



GEORGIA CAPITAL INVESTOR DAY

12 November 2020



WRAP UP

Speaker: Irakli Gilauri

Chairman and CEO at Georgia Capital

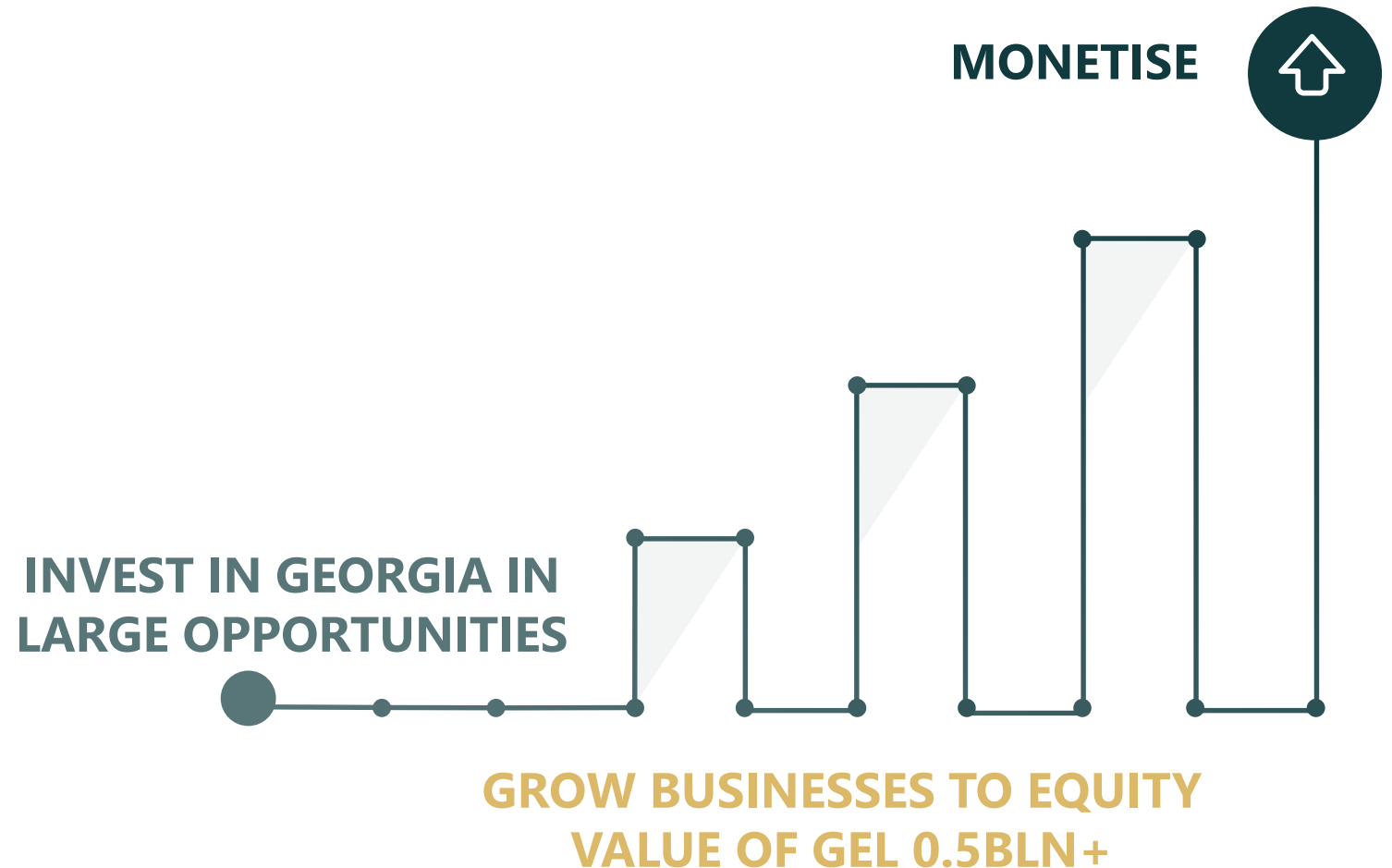
ENHANCED STRATEGY IS TO INVEST IN LARGE OPPORTUNITIES



GCAP invests in Georgia in large opportunities, which have a potential to become GEL 0.5bln+ in equity value.

GCAP develops and grows portfolio companies to equity value of GEL 0.5bln+ and realizes proceeds through exit, as investments mature.

LARGE SIZE WILL PROVIDE LIQUIDITY AND AS SUCH IMPROVED EXIT OPPORTUNITIES AND ABILITY FOR GCAP TO REDUCE THE NAV DISCOUNT



MEDIUM-TERM OUTLOOK FOR OUR PRIVATE PORTFOLIO IN LINE WITH THE ENHANCED STRATEGY



New Strategic Priority #1



LARGE PORTFOLIO COMPANIES

**Exit from one large investment
over the next 18-24 months**

64% OF TOTAL PORTFOLIO VALUE AT 30-SEP-20



INVESTMENT STAGE PORTFOLIO COMPANIES

**Total identified investment of US\$
50mln from GCAP in the next 3-5 years**

12% OF TOTAL PORTFOLIO VALUE AT 30-SEP-20

New Strategic Priority #2



SMALL COMPANIES ("OTHER ASSETS")

**Divestment over the next 2-3
years**

9% OF TOTAL PORTFOLIO VALUE AT 30-SEP-20

MEDIUM-TERM OUTLOOK FOR OUR PRIVATE PORTFOLIO IN LINE WITH THE ENHANCED STRATEGY



New Strategic Priority #1



LARGE PORTFOLIO COMPANIES

Exit from one large investment
over the next 18-24 months

64% OF TOTAL PORTFOLIO VALUE AT 30-SEP-20



INVESTMENT STAGE PORTFOLIO COMPANIES

Total identified investment of US\$
50mln from GCAP in the next 3-5 years

- Scale up and roll out of pipeline projects

12% OF TOTAL PORTFOLIO VALUE AT 30-SEP-20

New Strategic Priority #2



SMALL COMPANIES ("OTHER ASSETS")

Divestment over the next 2-3
years

9% OF TOTAL PORTFOLIO VALUE AT 30-SEP-20

**FURTHER INVESTMENT IN GREENFIELD PROJECTS
TO BE LIMITED, FOCUS WILL BE ON BUYOUTS**

ECONOMY IS EXPECTED TO RECOVER QUICKLY EVEN IN CASE OF NO MAJOR IMPROVEMENTS IN EXTERNAL CONDITIONS



- The economy has demonstrated an ongoing gradual recovery, with real GDP growth improving every month since the April's low of -16.6% y-o-y, to -0.7% in September (-5.0% y-o-y in 9M20)

- Real effective exchange rate has been deviated from its long-term trend and we expect to see adjustment on the back of accelerated investment sentiment towards the EM market

- Room for further fiscal and monetary policy support, if needed, ensures path for resilient recovery

- Even in case of lockdown scenario and no major improvements in external conditions, the economy is expected to grow c. 2% in 2021 (no lockdown scenario growth forecast is c. 5%)

SOLID PERFORMANCE ACROSS OUR PRIVATE PORTFOLIO, WITH OUTLOOK BEING EVEN STRONGER



PERFORMANCE HIGHLIGHTS

✓	Outstanding growth in aggregated net operating cash flow generation, up 125.1% in 3Q20 and up 106.2% in 9M20
✓	Aggregated revenues up 4% y-o-y in 9M20 to GEL 1.2 billion (up 3% y-o-y to GEL 0.4 million in 3Q20) ¹
✓	Aggregated cash balances of portfolio companies almost doubled in 9M20 to GEL 361m at 30-Sep-20
✓	Strong liquidity profile, with cash balance of GEL 620 million at GCAP and our private portfolio companies in aggregate

OUTLOOK

➡	Significant value creation potential in Renewable Energy and Education
➡	Divestment of non-core and low-ROIC assets expected to drive ROIC enhancement
➡	Expected operating efficiencies will further grow our defensive portfolio
➡	Solid growth pipeline at each of our non-cyclical businesses

OUR PRIVATE PORTFOLIO AT A GLANCE



DEFENSIVE, HIGH QUALITY ASSETS WITH STRONG AND GROWING CASH FLOW STREAMS

		CLOSE TO GEL 0.5BLN+ VALUE	EXPECTED TO BECOME GEL 0.5BLN+ IN VALUE	NON-CYCLICAL	STRONG CASH FLOW GENERATION	DOMINANT MARKET POSITION
LARGE PORTFOLIO COMPANIES	 Healthcare Services	☒	☐	☒	☒	☒
	 Retail (pharmacy)	☒	☐	☒	☒	☒
	 Water Utility	☒	☐	☒	☒	☒
	 Insurance (P&C and medical)	☐	☒	☒	☒	☒
INVESTMENT STAGE PORTFOLIO COMPANIES	 Renewable Energy	☐	☒	☒	☒	☒
	 Education	☐	☒	☒	☒	☒

Q&A

FORWARD LOOKING STATEMENTS



This presentation contains forward-looking statements, including, but not limited to, statements concerning expectations, projections, objectives, targets, goals, strategies, future events, future revenues or performance, capital expenditures, financing needs, plans or intentions relating to acquisitions, competitive strengths and weaknesses, plans or goals relating to financial position and future operations and development. Although Georgia Capital PLC believes that the expectations and opinions reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations and opinions will prove to have been correct. By their nature, these forward-looking statements are subject to a number of known and unknown risks, uncertainties and contingencies, and actual results and events could differ materially from those currently being anticipated as reflected in such statements. Important factors that could cause actual results to differ materially from those expressed or implied in forward-looking statements, which could include, among other things: impact of COVID-19; regional instability; regulatory risk across a wide range of industries; investment risk; liquidity risk; portfolio company strategic and execution risks; currency fluctuations, including depreciation of the Georgian Lari, and macroeconomic risk; and other key factors that indicated could adversely affect our business and financial performance, which are contained in our past and future filings and reports and also the 'Principal Risks and Uncertainties' and Emerging Risks included in the 1H20 Results Announcement and Georgia Capital PLC's Annual Report and Accounts 2019. No part of this presentation constitutes, or shall be taken to constitute, an invitation or inducement to invest in Georgia Capital PLC or any other entity and must not be relied upon in any way in connection with any investment decision. Georgia Capital PLC and other entities undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent legally required. Nothing in this presentation should be construed as a profit forecast.