

TBC Bank's performance, 2011

Tbilisi, January 26, 2012 –TBC Bank, named as the best Georgian bank by the Banker, Financial Times Group magazine, summarized its performance in 2011 and reported on the last year's projects.

TBC Bank's main performance indicators in 2011 are as follows:

- **Assets increased by GEL 974 million and reached GEL 3,224,000,000;**
- **Loan portfolio increased by GEL 530 million and reached more than GEL 2 milliard**
- **Deposit portfolio increased by GEL 615 million and reached GEL 1 970 000 000.**

One of the major achievement of the bank is a purchase of controlling share of one of the fastest growing financial institutes, Bank Constanta in the beginning of 2011. With this deal TBC Bank gained strong position on the market of micro business financing.

After this transaction, during 2011 Constanta increased its assets by 78% and its credit portfolio – by 71%.

2011 was successful for other TBC Bank subsidiaries: TBC Leasing increased its market share by 18.7 percent points; also, last year the assets of TBC Credit, operating in Azerbaijan increased by 35% and its credit portfolio grew by 31%. TBC Invest (Israel) increased its deposits portfolio by GEL \$15.

As for TBC Bank, it still maintains largest share on deposit market. In Georgia 34% of individual deposits are placed in TBC Bank.

Growth of deposit portfolio by GEL 615 million was the result of successful marketing campaigns such were **Find USD 10 000** and **Win USD 20000**. These campaigns were acknowledged by the world's most prestigious advertising festivals, Eurobest Advertising Festival, Popok, Eurobest 2011, where TBC Bank's case gained silver and golden prizes.

As a result of successful deposits campaign, the portfolio of individual deposits exceeded GEL 1 billion in November.

In addition, in 2011 TBC Bank:

- ◆ Founded in 1992.
- ◆ Shareholders: EBRD, IFC, DEG, FMO, JP Morgan, Ashmore Funds and Georgian individuals.
- ◆ Leader on deposit market.
- ◆ First Georgian bank to be given ISO quality certificate.
- ◆ First Georgian company to be awarded international ranking.
- ◆ Has leading positions on leasing, dealer and insurance markets.
- ◆ Is presented on Azerbaijani's (**TBC Kredit**) and Israeli's (**TBC Invest**) markets.
- ◆ Best Bank of the year in Georgia according to Financial Times Group journal The Banker.
- ◆ Best Bank of the year in Georgia by Euromoney
- ◆ Innovator of new type of branch service "service without barriers" in Georgia;
- ◆ FitchRatings: B + and B
- ◆ Moody's: B 1 and Ba 3

- ◆ Opened 5 new branches
- ◆ Expanded its network by 19 new ATMs
- ◆ Gifted smart points to smart club members with total value of GEL 1.3 million
- ◆ Launched new products: Prime Card and Icard
- ◆ Invested GEL 1030 000 in charity and implemented several large-scale social projects
- ◆ Created the largest social media project in Georgian banking field _ today the biggest share of social network users, 45% use TBC Bank's pages on Facebook.

2011 can be evaluated as one more successful year in the 19-year history of the bank, which was reflected in the bank rankings at the end of the year:

- ◆ Financial Group and its journal The banker named TBC Bank as the best Bank of the year in Georgia.
- ◆ Journal Euromoney named TBC Bank as the best bank of 2011 in Georgia.
- ◆ International ranking agency Fitch increased TBC Bank's viability ranking from B to B+. TBC Bank is the best Georgian bank in 2011 according to the data of Deutsche Bank and Commerzbank as well.

In 2012 TBC Bank has its 20-year anniversary. In relation to this, a project "20 Years – 12 Months" has started. Within the framework of this project TBC Bank will offer various novelties to its customers.