** equals sum of interest expenses on IFI Borrowings, Subordinated Debt, Subordinated Bond and Customer Deposits divided by average balances of same interest-bearing liabilities, annualized.
16. **LCR Liquidity coverage ratio** equals high-quality liquid assets divided by the total net cash outflow amount as defined by the NBG. Calculations are made for the Bank only, based on local accounting standards.
17. **NSFR** - Net stable funding ratio equals the available stable funding divided by the required stable funding as defined by NBG in line with Basel III guidelines.
18. **Leverage** equals Tier 1 Capital divided by total risk positions as defined by NBG in line with Basel III guidelines.



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