w l i u r i angariSi

2000 ANNUAL REPORT

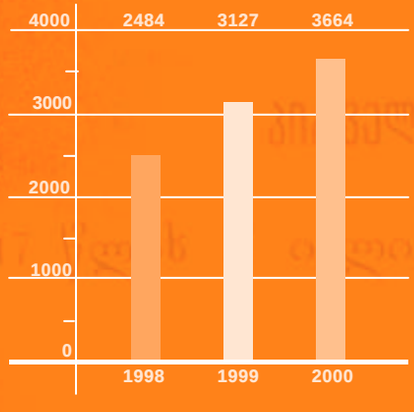
finansuri maCvenebl ebi

FINANCIAL HIGHLIGHTS

yvela Tanxa gamosaxulia aTas larSi ALL AMOUNTS EXPRESSED IN THOUSANDS OF GEORGIAN LARI	1999	2000
mTliani aqtivebi TOTAL ASSETS	66,109	87,682
kapitali CAPITAL	10,563	16,344
saprocento Semosavali INTEREST INCOME	8,365	11,649
arasaprocento Semosavali NON INTEREST INCOME	3,031	5,239
saprocento xarji INTEREST EXPENCES	(2,425)	(3,884)
ara saprocento xarji NON-INTEREST EXPENCES	(5,483)	(8,842)
wminda mogeba NET PROFIT	3,127	3,664
ROE	34.7%	27.2%
sesxebi LOANS OUTSTANDING	36,075	51,942
klientebis anabrebi CUSTOMERS DEPOSITS	30,809	52,782
saerTaSoriso sakredito dawesebulebebidan nasesxebi saxsrebi BORROWINGS FROM INTERNATIONAL CREDIT INSTITUTIONS	12,035	16,440
mogebis gadasaxadi INCOME TAX PAID	361	498

wminda mogebis dinamika
(gamosaxuli aTas larebSi)

TREND OF NET INCOME
(Expressed in Thousand GEL)



Sinaarsi

CONTENTS

2 sameTvalyureo sabWos wevrebi
Members of Supervisory Board
2 direqtorati
Board of Directors
3 “Tibisi bankis” mokle istoria
Briaf History of “TBC BANK”
4 sameTvalyureo sabWos Tavmjdomaris mimarTva
Statement of the Chairman of a Supervisory Board
6 “Tibisi bankis” prezidentis mimarTva
Statement of the President of “TBC BANK”
8 amonaweri bankis strategiidan
Print Out From General Strategy
9 generaluri miznebi
General Objectives
10 produqtebi da momsaxureba
Products and Service
10 marketinguli strategia
Marketing Strategy
11 filialebis qseli
Branch Network
11 kadrebi
Personnel
12 kapitali
Capital
13 biujetTan angariSsworeba
Payments to the Budget
14 informaciuli teqnologiebi
Information Technology
15 klientebis momsaxureba
Customer Services
16 sakredito portfeli da axali produqtebi dakreditebaSi
Credit Portfolio and New Products in Lending
22 investiciebi
Investments
23 “Tibisi brokeri”
“TBC Brokerage”
24 saerTaSoriso sakredito xazebi
International Credit Lines
24 depozitebi
Deposits
25 sakorespondento bankebi
“TBC Bank” Main International Corespondents
26 aRmasrulebeli menejmenti
Executive Management
26 filialebis menejmenti
Branches Management
29 auditoruli daskvna
Auditor’s Report

bankis sameTvalyureo sabWos wevrebi

MEMBERS OF SUPERVISORY BOARD

manuka xazaraZe (Tavmjdomare)
Mamuka Khazaradze (Chairman)
badri japariZe
Badri Japaridze
giorgi kekeliZe
George Kekelidze
daviT xazaraZe
David Khazaradze
jeims bonardo (IFC)
James Bonnardeaux (IFC)
folker noeSuci (DEG)
Dr. Volker Neuschutz (DEG)

direqtorati

BOARD OF DIRECTORS

direqtoratis wevrebi

MEMBERS OF THE BOARD OF DIRECTORS

vaxtang bucxrikiZe
Vakhtang Butskhrikidze
paata RaZaZe
Paata Gadzadze
givi lemonjava
Givi Lemonjava
zezva ciskariSvili
Zezva Tsiskarishvili
vasil ZoweniZe
Vasil Dzotsenidze

dekemberi	daarsda sskb `Tibisi-banki"
December 1992	Foundation of the Bank
maisi	mieniWa saerTaSoriso operaciebis warmoebis licenzia
May 1994	General License
ivnisi	pirveli saerTaSoriso auditoruli Semowmeba `Coopers & Lybrand"
June 1996	First international audit
dekemberi	gawevrianda S.W.I.F.T.-is sistemaSi
December 1996	Member of SWIFT
dekemberi	EBRD-is sakredito xazi - 3 milioni aSS dolari
December 1996	EBRD Credit Line - 3 million USD
ianvari	gaixsna `Tibisi bankis" borjomis filiali
January 1997	Opening of the branch in Borjomi
Tebervali	msoflio bankis sakredito xazi - 1 milioni aSS dolari
February 1997	World Bank credit line - 1 million USD
noemberi	dainerga lokaluri plastikuri baraTebi
November 1997	Local debit card project launched
Tebervali	IFC-is sakredito xazi - 3 milioni aSS dolari
February 1998	IFC Credit Line - 3 million USD
aprili	DEG-is sakredito xazi - 3 milioni germanuli marka
April 1998	DEG Credit Line - 3 million DEM
oqtomberi	gaixsna `Tibisi bankis~ rusTavis filiali
October 1998	Opening of the branch in Rustavi
Tebervali	gaixsna `Tibisi bankis~ quTaisis filiali
February 1999	Opening of the branch in Kutaisi
marti	dainerga mcire biznesis ganviTarebis programa (DELP)
March 1999	Developing Enterprise Loan Program
aprili	gawevrianda “vestern iunionis” sistemaSi
April 1999	Member of Western Union
maisi	gaixsna `Tibisi bankis~ naZaladevis filiali
May 1999	Opening of the branch in Nadzaladevi (Tbilisi)
maisi	gawevrianda “evropei interneiSenelSi” (EUROPAY International)
May 1999	Member of Europay International
noemberi	gaixsna `Tibisi bankis~ foTis filiali
November 1999	Opening of the branch in Poti
Tebervali	DEG-is sakredito xazi - 2 milioni evro
February 2000	DEG credit line - 2 million EURO
maisi	IFC da DEG gaxdnen `Tibisi bankis" aqcionerebi
May 2000	Investment of IFC & DEG in “TBC Bank's” Capital
seqtemberi	pirveli saerTaSoriso reitingi "Thomson Financial Bankwatch"
September 2000	First international rating "Thomson Financial Bankwatch"
dekemberi	gaixsna veris ganyofileba
December 2000	Opening of the Vera department (Tbilisi)
ianvari	gaixsna “Tibisi bankis” mTawmindis filiali
January 2001	Opening of the Mtatsminda branch

sameTvalyureo sabWos Tavmjdomaris mimarTva

dasrulda 2000 weli damasTan erTad me-20 saukune. "Tibisi bankma" mTel msofliosTan erTad mesame aTaswleulSi Seabija da Tavisi ganviTarebis axal etapze gadavida. bankis daarsebidan 8 weliwadma ganvlo. ra Tqma unda, aRniSnuli periodi umniSvneloa sabanko saqmis arsebobis istoriasTan SedarebiT, magram saqarTvelos sinamdvileSi es gza sakmaod grZeli da sirTuleebiT aRsavse iyo. dRes, rodesac Cven Tamamad SegviZlia SevajamoT bankis muSaobis Sedegebi misi rvawliani istoriis manZilze, minda sruli pasuxismgeblobiT ganvacxado, romesgza "Tibisi bankma" warmatebiT ganvlo.

vcdilobT Cveni saqmianobisas sabanko saqmis warmoebis iseTi tradiciebi Camovayaliboт, romelTac qarTuli bankebis arsebobis saukunovani istoria udevs safuZvlad. 100 weliwadze metia, rac saqarTveloSi daarsda pirveli qarTuli banki da safuZveli Caeyara qarTul sabanko tradicias. Cven vecadeT swored am tradiciebis gamgrZeleblebi vyofiliyaviT. patiosneba, bankiris sityva, klientze zrunva - ai is faseulobebi, romlebic qarTuli sabanko saqmis saukunovanma istoriam gvianderZa. Cveni mizania avaRorZinoT da ganvaviTaroT es faseulobebi. es iqneba Cvens mier qarTuli sabanko sistemis ganviTarebaSi Setanili mcirewvlili, romelic, vimedovneb, xels Seuwyobs mis Semdgom ganviTarebas.

Cemi Rrma rwmeniT saqarTveloSi aucileblad Camoyalibdeba Zlieri sabanko-safinanso sistema, romelic safuZvlad daedeba qarTuli biznesis aRorZinebasa da mosaxleobis cxovrebis donis amaRlebas.

bolos minda gulwrfelimadloba gadavuxado yvela Cvens klients, TanamSromelsa da partniors didi ndobisa da mxardaWerisaTvis. minda dagarwmunoT, rom momavali wlebis ganmavlobaSi Cven ar daviSurebT mondomebasa da energias bankis mier Camoyalibebuli strategiuli gegmisa da dasaxuli miznebis misaRwevad.

STATEMENT OF THE CHAIRMAN OF THE SUPERVISORY BOARD

The dawning of the new millennium marks a further stage in the development of TBC Bank. It is now eight years since the Bank started its operations. While this is but a short period in the overall history of banking, for a bank in Georgia it is not without significance. It is no exaggeration to state that the road we have traveled has been both long and complicated. However we are delighted to report that we have traversed that path successfully.

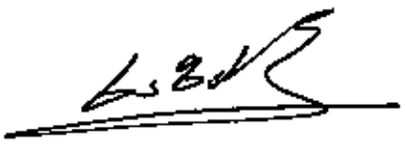
When we opened TBC Bank we tried to model ourselves upon the tradition of banking that existed previously in the country. The first bank in Georgia was established more than 100 years ago. Honesty, integrity and customer care are the values that we have inherited from the century long history of banking here. It has been our aim to revive and develop these values. This is our contribution to the banking system of Georgia and the values that we believe underpin the future of successful banking in the country.

I would like to share my fundamental belief that a robust banking system in Georgia provides the essential basis for business development and the improvement of living standards in the country.

Finally, I would like to thank all our customers, employees and partners for their trust and support. Moreover I assure you, that we will continue to deploy our best efforts and energy towards achieving the strategic plan and objectives set by the bank.

mamuka xazaraZe
sameTvalyureo sabWos Tavjdomare

Mamuka Khazaradze
Chairman of the Supervisory Board



bankis saqmianobaSi
menejments
sakuTar misiad
miaCnia:

uzrunvelyos bankis saimedooba da stabiluri ganviTareba,
klienturis bazis dinamiuri zrdisa
da marTvis sistemebis mudmivi srulyofis gziT

THE MISSION
OF THE MANAGEMENT
FOR THE EVERY DAY ACTIVITIES
SHOULD BE:

TO ENSURE THE RELIABILITY AND STABLE DEVELOPMENT OF THE BANK,
THROUGH THE DYNAMIC INCREASE IN THE NUMBER OF CUSTOMERS AND
THE SYSTEMATIC IMPROVEMENT OF MANAGEMENT SYSTEMS

“Tibisi bankis“ prezidentis mimarTva

me-20 saukunis ukanaskneli weliwadi “Tibisi bankisaTvis” metad mniSvnelovani da sakmaod warmatebuli gaxldaT. adgilobriv safinanso bazarze bankis wilma aqtivebis mixedviT 16.3% Seadgina, xolo klientebis momsaxurebis standartebis mixedviT bankma lideris pozicia daikava. bankis klienturisa da saqmianobis masStabebis zrdis paralelurad mniSvnelovnad gafarTovda TanamSromlebis ricxvi. dResdReobiT bankis centralur ofissa da filialebSi 200-ze meti adamiania dasaqmebuli.

warmatebiT Sesrulda 2000 wlis finansuri gegma. 2000 wlis 31 dekembris mdgomareobiT bankis mogebam 3,664 aTasi lari Seadgina. aqtivebis mocululoba gasul welTan SedarebiT gaizarda 32.6%-iT da wlis bolos 87,682 aTas lars miaRwia. ROA da ROE Sesabamisad iyo 4.8% da 27.2%. aqtivebis zrda ZiriTadad Semosavlis momtani aqtivebis mocululobis zrdis xarjze moxda. bankis sakredito dabandebis mocululoba wlis ganmavlobaSi 38 milioni laridan 56 million laramde, xolo mTlianad Semosavlis momtani aqtivebis mocululoba 56 milioni laridan 75 million laramde gaizarda.

wlis ganmavlobaSi aRiniSneboda bankis valdebulebebis dinamiuri zrda. klientebis angariSebze ricxuli naSTebis mocululoba gaizarda 70.1%-iT.

klientebTan teritoriuli daaxloebis mizniT “Tibisi banki” agrZelebs filialebis qselis gafarToebis politikas. “Tibisi banki” ukve rva filialis saSualebiT sTavazobs Tavis momsaxurebas klientebs. TbilisSi gaixsna mTawmindis filiali, romelsac, klientebis gamokiTxvis mixedviT, teritoriulad Zalze xelsayreli adgilmdebareoba ukavia.

wlis umniSvnelovanesi movlenaa saerTaSoriso safinanso korporaciis (IFC) da germaniis investiciebisa da ganviTarebis kompaniis (DEG) Semosvla “Tibisi bankis” kapitalSi. 26 maiss dadebuli xelSekrulebis Tanaxmad IFC da DEG gaxdnen “Tibisi bankis” kapitalis 10-10%-is mflobelebi.

2000 wlis seqtemberSi saerTaSoriso kompaniam “Thomson Financial BankWatch” “Tibisi banks” reitingi mianiWa. am mxriv, “Tibisi banki” warmoadgens pirvel qarTul kompanias, romelsac saerTaSoriso reitingi mieniWa. reitingis mixedviT “Tibisi bankis” Zlier mxareebad

STATEMENT OF THE PRESIDENT OF “TBC BANK”

The reporting year was both important and successful for “TBC Bank”. The Bank's share of the local financial market measured by assets is now 16.3 %. “TBC Bank” is the market leader in respect of customer services. Reflecting the growth in the Bank's operations and its increase in market penetration, the number of personnel has risen to two hundred.

The financial plan for 2000 was successfully implemented. As of December 31, 2000 the net income of the Bank was GEL 3,664 thousand. The volume of assets, GEL 87,682 thousand at 31 December 2000, increased by 32.6% over 1999. ROA and ROE were respectively 4.8% and 27.2%. The level of asset growth is explained by the significant increase in the volume of income assets. During 2000, the credit investments of the Bank increased from GEL 38 million to GEL 56 million. The volume of income assets increased from GEL 56 million to GEL 75 million.

Bank liabilities showed some dynamic trends during 2000. There was a 70.1% increase in the volume of balance on the accounts.

“TBC Bank” continues to increase its countrywide penetration. Currently there are eight branches. In Tbilisi a branch was opened in the Mtatsminda district of the city and according to customer feedback the location is considered a good one.

The International Financial Corporation (IFC) and the German Investment and Development Company of (DEG) became shareholders in the Bank during 2000, both with a ten percent stake. The attraction of major international financial and development institutions into the Bank points to the underlying strength of the Bank and is an additional guarantee of continued stability and long-term development.

In September 2000 “TBC Bank” was delighted to receive a rating from "Thomson Financial BankWatch". This is the first time that a Georgian company has acquired an internationally recognized rating. Thomson Financial BankWatch pointed

miCneulia misi stabiluroba, gamWvirvale saqmianoba, axalgazrda, ganaTlebuli menejmenti. saerTaSoriso standartebis Sesabamisad Catarebuli reitingi warmoadgens informaciis sando wyaros Cveni damfuZneblebis, klientebisa da partniorebisaTvis.

mniSvnelovani RonisZiebebi gatarda finansur departamentSi bankis buRaltruli aRricxvis saerTaSoriso standartebze (bass) gadasvlis mxriv. aRniSnuli proeqtis farglebSi, banks mTeli wlis ganmavlobaSi teqnikur daxmarebas uwevda "PriceWaterhouseCoopers" saqarTvelos warmomadgenloba. auditoruli kompaniis SefasebiT proeqti maRal doneze Sesrulda.

wlis ganmavlobaSi didi yuradReba daeTmo sakredito ganyofilebis reorganizacias. damoukidebel erTeulebad Camoyalibda sakredito riskebis marTvis da realizaciis struqturebi, rac sakredito dabandebis swrafi zrdis pirobebSi, jansaRi sakredito portfelis SenarCunebas uzrunvelyofs.

dasrulda bankis struqturuli reorganizaciis programa. gaimijna "Front" da "Back" ofisi. damoukidebel erTeulad Camoyalibda xazina, romelic marTavs moklevadian likvidurobas, savaluto riskebs da iTavsebs "Tibisi bankis" yvela filialis saangariSsworebo funqciebs. bankSi Seiqmna dagegmvis da kontrolis samsaxuri.

Camoyalibda "Tibisi bankis" misia da samwliani strategiuli xedva, ris safuZvelzec Seiqmna bankis funqcionaluri erTeulebis samoqmedo gegmebi da am gegmebis Sesrulebis mkacri kontrolis meqanizmebi.

bolos minda madloba gadavuxado bankis klientebs, partniorebs, aqcionerebsa da bankis mTel koleqtivs im didi wvlilisaTvis, romelic TiToeulma maTganma bankis ganviTarebaSi Seitana.

towards stability, transparent activities, and a young and educated management as the strengths of the Bank. This rating is welcome news for our shareholders, customers and partners.

The Financial Department introduced further International Accounting Standards (IAS) into the Bank. "PriceWaterhouseCoopers" an auditing company rendered technical assistance to the Department over the year and confirmed that the implementation of these standards was high.

The Credit Department was reorganized during 2000. There are now separate units for credit risk management and sales. This change will ensure the maintenance of a sound credit portfolio, particularly in a time of rapidly growing credit investments.

The Bank has completed its overall structural reorganization. "Front" and "Back" office was separated. One highlight of the changes is that the Treasury is now an independent unit. The Treasury manages short-term liquidity, foreign currency risk and combines the function as the payment center for all the branches. Moreover the Bank has established a planning and control service.

"TBC Bank" has now developed a comprehensive mission statement and a three-year strategic vision. Flowing out from these specific action plans for the various departments of the bank have been adopted as well as strict control mechanisms for implementation.

Finally, I would like to thank our customers, partners, shareholders and the staff of the Bank for their significant contribution towards the Bank's current and future development.

vaxtang bucxrikiZe
prezidenti

Vakhtang Butskhrikidze
President

amonaweri bankis strategiidan
PRINT OUT FROM GENERAL STRATEGY

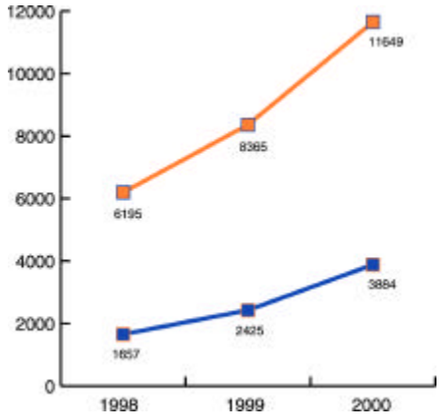
bankis ganviTarebis Sejerebuli koncefcia gulisxmobs banks, romelic:

- konkurentebisagan gamoirCeva momsaxurebis maRali xarisxiT
- gansakuTrebul yuradRebas uTmobs saSualo zomis kompaniebs, mcire biznesis ganviTarebad warmomadgenlebs, msxvil kompaniebs, saerTaSoriso organizaciebsa da SeZlebul fizikur pirebs
- afarToebs filialebis qselsaqarTveloSi da mis mezobel qveynebSi
- uqmnis TanamSromlebs yvela pirobas maqsimaluri TviTrealizaciisaTvis
- mudamaris da iqneba saukeTeso korporaciuli moqalaqe

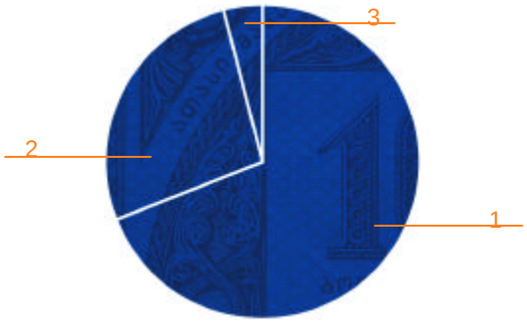
COMBINING THE VIEW-POINT OF EACH OF US IN REGARD OF THIS ISSUE, WE RESOLVED TO SET UP THE BANK, THAT:

- is distinguishable from its competitors by its commitment to quality service
- will concentrate upon small and medium size enterprises, large enterprises, international organizations and affluent (real or potential) individuals
- expand its branch network inside Georgia and in neighbouring countries
- create conditions for staff initiative and development
- will be a true corporate citizen

saprocento Semosavlebisa da xarjebis dinamika
(gamosaxuli aTas larebSi)
TREND OF INTEREST INCOME AND EXPENSES
(Expressed in Thousand GEL)



2000 wlis mTliani Semosavlebis struqtura
STRUCTURE OF TOTAL INCOME FOR 2000



1. saprocento Semosavlebi - 69% - Interest Income
2. wminda sakomisio Semosavlebi - 27% - Net Commissions
3. sxva Semosavlebi - 4% - Other Operating Income

generaluri miznebi

TBC BANK GENERAL OBJECTIVES

uaxloesi sami wlis ganmavlobaSi vimuSavebT ra Cveni xedviT gansazRvruli bankis Sesaqmnelad da davicavT misiaSi mocemul prioritetebs, migvaCnia, rom maTi realizaciis xarisxi SeiZleba CavTvaloT damakmayofileblad, Tu Cven SevZlebT Semdegi raodenobrivi da finansuri miznebis miRwevas:

WHILE WORKING ON THE ESTABLISHMENT OF THE BANK DEFINED IN THE VISION AND OBSERVING PRIORITIES SET IN THE MISSION FOR THE PERIOD OF THREE YEARS, WE CAN CONSIDER THE IMPLEMENTATION LEVEL SATISFACTORY IF WE REACH THE FOLLOWING FINANCIAL AND QUANTITATIVE RESULTS:

	2003 w.	2001 w.
ROE	24%	24%
ROA	3.0%	3.5%
depozitebis wili bazarze deposit market share	16.5%	15.5%
sakredito portfelis wili bazarze credit portfolio market share	15%	13.5%
filialebis raodenoba number of branches	14	10
Semosavlebi erT TanamSromelze income per employee	100000GEL	90000GEL
administraciuli xarjebi wminda Semosavlebidan administrative expenses/ net income	42.5%	47.5%
mTliani Semosavlebis zrda increase of gross income	15%	20%
momsaxurebis xarisxis Sefaseba konkurentebTan SedarebiT assessment of the service quality as compared to the competitors	**umaRlesi** highest	

amonaweri bankis strategiidan
PRINT OUT FROM GENERAL STRATEGY

produqtebi da momsaxureba

momavalSi “Tibisi bankis” konkurentul upiratesobad unda iqces momsaxurebis umaRlesi xarisxi. maRali xarisxis umTavres maxasiaTeblebad migvaCnia momsaxurebisaTvis aucilebeli dro, procedurebi da momsaxurebis Tanmxlebi damatebiTi komforti.

Cven unda SevZloT gavukeToT standartizireba momsaxurebis yvela saxes da aRniSnuli standartebi davnergoT “Tibisi bankis” yvela filialSi.

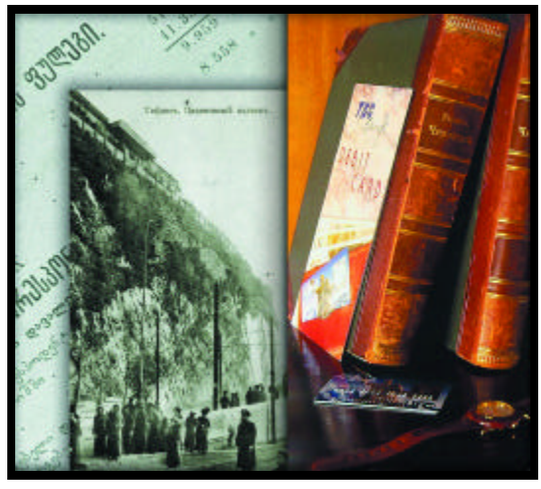
rac Seexeba Cvens produqtebs, am mxriv avirCieT diversifikaciis strategia da gadavwyviteT SevqmnaT mravalferovani produqtebi, raTa davakmayofiloT klienturis individualuri moTxovnilebebi, rac TavisTavad klienturis bazis zrdas Seuwyobs xels.

PRODUCTS AND SERVICE

The competitive advantage of “TBC Bank” defined in the Vision is its high quality service. We consider the major characteristics of high quality to be the time and procedures necessary for the service, as well as certain benefits additional to the basic service.

We will standardize all our service types and monitor these standards in all our branches.

We will have a diversified set of products targeted towards individual customer requirements. This will ensure the dynamic growth of our customer base.



marketinguli strategia

uaxloesi samiwlis ganmavlobaSi erT-erT umTavres mizans warmoadgens “Tibisi bankis” stabiluri ganviTareba, rogorc saSualo, msxvili da mcire zomis ganviTarebadi kompaniebis, ise SeZlebuli fizikuri pirebis sabanko momsaxurebis bazarze.

miznobrivi segmentebisaTvis sabanko momsaxurebis gaumjobesebis mizniT yuradReba gamaxvildeba momsaxurebis xarisxis, axali produqtebisa da maTi miwodebis arxebis ganviTarebaze.

MARKETING STRATEGY

The three-year plan (2001-2203) is the stable development of the Bank upon attracting small and medium size enterprises, large enterprises, international organizations and affluent individual customers.

For expansion on the target segments the Bank should pay attention to the development of new products and its distribution channels, as well as on the quality of service.

amonaweri bankis strategiidan
PRINT OUT FROM GENERAL STRATEGY

filialebis qseli

bankma unda gaafarToos filialebis qseli iq, sadac iqneba misTvis prioritetuli klientebis momsaxurebis SesaZlebloba. am mimarTulebiT dagegmilia 2003 wlamde filialebis ricxvi gaizardos 14-mde, xolo 2001 wlis bolomde bankis filialebis ricxvma unda miaRwios 10-s.

kadrebi

Cvens umTavres amocanas warmoadgens kadrebisaTvis maqsimaluri TviTrealizaciis pirobebis Seqmna. Cven vTvliT, rom SevZlebT amis miRwevas, TuTiToeul adamians SevurCevT misi saqmiani unarebis Sesabamis samuSao adgils, SevTavazebT kvalifikaciis amaRlebisa da motivaciis efeqtur programebs.

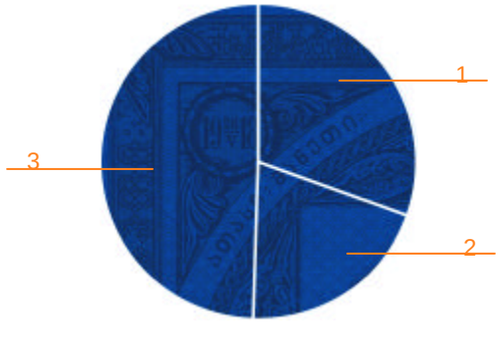
BRANCH NETWORK

The Bank will expand its branch network to towns and regions where there will be opportunities for delivering profitable services to those targeted customers. We therefore intend to increase the number of branches from ten by the end of 2001 to fourteen by the end of 2003.

PERSONNEL

We will create the best possible conditions for our employees. Each member of staff will be placed in a position appropriate to his or her existing and potential business skills. This is the major priority towards upgrading the professionalism of our personnel.

2000 wlis mTliani xarjebis struqtura
STRUCTURE OF TOTAL EXPENSES FOR 2000



1. saprocento xarjebi - 30.5% - Interest Expenses
2. sesxis danakargis rezervis xarjebi - 20% - Loan Loss Provision Expenses
3. arasaprocento saoperacio xarjebi - 49.5% - Non-Interest Operational Expenses

kapitali

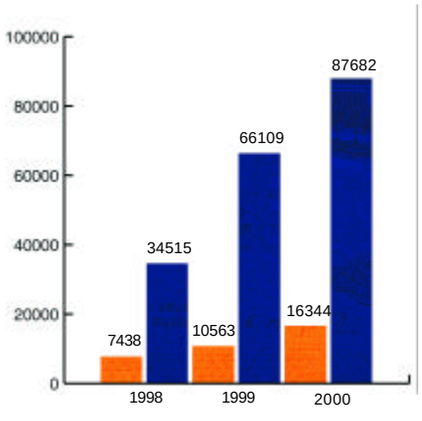
2000 wlis 31 dekembris mdgomareobiT bankis kapitalma 16,344 aTasi lari Seadgina. 1999 welTan SedarebiT (1999 wlis mdgomareobiT kapitalis mocultoba - 10,563 aTasi lari) zrda 54.6%-ia. saangariSgebo wlis ganmavlobaSi ganxorcielda bankis aqciebis damatebiTi emisia, romlis xarjze bankis sawesdebo kapitali 5 milion laramde gaizarda. IFC-isa da DEG-is saxiT axali aqcionerebis bankis kapitalSi SemosvliT mTliani kapitali gaizarda 2,288 aTasi lariT, xolo zrdis meore mniSvnelovani wyaro iyo 2000 wlis mogeba, romlis wilskapitalis zrdaSi 63.4% ukavia da Seadgens 3,664 aTas lars. wlis ganmavlobaSi leverejis saSualo maCvenebelia 5.7.

CAPITAL

As of December 31, 2000 the Bank had a market capitalization of GEL16,344 thousand. This represents a 54.6% increase over 1999 when the volume of capital was GEL10,563 thousand. Further shares in the Bank were offered during the reporting year. As a result, the Authorized Capital of the Bank has increased up to 5 million Lari. With the introduction of DEG and IFC as new shareholders, the total capital of the Bank increased by GEL2,288 thousand. Retained earnings provided a significant source of capital in 2000, accounting for 63.4% of capital growth and totaled GEL3,644 thousand. The avarage leverage during the year was 5.7.

kapitalis da mTliani aqtivebis dinamika
(gamosaxuli aTas larebSi)

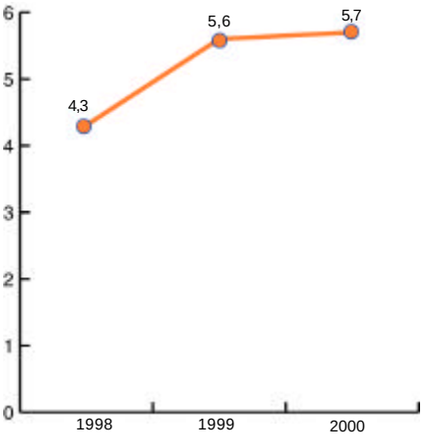
TREND OF EQUITY AND TOTAL ASSETS
(Expressed in Thousand GEL)



kapitali
Equity
mTliani aqtivebi
Total Assets

leverejis koeficienti
(saSualo aqtivebi/saSualo kapitali)

LEVERAGE MULTIPLIER
(Avarage Assets/Avarage Equity)



biujetTan angariSsworeba
PAYMENT TO THE BUDGET

2000 wels biujetSi gadaxdilma gadasaxadebis saerTo mocul obam 2083 aTasi lari Seadgina. qvemoT mocemul ia gadasaxadebis struqtura da mocul obebi filialebis WrilSi:

The total volume of taxes paid to the country's budget in 2000 was GEL2 083 thousand. Below we present the tax structure and volumes by branches:

gamosaxul ia aTas larSi
in thous. Lari

	mogebis gadasaxadi Income tax	saSemosavlo gadasaxadi Income tax (physical pers)	socialuri gadasaxadi Social tax	sxva gadasaxadi Other taxes	sul: Total:
borjomis filiali					
Borjomi branch	33	13	18	7	71
quTaisis filiali					
Kutaisi branch	119	35	51	24	229
naZaladevis filiali					
Nadzaladevi branch	37	19	27	10	93
rusTavis filiali					
Rustavi branch	35	17	20	8	80
foTis filiali					
Poti branch	21	14	21	6	62
Tbilisis centraluri filiali					
Tbilisi central branch	332	443	567	206	1,548
sul:					
Total:	577	540	705	242	2,083

informaciuli teqnologiebi

gasuli wlis ganmavlobaSi yvela msxvili organizaciis da maT Soris safinanso institutebis winaSe mwvaved idga 2000 wlis problema. aRsaniSnavia, rom jer kidev 1999 wels `Tibisi bankSi" ganxorcielebuli RonisZiebebis Sedegad, bankis sainformacio sistemebis funqcionirebaSi am problemiT gamowveul aranair Seferxebas adgili arhqonia.

bankSi dainerga S.W.I.F.T.-is sistemis axali programuli uzrunvelyofa "Alliance Access" (arsebuli "IBM Merva"-s nacvlad). Sedegad mniSvnelovnad gaizarda saerTaSoriso tranzaqciebis damuSavebis saimedooba, siCqare da xarisxi.

srulde bagloba luri qselis Seqmna bankis filialebsa da saTao ofiss Soris. qselis safuZvlad udevs firma “Cisco”-s aparatura, Sifrirebisa da VPN teqnologiebi. ukve xorcieldeba filialebTan informaciis Seuferxebeli, daculi da swrafi gacvla. filialebis TanamSromlebs SeuZliaT korporaciuli intranetidan (Sida sakomunikacio qseli) informaciis miReba da qselis saSualebiT elektronuli Setyobinebebis mimocvla.

dainerga arsebuli sabanko programis modificirebuli versia, romelic agebulia Tanamedrove klient-serverul teqnologiaze. Sedegad gaizarda tranzaqciebis damuSavebis siCqare da sabanko monacemTa bazebis Senaxvis saimedooba. paralelurad moxda elektronuli sabanko momsaxurebis programuli uzrunvelyofis Canacvleba axliT, romelsac ufro meti funqcionaluri SesaZleblobebi gaaCnia.

2001 wels dagegmil RonisZiebebs Soris erT-erTi yvelaze mniSvnelovani proeqtia, ucxouri sakonsultacio saagentos daxmarebiT, Tanamedrove sabanko programuli uzrunvelyofis kompleqsis SerCeva. axali sistemis funqcionalurma SesaZleblobebma unda daakmayofilos bankis rogorc arsebuli, aseve samomavlo moTxovnebi axali produqtebisa da teqnologiebis mxriv.

avtomatizebuli sabanko sistema saSualebas mogvcems maqsimalurad mivusadagoT bankis organizaciuli struqtura dasavlur standartebs, avamaRloT klientebis momsaxurebis xarisxi da gavzardoT sabanko produqtebis mravalferovneba.

INFORMATION TECHNOLOGIES

“TBC-Bank” took all the necessary precautions to ensure that the threatened Y2K problem never affected its banking operations.

A new S.W.I.F.T. system software "Alliance Access" was introduced into the Bank (replacing the "IBM Merva" system). As a result the reliability, speed and quality of processing of international transactions has increased.

During 2000 the Bank moved towards completing its network between branches and Head Office. This network is based on equipment, deciphering and VNP technologies produced by “Cisco” Company. Uninterrupted, safe and rapid interchange of information is already being carried out with the branches. Branch staff can receive information from the corporate intranet (internal communication net) and interchange electronic messages through the network.

A modified version of the existing banking program has been introduced. It is based on client-server technologies. The result is an increase in the speed of transaction processing and higher reliability in the maintenance of the Bank's main database. Additionally new software for electronic banking was introduced. This provides both greater efficiency and increased potential.

The selection of a set of modern banking software is one of the most important projects among the measures planned for 2001. The Bank will call upon foreign expertise in choosing the appropriate systems. The functional potentialities of the new system should meet both the existing and future demands of the Bank.

A fully automated banking system will enable us to adapt the organizational structure of the Bank further towards Western standards, improve the quality of client services and increase the variety of banking products.

klientebis momsaxureba

bankis klientebis momsaxurebis gaumjobesebis mizniT 2000 wlis ganmavlobaSi ganxorcielda bankis struqturuli gardaqmnis programa. dasrulda "Front" da "Back" ofisis gamijvna. saTao ofisidan gamoiyo vakis centraluri filiali da Camoyalibda departamentebi, romlebic procesingsa da filialebis mxardaWeras axorcieleben. dResdReobiT banki klientebis momsaxurebas awarmoebs Svidi filialis saSualebiT, romlebic wmindad sabanko produqtebis gayidvis funqciaze arian orientirebuli. bankis miznobriv klienturasTan maqsimaluri miaxloebis mizniT momavali wlis ganmavlobaSi dagegmilia 4 axali filialis gaxsna.

2001 wels dasruldeba filialebTan komunikaciis axali qselis instalireba. am qselis saSualebiT SesaZlebeli gaxdeba filialebis mier ganxorcielebuli tranzaqciebis operatiuli asaxva centralur bazaSi, rac xels Seuwyobs angariSgebis, analizis da kontrolis ufro efeqtur da swraf Sesrulebas.

2001 wels igegmeba klientebis Tvisobrivad axali TviTmomsaxurebis qselis danergva (self-service network), rac eleqtronuli sabanko momsaxurebis, ATM-ebis da internet teqnologiebis safuZvelze moxdeba.

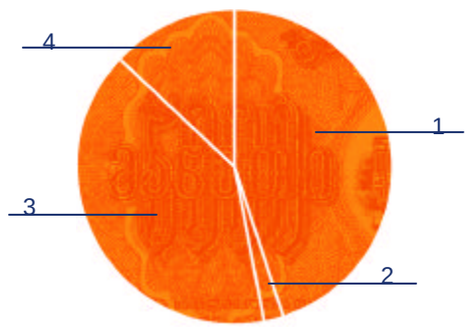
CUSTOMER SERVICES

Customers have benefited from structural changes completed during 2000. These changes have resulted in a clear distinction between "Front" and "Back" office processes. Thus, customers can clearly see the separation of head office processes and the operation of customer services at the Vake Central Branch. The Bank now has seven branches throughout the country. A further four branches are expected to open in 2001. This will enable the bank to meet more closely the requirements of our target customers.

A new communication network with the branches will be completed in 2001. The network will improve the accounting of transactions carried out in branches at the central database. This will result in more efficient and fast implementation of reporting, analysis and control.

Also in 2001 we plan to introduce a new self-service network for customers. This will be carried out based on electronic banking services, ATM and internet technologies.

2000 wlis saprocento xarjebis struqtura
STRUCTURE OF INTEREST EXPENSES FOR 2000



1. xarjebi saerTaSoriso sakredito xazebze - 45% - Expenses on International Credit Lines
2. xarjebi bankTaSoris sesxebze - 2% - Expenses on Interbank Borrowings
3. xarjebi vadian depozitebze - 40% - Expenses on Time-term Deposits
4. xarjebi Semnaxvel depozitebze - 13% - Expenses on Saving Deposits

sakredito porTfeli da axali produqtebi dakreditebaSi

bankis menejmentis grZelvadian xedvaze dafuZnebuli sakredito porTfelis formireba 2000 wels gagrZelda axali sakredito produqtebis meToduri srulyofiTa da danergviT, rac aisaxa porTfelis saerTo zrdis tendenciebSi.

2000 wlis ganmavlobaSi sakredito porTfelis mocemuloba 1.45-jer gaizarda da wlis bolosaTvis 55.8 mln. lars miaRwia. SenarCunebuli iqna mTlian aqtivebSi sakredito dabandebis maRali done _ 64%, xolo bankis Semosavlebis 62%-s kvlav sesxebidan Semosavlebi Seadgens.

sesxebze sakredito ganakveTebis Semcirebis paralelurad aseTi tendenciis SenarCuneba porTfelis xarisxobrivi maCvenebliTa da maRali diversifikaciiT aixsneba. maSin, rodesac 1999 wlis bolos saSualo Sewonili saprocento ganakveTi mTlianad sakredito porTfelze (lombarduli sesxebis garda) wliur 26.2%-s Seadgenda, 2000 wlis bolos igive maCvenebeli 24%-mde daeca. konkurentul brZolaSi bankebma aqtiurad daiwyes safaso faqtoris gamoyeneba, riTac praqtikulad daiwyo realuri grZelvadiani proeqtebis dafinansebaze moTxovnis zrda.

"Tibisi bankma" konkurentuli brZolis mTavar iaraRad porTfelis diversificireba da klientebis bazis gafarToeba airCia. wlis finansurma da sxva maCveneblebma daadastura aseTi arCevanis siswore:

- "Tibisi bankis" sakredito porTfelis sabazro wilma 13%-s gadaaWarba,
- SenarCunebuli iqna mTlian SemosavlebSi sakredito Semosavlebis wili,
- sesxebis dabrunebadobis koeficienti amaRlda danakargis rezervebis donis praqtikulad gazrdis gareSe.

CREDIT PORTFOLIO AND NEW PRODUCTS IN LENDING

The credit portfolio continues to develop and broaden based upon the long term vision of the Bank. During 2000 there has been an improvement in methodology and the introduction of new credit products.

In 2000 the volume of the credit portfolio increased by 1.45 and totaled GEL 55.8 million by the end of the year. The high investment level in total assets has been maintained - 64%, while the loan revenue makes up 62% of the total revenues of the Bank

The maintenance this trend coupled with a reduction in interest rates is accounted for by qualitative indicators and the high diversification of the portfolio.

The average weighted interest rate for the total credit portfolio (pawn loans not included) was 26.2% by the end of 1999. By year-end 2000 the corresponding indicator fell to 24%. Banks in Georgia have started using the price factor as a competitive instrument. As a result, banks are now considering and have started issuing more long-term loans.

"TBC Bank" has diversified its loan and credit portfolio and expanded its customer base. The annual financial and other indicators justify the choice made:

- Market share of TBC Bank's credit portfolio exceeds 13%;
- The share of credit revenues in the total revenues has been maintained;
- The repayment rate of loans has increased without any significant increase in the level of loan loss reserve;

bankis kapitali wlis ganmavlobaSi miRebuli mogebis garda, 2000 wlis ivnisSi misi axali aqcionerebis SenatanebiTac gaizarda. kapitalis adeqvaturobidan gamomdinare, banks saSualeba Seeqmna gaezarda didi moculobis proeqtebis dafinanseba, magram miuxedavad amisa, sesxebis umravlesoba (49%) 500,000 laramde moculobis kreditebze modis.

bankis filialebis qselisgafarToebiT SesaZlebeligaxda sesxebis regionaluri gaSla da axal klientebTan grZelvadiani partniorobis dawyeba. wlis bolos naZaladevis, rusTavis, borjomis, quTaisisa da foTis sakredito dabandebebma bankis mTeli portfelis 22.3%-s miaRwia, nacvlad gasuliwlis 5%-is maCvenebelisa.

ekonomikis dargobrivi seqtorebis mixedviT portfelis diversifikaciam kidev ufro gazarda bankis mier dasakreditebeli sferoebis masStabi. miuxedavad imisa, rom vaWroba kvlav mniSvnelovani wiliT aris warmodgenili (32%), bankis prioritetuli dargebi _ transporti, kavSirgabmuloba da energetika, _ mTlianobaSi sakredito dabandebis mniSvnelovan stabilur nawilad iqca. amasTan, amsferoebSi sesxebis umravlesoba grZelvadiani Semosavliani aqtivebia da stabiluri zrdiT gamoirCeva. xvedriTi wilis zrdiT xasiaTdeba mSeneblobisa da uZravi qonebis wili bankis sakredito aqtiobaSi. es ukavSirdeba axali sakredito produqtis _ uZravi qonebis dafinansebis _ danergvas mzardi bazris analizis safuZvelze. gaizarda fizikuri pirebis individualuri samomxmareblo sesxebis wilic, romelmac oqros lombardTan erTad jamSi portfelis 18%-ze meti Seadgina.

DIVERSIFICATION OF THE PORTFOLIO

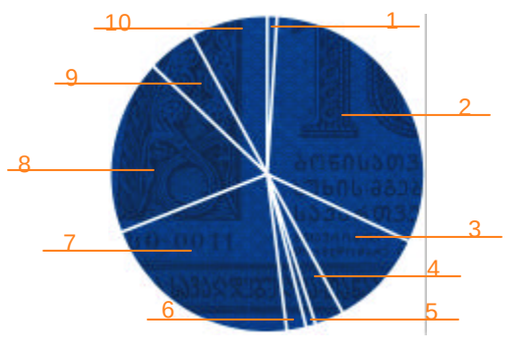
The increase in the Bank's capital was also influenced by the contributions made by the new shareholders in June 2000. As a result, the Bank was able to increase funding into large volume projects. Nevertheless the volume of the major part of the loans (49%) is up to GEL 500,000.

The expansion of the branch network has enabled the Bank to broaden its coverage of loans in the regions of the country and start long-term partnerships with new customers. By the end of the year the credit investments of Nadzaladevi, Rustavi, Borjomi, Kutaisi and Poti branches was 22.3% of the Bank's total portfolio, as compared to 5% last year.

Diversification of the loan portfolio has facilitated the Bank to move into a broader range of economic sectors. While trade still represents a significant share (32%), the priority sectors of the Bank - transport, communication and energy now form a significant share of the total credit investment. The majority of loans in these areas are long-term income assets, characterized by stable growth. The share of construction and real estate in the Bank's credit activity continues to develop. The Bank introduced a new credit product - mortgage loans, as a result of an analysis of that market. The share of individual consumer loans has also increased. In total, together with pawning of gold, the share made 18% of the portfolio.

portfelis struqtura dargebis mixedviT
2000 wlis 31 dekembris mdgomareobiT

CREDIT PORTFOLIO STRUCTURE BY SECTORS AS OF DECEMBER 31, 2000



1. bankTaSorisi - 1% - Interbank
2. vaWroba - 31% - Trade
3. momsaxureba - 10% - Service
4. energetika - 3% - Energy
5. soflis meurneoba - 1% - Agriculture
6. mSeneblobа - 2% - Construction
7. msubuqi da mZime mrewvelobа - 21% - Manufacture and Processing
8. fizikuri pirebi - 18% - Individuals
9. kavSirgabmuloba - 5% - Comunications
10. sxva seqtori - 8% - Other Sectors

radikalurad Seicvala sakredito porTfelis struqtura sesxebis vadianobis WrilSi. kerZod, didi tempiT izrdeba 1 welze meti vadis mqone sesxebis wili, romelmac mTeli porTfelis TiTqmis naxevars miaRwia (48.1%). aqedan naxevari 2 welze meti vadis sesxebze modis. maTi umravlesoba adgilobrivi warmoebis, momsaxurebisa da infrastruqturis sferos ukavSirdeba.

axali sakredito produqtebi

sakredito porTfelis diversifikaciis logikuri gagrZelebaa bankis menejmentis gadawyvetileba axali sakredito produqtebis dizainisa da danergvis Sesaxeb. prioritetul produqtebad jer kidev rCeba mcire da saSualo biznesis grZelvadiani dakrediteba da savaWro proeqtebis dafinanseba (maT Soris dokumentaluri akreditivebis gamoyenebiT). fulad bazarze mimdinare procesebma sakredito institutebSi gaaRrmava produqtebis asortimentis gafarToebis motivacia. "Tibisi banki" aseTi wamowyebebis iniciatori gaxda.

axali produqtebis danergva bazris kvlevisa da riskebis marTvis teqnologiebis SemuSavebas eyrdnoba. amasTan mxriv bankis mier gansakuTrebuli mniSvneloba eniWeba produqtebze orientirebuli kvalifikaciuri kadrebis momzadebas, sesxis Sefasebis kriteriumebis dadgenas da bazarze produqtis stabilurad damkvidrebas.

mikrosesxebis (1,000-dan 15,000 aSS dolaramde sesxebi mcire biznesze) filialebis qseliT danergvis Semdeg bankis sakredito produqtebis "kalaTas" 2000 welskidev ori axali produqti daemata _ ipoTekuri sesxebi da individualuri samomxmareblo sesxebi. orive maTgani moqalaqeebis piradi Semosavlebis sakmarisobasa da bankis mier maTze kontrolis doneze eyrdnoba.

ipoTekuri sesxebi

amas proeqtis aqtualoba ZiriTadad uZravi qonebis bazarze arsebuli mastabilurma fasebma da mosaxleobis garkveuli fenebis Semosavlianobis amaRlebam ganapiroba.

sesxis miRebis mTavari winapirobaa msesxeblis stabiluri da sakmarisi Semosavlianoba, agreTve uZravi qonebis asaSeneblad an SesaZenad piradad msesxeblis sakuTari fuladi monawileobis sakmarisi done. amasTanave msesxeblis sakuTrebaSi arsebuli da momavali uZravi qonebis salikvidacio Rirebulebis Sefasebas didi mniSvneloba eniWeba misi sesxis uzrunvelyofad gamoyenebis mizniT.

The structure of the credit portfolio with respect to loan terms has radically changed. In particular, the share of the loans with a term over 1 year is rapidly increasing, and has reached almost half of the total portfolio volume (48,1%). Half of the volume covers loans of a 2-year duration. Most of these loans concern local production, services and infrastructure.

NEW CREDIT PRODUCTS

The decision of the Bank to design and introduce new credit products is a logical continuation of the diversification of the credit portfolio. SME crediting and funding of trade projects (including using documented letters of credits) still remain the principal products. The motivation of crediting institutions to expand their range of products was a result of processes taking place on the financial market. "TBC Bank" initiated a number of new products.

However before introducing new financial products, extensive market research and risk assessment exercises were undertaken. Particular attention was paid to training staff, determining loan evaluation criteria and the consideration of methods for the stable establishment of the product on the market.

Following the introduction of micro-credits (1,000 to 15,000 USD loans to small businesses), two new products were added to the credit portfolio of the bank in 2000 - mortgage loans and personal loans. In determining such loans the credit worthiness of the applicant is considered along with the level of control imposed by the Bank.

MORTGAGE LOANS

The introduction of mortgages was governed by two main factors. Firstly there is price stability on the real estate market and secondly there is a notable increase in the level of stable income of certain parts of the population.

The main condition for issuing a mortgage loan is both the level and stability of income of the potential borrower. Additionally, the applicant must demonstrate his own contribution towards the cost of construction or the purchase of real estate. The Bank evaluates the liquidation price for the currently owned property as well as future real estate of the applicant and can use it as a security on the loan.

sesxis maqsimaluri vadianoba bankis mier gansazRvrulia 5 wliT. produqtis danergvisa da efeqturad ganviTarebis pirobebSi bankis menejmenti mzad aris ipoTekur sesxs SesZinos misTvis klasikurad damaxasiaTebeli Tviseba _ dafarviskidevufrogrZelivada.

individualuri samomxmareblo sesxebi

saqarTveloSi mimdinare ekonomikurma procesebma gamokveTa stabiluri Semosavlianobis mqone kvalificiuri axalgazrda Taoba, romelTa mimdinare samomxmareblo xarjebze moTxovna droSi scdeba maTi momavali garantirebuli Semosavlebis fulad nakadebs. bazris sakmarisi moculobis gamokveTis safuZvelze, bankis menejmentma SeimuSava dakreditebis zRvrulad konservatiuli procedurebi, romelic uzrunvelyofs samomxmareblo sesxebis stabilurad damkvidrebas sakredito produqtebis asortimentSi.

am SemTxevaSi sesxis Tanxisa da vadianobis gansazRvrisas mTavari winapirobaa klientis Semosavlianobis sakmarisi done. aseTi tipis sesxebis uzrunvelsayofad gamoiyeneba rogorc uZravi qoneba, ise msesxeblis piradi qoneba da momavali garantirebuli fuladi nakadebi.

Currently the bank issues mortgage loans for 5 years. However, the Bank hopes in the future to offer the classical feature of the mortgage loan - a longer repayment period.

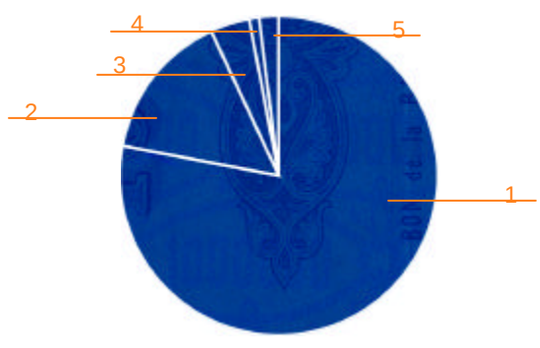
PERSONAL LOANS

Georgia now has a generation of qualified young people with stable incomes. However until recently this section of the population that has buying-power, has not been in a position to get credit. The Bank in 2000 determined the market volume, and has introduced conservative procedurebi for credit that will ensure the stability of personal loans within the range of credit products.

The main pre-condition for determining the loan amount and its term is the current income level of the applicant, and that the Bank can. Real estate, as well as other personal property of the applicant and future guaranteed income can be used as security upon the loan.

msesxeblebis raodenoba aRebuli sesxebis mocullobebis mixedviT
2000 wlis 31 dekembris mdgomareobiT

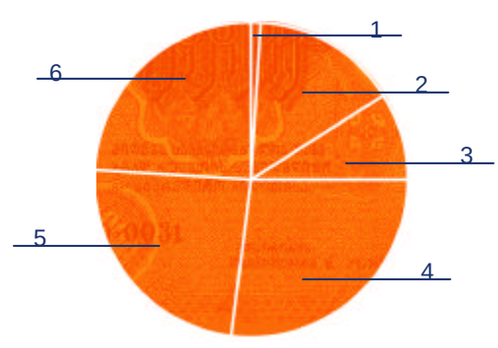
NUMBER OF BORROWERS BY LOAN AMMOUNTS AS OF DECEMBER 31, 2000



1. 50,000 laramde - 78% - Up to 50,000 GEL
2. 50,000-dan 250,000-mde - 15% - 50,000-250,000 GEL
3. 250,000-dan 500,000-mde - 4% - 250,000-500,000 GEL
4. 500,000-dan 1,000,000-mde - 1% - 500,000-1,000,000 GEL
5. 1,000,000-meti - 2% - Over 1,000,000 GEL

portfelis struqtura sakontraqto vadebis mixedviT
2000 wlis 31 dekembris mdgomareobiT

CREDIT PORTFOLIO STRUCTURE BY ORIGINAL DURATION AS OF DECEMBER 31, 2000



1. 1 Tvemde - 1% - Up to 1 Month
2. 1-dan 3 Tvemde - 15% - 1-3 Months
3. 3-dan 6 Tvemde - 9% - 3-6 Months
4. 6-dan 12 Tvemde - 27% - 6-12 Months
5. 1-dan 2 wlamde - 24% - 1-2 Years
6. 2 welze meti - 24% - Over 2 Years

samomxmareblo sesxebis ganviTareba pirdapir daukavSirda bankis individualuri klientebis sadebeto da sakredito baraTebis gavrcelebas, ramac sakmarisad didi masStabebi miiRo. amrigad, moxda bankis sxvadasxva produqtebis gadakveTa bazris moTxovnis safuZvelze.

axali produqtebis Semdgomi ganviTareba pirdapir ukavSirdeba qveyanaSi arsebul socialur da ekonomikur faqtorebs, romelTac banki mudmivad aanalizebs da axdens Sesabamis marketingul RonisZiebebis danergvas.

The development of personal loans is an extension of the debit and credit cards that are now widely used by the Bank's customers.

New products will be directly connected with the economic and social development of the country. The Bank continues to monitor developments on a regular basis and marketing plans are refined based upon this analysis.

dakreditebis organizaciuli mxardaWera

2000 wlis meore naxevarSi SemuSavda da dainerga dakreditebis iseTi organizaciuli struqtura, romelic uzrunvelyofs sakredito produqtebis realizaciisa da riskebis marTvis gancalkevebul da paralelur mxardaWeras. sesxebis gayidvis sferoSi momuSave sakredito oficrebi ufro metad orientirebulebi arian bazris moTxovnebis analizze da sakredito politikis farglebSi potenciuri klientebis gamovlenaze, xolo riskebis marTvis bloki _ produqtis specifikaze dayrdnobiT maTi riskianobis donis Semcirebaze. pirveli maTgani mTlianad filialebis qselSia moqceuli, xolo meore _ bankis saTao blokSi (sakredito departamenti).

sakredito ganyofilebis SigniT gamoiyo riskebis marTvis bloki, romelic momavalSi TiToeuli produqtis mixedviT specializaciis gziT ganviTardeba da sakredito politikis parametrebis mudmivi dacvis iaraRi iqneba. amiT miRweuli iqneba rogorc calkeul produqtze riskianobis donis Semcireba, ise mTlini porTfelis sakmarisi diversificireba.

CREDIT ORGANIZATION

In the second half of 2000 a new organizational structure of the credit department was introduced. This ensures individual and parallel support of credit product sales and risk management. Credit officers, located in each branch, analyze market demands and target potential customers within the limits of credit policy. The risk management unit at the head office works to minimize the risk to the Bank based upon the specificities of the product.

The risk management unit is established inside the main Credit Department. In the future it will be the instrument for the constant monitoring of the parameters of credit policy. This will reduce the level of risk for each product and result in a consistent diversification of the total portfolio.

2000 wlis ganmavlobaSi sesxebze momuSave menejerebis ricxvi TiTqmis gaormagda. am tendenciis SenarCuneba igegmeba 2001 welsac. sakredito riskebis marTvis sferoSi kvalifikaciis amaRleba bankis sakadro politikis prioriteti xdeba. profesionaluri kadrebis zrdam unda uzrunvelyos sesxebis gacemaze gadawyvetilebebis maqsimaluri operatiuloba da produqtebis maqsimaluri Semosavlianoba. kvalifikaciis amaRlebaze gaweulma investiciebma 2000 welsuzrunvelyo sesxis damtkicebis saSualo vadis 15 dRidan 7 dReмde Semcireba. amasTan, praqtikuladar gazrdilamTliani portfelis riskianoba da SenarCunebuli iqna sesxebis Semosavlianobis sakmarisi done.

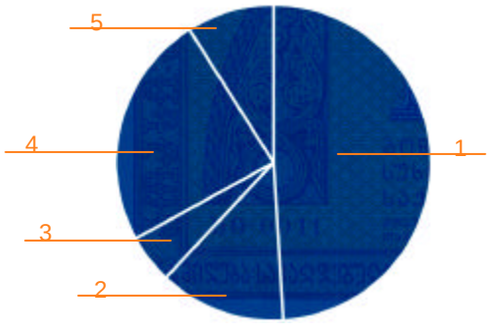
2000 welsdaiwyo sesxebis operaciuli aRricxvisa da sakredito portfelis analizis axali avtomatizirebuli programis SemuSaveba sakuTari resursebiT. misi danergva ukve 2001 wlis meore kvartlis bolomdea dagegmili. es iqneba saqarTveloSi pirveli unificirebuli da amave dros specializebuli programuli produqti, romelic did gavlenas moaxdens bankis Semosavliani aqtivebis efeqturad marTvaze.

The number of the credit managers nearly doubled in 2000. This increase is likely to continue during 2001. A priority of the human resources policy of the Bank is to improve and upgrade qualifications in the risk management. A highly professional staff will result in better loan decision-making and the further profitability of the products. Investment in training in 2000 resulted in the average period for loan approval to reduce from fifteen to seven days. At the same time the risk rate of the total portfolio has not increased and the profitability of the loans has been maintained.

In 2000 the bank started the development of a new automated program for its loan and credit portfolio. The program is planned to be operational by the second quarter of 2001. This will be the first software product of its type in Georgia and will have a significant impact upon the efficient management of the income assets of the Bank.

portfelis Tanxobrivi ganawileba

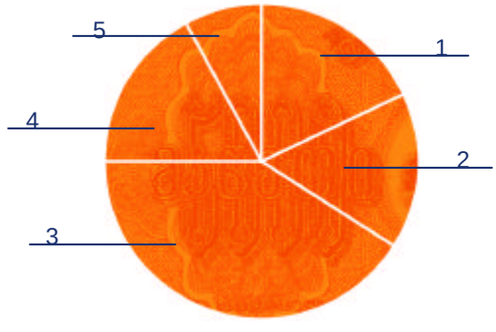
STRUCTURE OF CREDIT PORTFOLIO BY AMMOUNTS AS OF DECEMBER 31, 2000



1. 500,000 laramde - 49% - Up to 500,000 GEL
2. 500,000-dan 1,000,000-mde - 13% - 500,000-1,000,000 GEL
3. 1,000,000-dan 1,500,000-mde - 5% - 1000,000-1,500,000 GEL
4. 1,500,000-dan 2,000,000-mde - 24% - 1,500,000-2,000,000 GEL
5. 2,000,000-dan 2,500,000-mde - 9% - 2,000,000-2,500,000 GEL

portfelis struqtura procentebis mixedviT

STRUCTURE OF CREDIT PORTFOLIO BY INTEREST RATES AS OF DECEMBER 31, 2000



1. naklebia 20%-ze - 18% - Up to 20%
2. 20%-dan 24%-mde - 16% - 20%-24%
3. 24%-dan 27%-mde - 41% - 24%-27%
4. 27%-dan 35%-mde - 17% - 27%-35%
5. 35%-ze meti - 8% - Over 35%

investiciebi

saqarTveloSi safondo bazris Camoyalibeba jer kidev Canasaxis procesSia. kapitalis bazris yvela institutis ganviTarebamde “Tibisi bankis” sainvesticio aqtivoba ZiriTadad mimarTulia sabanko-safinanso seqtorSi da bankis mimdinare saqmianobidan gamomdinare im proeqtebSi, sadac aucilebeli xdeba bankis, rogorc institutis pirdapiri monawileoba kompaniis kapitalSi (mag.: sabanko akademia, plastikuri baraTebis momsaxure saprocesingo centri, SWIFT da sxva).

manamde, sanam saqarTveloSi ar Seiqmneba sainvesticio saqmianobisaTvis yvelaaucilebeli institucionaluri da finansurad stabiluri garemo, bankis menejmentis pozicia ucvleli darCeba.

2000 wels bankis menejmentis warmomadgenlebs saSualeba hqondaT uSualod ucxour wamyvan safinanso institutebSi (UBS, Bank Vontobel) gacnobodnen dasavleT evropis safondo bazarze riskis grZelvadiani aqtivebis ganTavsebis konkretul sqemebs, maT Soris specialur safinanso fondebis mier aqtivebis marTvis Tanamedrove modelebs.

bankis sainvesticio strategia kvlav orientirebuli iqneba saqarTvelos safinanso bazarze axali tipis kompaniebSi strategiul da adgilobriv partniorebTan erTad pirdapir kapitalur investiciebze, ris Sedegadac gafarTovdeba bankisaTvis aqtivebis efeqturi ganTavsebis SesaZlo areali, agreTve sabanko produqtebTan erTad sxva finansuri instrumentebis gayidvebis mocemuloba maTi asortimentisa da gasaRebis arxebis srulyofiT.

sainvesticio proeqtebSi erToblivi monawileobis Sesaxeb gadawyvetilebebis miRebisas Tibisi banki prioritetebs kvlav mianiWebs strategiul partniorebTan da cnobil saerTaSoriso safinanso institutebTan TanamSromlobas, maTgan “nou-haus” miRebas da sainvesticio obieqtSi kapitalis mocemulobis sakmarisobas.

INVESTMENTS

The Security market of Georgia is still in its infancy. As a consequence and until all the capital market institutions are properly formed, “TBC Bank” investment activities remain mostly concentrated on the banking-financial sector. Given the Bank's type of activities, this requires the direct participation of the Bank as an institution that invests particularly in a banking academy, a processing centre for plastic cards, SWIFT, among other specific banking activities.

The Bank's management position remains unchanged. This is that no investment will take place unless the institutionally and financial stable environment is created for investment activities.

In 2000 the Bank Management visited a number of western financial institutions, including UBS and Bank Vontobel. The purpose was to consider specific cases of the allocation of long-term risk assets on the securities market of Western Europe, including modern models of asset management by particular financial foundations.

The investment strategy of the bank will continue to focus on direct investment into new types of companies on the Georgian financial market, together with strategic and local partners. This will expand the potential area of efficient allocation of assets by the Bank, as well as the volume of sales of the financial instruments and banking products through the improvement of the assortment and distribution channels.

Overarching the Bank's decision to invest in joint projects will be to give advantage to those projects with strategic partners and well-known international financial institutions. In this way we shall obtain necessary know-how and sufficient capital volume for the object of investment.

“Tibisi brokeri“"

“Tibisi banki” aqtiur monawileobas iRebs saqarTveloSi safondo industriis Camoyalibebis procesSi. amizniT 1999 wlis ivnisSi “Tibisi bankma” daaarsa Svilobili kompania - Sps "Tibisi brokeri".

2000 wlis aprilidan saqarTveloSi oficialurad gaixsna vaWrobebi saqarTvelos safondo birJaze, romlis damfuZnebelia Sps "Tibisi brokerTan" erTad 40-mde sabrokero kompania. 2000 wlis ganmavlobaSi ganxorcielebuli operaciebis Sedegis safuZvelze Sps "Tibisi brokeri" udavo favoritia yvela parametris mxriv.

saqarTvelos safondo birJis monacemebiT 2000 wlis 31 dekembris mdgomareobiT birJis savaWro sistemaSi moxvedrili iyo 300-mde saaqcio sazogadoebis aqcia. wlis ganmavlobaSi birJaze Semdgari 605 garigebidan 48.7% “Tibisi brokeris” mier aris dadebuli. garesabirJo bazarze 2000 wlis mais - dekembris ganmavlobaSi Sps "Tibisi brokeris" mier damowmebulia 1,000,000 cali aqciis yidva - gayidvis gziT gadacema.

garda zemoTnaxsenebi operaciebisa, xorcieldeba rogorc fizikuri aseve iuridiuli pirebis momsaxureba, saaqcio sazogadoebebTan generaluri xelSekrulebis safuZvelze maTTvis wliuri, naxevarwliuri da mimdinare angariSebis momzadebaSi sakonsultacio momsaxurebis gaweva.

2001 welsnavaraudevia saqmianobis da aqtiurobis ufro mkveTri zrda da ganviTareba, rac xels Seuwyobs saqarTveloSi safondo saqmis popularizacias.

“TBC BROKERAGE”

“TBC Bank” continues to be involved in the process of establishing a securities industry. In June 1999 “TBC Bank” founded an affiliate - JSC "TBC Brokerage" for this purpose.

Official trading on the Securities Market of Georgia started in April 2000. "TBC Brokerage" is one of the founders of the Securities Market, with 40 other brokerage companies. Based on the results of transactions carried out during 2000, "TBC Brokerage" has become the unquestioned favourite according to all criteria.

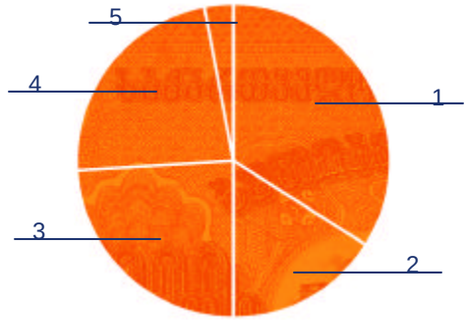
The Securities Market of Georgia's reported that as of 31st December 2000 there were shares of up to 300 Joint Stock Companies in the trade system of the market. The total number of transactions during the year was 605 and 48.7% of them were carried out by “TBC Brokerage”. During May-December 2000 "TBC Brokerage" registered the purchase or sale of 1,000,000 shares at the off-exchange market.

Services were also carried out for individuals and companies and consulting services were offered to joint stock companies for the preparation of annual, semi-annual and current reports based on general agreements.

It is planned to increase the rate of growth and development of these activities further in 2001. This will increase the popularity of securities in Georgia.

valdebulebebis struqtura
2000 wlis 31 dekembris mdgomareobiT

STRUCTURE OF LIABILITIES
AS OF DECEMBER 31, 2000



1. mimdinare angariSebi - 34% - Currant Accounts
2. Semnaxvelidepozitebi - 16% - Saving Accounts
3. vadiani depozitebi - 24% - Time-Term Deposits
4. grZelvadiani nasesxebi saxsrebi - 23% - Long-Term Borrowings
5. sxva valdebulebebi - 3% - Other Liabilities

saerTaSoriso sakredito xazebi

2000 wlis ganmavlobaSi bankma kidev ufro gaaRrmava TanamSromloba saerTaSoriso safinanso institutebTan. mTlianobaSi 2000 wels mozidul iqna 4.3 milioni aSS dolaris eqvivalenti resursebi, romliTac dafinansda 200-ze meti mcire da saSualo biznesis proeqti. grZelvadiani valdebulebebis mocouloba wlis ganmavlobaSi 36.6% -iT gaizarda (amasTan gasaTvaliswinebelia, rom bankma dafara 3 milion aSS dolarze meti grZelvadiani valdebulebebi) da 31 dekembris mdgomareobiT mTliani valdebulebebis 23% Seadgina.

amasTan, 2000 wlis TebervalSi gaformda axali sakredito xazis ori xelSekruleba germaniis investiciebisa da ganviTarebis saxelmwifo kompaniasTan (DEG) jamuri mocoulobiT 2 milioni evro. es Tanxebi moxmarda biznes sesxebis grZelvadian dafinansebas.

wlis bolosaTvis agreTve dasrulebis stadiaSi Sevida molaparakebebi saerTaSoriso safinanso korporaciasTan (IFC) damatebiT 3 milioni aSS dolaris sakredito xazis gamoyofaze. aRniSnuli resursebiT banki daafinansebs rogorc mcire da saSualo biznesis proeqtebs, aseve ipoTekur sesxebs individualur momxmarebelTaTvis.

depozitebi

bankis sabazro poziciebis gamyarebisa da zrdiserT-erTi upirvelesi winapiroba gaxldaT klientebis angariSebze naSTebis zrdis sakmaod maRali tempi. 2000 wlis 31 dekembris mdgomareobiT am Tanxam 52,782 aTasi lari Seadgina, rac 71.3%-iT aRemateba 1999 wlis analogiur maCvenebels. aqedan, saprocento sargeblis momtan angariSebze wlis bolos iricxeboda 28,661 aTasi lari, xolo amgvari naSTebis zrdis tempma 119%-s miaRwia. amasTan niSandoblivia, rom "Tibisi bankis" saprocento angariSebze ricxuli Tanxebis (vadiani depozitebi, Semnaxveli anabrebi) wilma mTliani sabanko seqtoris analogiur maCvenebelTan mimarTebaSi Seadgina 20.5% (1999 wlis bolos mdgomareobiT - 14.1%). dainerga axali tipis produqti - anabari warmomdgenze. aseve daiwyo muSaoba sadepozito produqtebis diversifikaciis mimarTulebiT. aRniSnuli proeqtis dasruleba dagegmilia 2001 wlis I kvartalSi.

INTERNATIONAL CREDIT LINES

During 2000 the Bank developed further its cooperation with international financial institutions. The Bank attracted an amount equivalent to US$4.3 million from international sources. As a consequence more than 200 SME projects were funded through these resources. The volume of long-term liabilities increased by 36.6% during the year. (Although it should also be mentioned that the Bank covered long-term liabilities of a value of more than US$3 million). This was 23% of the total liabilities as of December 31 2000.

In February 2000 two agreements amounting to EURO 2 million were signed with DEG. This amount was used for funding business loans.

Negotiations were concluded with IFC concerning the allocation of an additional US$3 million of credit. This is to be used for SME and mortgage loan programs.

DEPOSITS

The year 2000 showed significant growth rate of balances on the accounts of our customers. This fact has led to the strengthening and growth of the Bank's market position. As of December 31, 2000 this amount was 52,782 thousand GEL. This figure marks an 71.3% increase on the figures for 1999. The balance of the interest bearing accounts was 28,661 thousand GEL, an increase of 119% on 1999. At the same time it should be mentioned that the share of the interest bearing accounts (time deposits, saving deposits) was 20.5% of the total relevant figure for the whole banking sector (as compared to 14.1% in 1999). A new product was introduced in 2000 - deposits payable to bearer. The Bank also started to diversify its deposit products. This project diversification is likely to be concluded in the first quarter of 2001.

“Tibisi bankis“ sakorespondento bankebi
“TBC BANK” MAIN INTERNATIONAL CORRESPONDENTS

UNITED STATES OF AMERICA

HSBC BANK USA
New York,N.Y. USA
USD 000-305022
S.W.I.F.T. MRMDUS 33

CITIBANK, N.A.
111 Wall Street New York, N.Y. 10043 USA
USD 36127097
S.W.I.F.T.CITIUS 33

Bankers Trust Company
One Bankers Trust Pl,16/F New York NY 10006 USA
USD 04414200
S.W.I.F.T.BKTRUS33

GERMANY

Deutsche Bank
D-6236,Frankfurt/Eschborn, Germany
(EUR/USD) 9499096
S.W.I.F.T.DEUTDEFF

Dresdner Bank
60301 Frankfurt/main Germany
EUR 08 122 957 00
USD 08 122 957 00/400
S.W.I.F.T.DRESDEFF

West LB
(Westdeutsche Landesbank)
D-40199,Duseldorf 1 Germany
EUR 1191100000
USD 1010119111
S.W.I.F.T.WELADEDD

Commerzbank
60261 Frankfurt, Germany
USD 400886868900
EUR 400886868900
S.W.I.F.T.COBADEFF

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Multi. 6107906000
S.W.I.F.T.CENTBATWW

ING Bank N.V. (Vienna) AG
Neuer markt 2 -1010 Vienna Austria
multi 0471 3071 01
S.W.I.F.T. INGB AT WW

NETHERLANDS

ING Bank
(Internationale Netherlands Bank N.V.)
1000 BV Amsterdam, Netherlands
EUR 50909835
USD 956240119
S.W.I.F.T.INGBNL2A

SWITZERLAND

United European Bank
Quai des Bergues 11, Case postale 2280 1211, Geneve 1, Suisse
USD 255164/ 1 P
S.W.I.F.T.UEBGCHGG

TURKEY

Turkiye Halk Bankasi
Tunalihimi Branch, Ankara,Turkey
USD 12394
S.W.I.F.T.TRHBTR2A

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Credit Commercial De France (CCF)
103 avenue des Champs-Elysees, 75419 Paris Cedex 08, France
EUR,USD 0020 348 81 02
S.W.I.F.T.CCFRFRPP

RUSSIA

Alfa Bank
M.Porivaevoi Str. 9, 107078 Moscow, Russia
RUB 30111810600000001047
USD 30112840300000001031
TMM 30113795400000001001
S.W.I.F.T.ALFARUMM

Bank Austria Creditanshtalt
(RUSSIA)LLC
19 Dolgorukovskaya Str. 103006 Moscow, Russia
USD 30112840800009539158
RUR 30111810100007927765
S.W.I.F.T.BACXRUMM

aRmasrulebeli menejmenti

EXECUTIVE MANAGEMENT

giorgi aslanikaSvili - *sakredito ganyofilebis ufrosi*
Giorgi Aslanikashvili - *Head of Credit Department*
vano baliaSvili - *buRaltruli aRricxvis, dagegmvis da analizis sammarTvelos ufrosi*
Vano Baliashvili - *Head of Accounting, Planing and Analysis Division*
gela aivaziSvili - *mTavari buRalteri*
Gela Aivazishvili - Chief Accountant
irma dvali - *administraciuli sammarTvelos ufrosi*
Irma Dvali - *Head of Administrative Department*
irakli kakabaZe - *xazinis ufrosi*
Irakli Kakabadze - *Head of Treasury*
giorgi kvaWaZe - *finansuri analizis ganyofilebis ufrosi*
Giorgi Kvachadze - *Head of Financial Analysis Department*
vaJa beriaSvili - *marketingis ganyofilebis ufrosi*
Vazha Beriashvili - *Head of Marketing Department*
vaxtang kupraSvili - *sainformacio teqnologiebis ganyofilebis ufrosi*
Vakhtang Kuprashvili - *Head of IT Department*
zaza joxaZe - *usafrTxoebis samsaxuris ufrosi*
Zaza Jokhadze - *Head of Security Service*
lela sanTeladze - *adamianTa resursebis marTvis ganyofilebis ufrosi*
Lela Santeladze - *Head of Human Resources Management Department*
Temur jafariZe - *iuridiuli samsaxuri ufrosi*
Temur Japaridze - *Head of Legal Department*
levan burdiladze - **ufrosi auditori**
Levan Burdiladze - *Chief Auditor*
daviT aslaniSvili - *sainvesticio ganyofilebis ufrosi menejeri*
David Aslanishvili - *Senior Manager Investment Department*

filialebis menejmenti

BRANCH MANAGEMENT

zaza muSkudiani - **centraluri filialis direqtori**
Zaza Mushkudiani - *Director of Central Branch*
gela gogoladze - *borjomis filialis direqtori*
Gela Gogoladze - *Director of Borjomi Branch*
zurab abaSiZe - *rusTavis filialis direqtori*
Zurab Abashidze - *Director of Rustavi Branch*
daviT xuciSvili - *quTaisis filialis direqtori*
David Khutsish vili - *Director of Kutaisi Branch*
irakli uglava - *naZaladevis filialis direqtori*
Irakli Uglava - *Director of Nadzaladevi Branch*
irakli xorava - *foTis filialis direqtori*
Irakli Khorava - *Director of Poti Branch*
zurab pololikaSvili - *mTawmindis filialis direqtori*
Zurab Pololikashvili - *Director of Mtatsminda Branch*

1995 - 1996 - 1997 - 1998 - 1999 - 2000 - 2001 - 2002 - 2003 - 2004 - 2005 - 2006 - 2007
MasterCard
EUROCARD
MasterCard

2009 - 2010- 2011 - 2012 - 2013 - 2014 - 2015 - 2002 - 2016 - 2017 - 2018 - 2019 - 2020 - 2021 - 2022

2009 - 2010- 2011 - 2012 - 2013 - 2014 - 2015 - 2002 - 2016 - 2017 - 2018 - 2019 - 2020 - 2021 - 2022

- 2023 - 2024 - 2025 - 2026 - 7527 - 2028 - 2029 - 2030 - 2031 - 2032 - 2033

TBC BANK
FINANCIAL STATEMENTS 31 DECEMBER 2000
TOGETHER WITH INDEPENDENT AUDITOR'S REPORT

- 2023 - 2024 - 2025 - 2026 - 7527 - 2028 - 2029 - 2030 - 2031 - 2032 - 2033