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Arda Yusuf Arkun
CEO, Chairman of Board of Directors

## **Foreword By Chief Executive Officer**

PASHA Bank has been operating in Georgia since February 2013, providing high quality services to its large corporate banking customers. 2019 was a year of new beginnings and challenges for PASHA Bank as we added commercial business line (SME) and launched our retail sub-brand Re|Bank. We had major plans for 2020 and were ready to face major challenges, but the pandemic was not something we had considered among the expected obstacles. I am proud to say that PASHA Bank Georgia managed to cope with the situation in the most effective way. We demonstrated that all the procedures and processes that the Bank had in place were fully functional, the team that we created showed unprecedented collaboration and motivation that helped us go through the storm with the least possible damage. Not only did we manage to maintain the standard of our customer service at the traditional high level, but we also ended the year with employee engagement rate at 85% – local benchmark for 2020 being at 84%.

Gaining this level of satisfaction and trust motivates us to perform even better with each passing year.

When looking back at the year 2020, I can not fail to mention the digital services that we put in place in very short time. For instance, our digital onboarding platform that offered a number of unique features on local market, allowed us to serve new customers without them having to visit our branches. Analyzing the changes that came along together with the pandemic and the raise in the demand for distant services assures us that the projects that the Bank completed in 2020, as well as the ones we started, were very timely. In 2020 our IT Department grew by 64% and this too reflects our dedication to developing the digital services such as brand new mobile and internet banking solutions and many others.

Each of our projects aim at one thing: a happy customer and we truly believe that with this approach we will become a successful player on Georgian market.



## **Financial Highlights**

Below are some financial highlights of JSC PASHA Bank Georgia for the year ended 31 December 2020 with comparative figures:

Profit and loss	2020 GEL'000	2019 GEL'000
Net interest income after impairment losses	6,047	14,295
Non-interest income	6,364	5,006
Non-interest expenses	(31,502)	(27,783)
Income tax expense	(162)	(578)
Net Loss	(19,253)	(9,060)
Other comprehensive income	-	-
Total comprehensive loss	(19,253)	(9,060)

Balance sheet	31 December 2020 GEL'000	31 December 2019 GEL'000
Cash and cash equivalents and Amounts due from credit institutions	85,636	147,621
Loans to customers	320,118	297,785
Investments in securities	46,223	26,480
Other assets	21,427	20,402
Total assets	473,404	492,288
Amounts due to credit institutions	131,091	110,130
Amounts due to customers	210,222	241,708
Other liabilities	49,007	38,113
Total liabilities	390,320	389,951
Equity	83,084	102,337
Total equity and liabilities	473,404	492,288

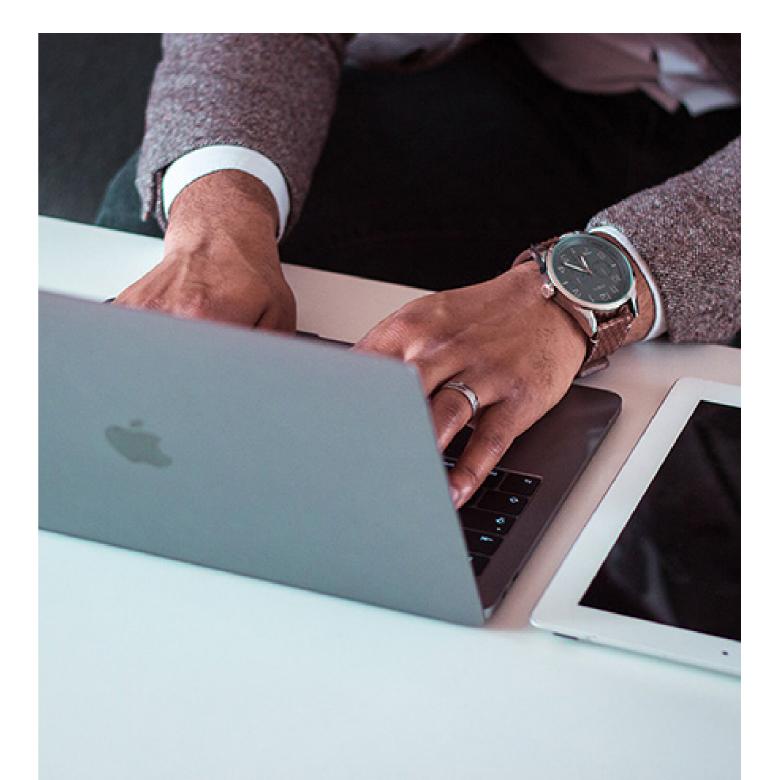
In 2020 PASHA Bank's activities on the implementation of the strategic initiatives, relating to the investments into the retail business line and continued expansion of its corporate and commercial segments have been significantly affected by the outbreak of the COVID-19 pandemic and its severe effects on the Georgian economy. In line with the overall developments in the Georgian banking sector, the Bank has also suffered from the effects of the economic downturn caused by COVID-19 with significant deterioration of the performance and credit risk of the borrowers operating in the vulnerable sectors. This has resulted in an over 3 times increase in the Bank's impairment charges compared to prior year. Despite the growth of impairment losses and resulting decline and the Bank's capital buffers, the management maintains strong liquidity positions supported by the NBG's measures to strengthen banking sector resilience amidst the crisis, healthy NPL levels due to timely restructuring actions and continued support from the Parent.

As the COVID-19 outbreak continues and the uncertainty remains about further developments of pandemic duration and the extent of the possible economic recovery in the nearest future, the management of the Bank continues to closely monitor the situation to timely assess and respond to related challenges and risks. The decline in the coronavirus cases recorded as of the date of issue of this financial statements and government's actions to pursue the mass vaccination process and remove the earlier imposed restrictions somewhat strengthen recovery prospects towards year 2021. The Bank's updated 3-year strategic plan is centered around the optimization of the Bank's cost to income structure, prudent development of existing corporate and commercial portfolios and continuing technology driven expansion into retail.

## **Strategy Change**

In 2020 the Bank adopted the new strategy for 2021-2023. The new strategy maintains the Bank's aspirations of becoming a noticeable market player governed by utmost integrity, sound corporate governance, advanced technology solutions and managed by a competent human talent to stimulate sustainable economic growth, professional entrepreneurship, and to facilitate country-wide, as well as, the regional business partnership. With the new strategy, the Bank stays committed to encouraging a culture of innovation and creativity and becoming a representation of good corporate practice, trust, continuity, and respect for all our stakeholders. The Bank will continue its sustainability efforts through diversifying and increasing profitability in commercial and corporate segments and expanding in the retail segment with organic growth. The Bank's retail brand Re|Bank strives to re-establish the concept of banking with transparent offers, clear communication and an honest approach, and provide our customers with win-win financial solutions.

The Bank's corporate culture evolves with its developing strategy, always staying loyal to its core values and adopting new policies and procedures which comply with the Georgian legislation.



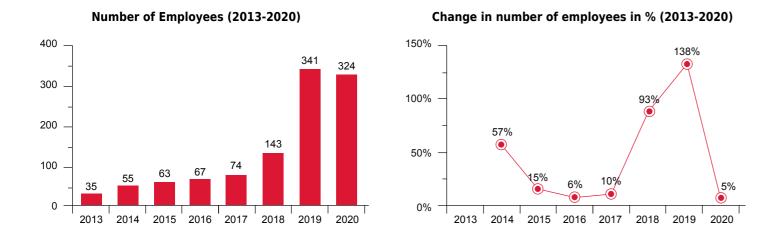


## **Our People**

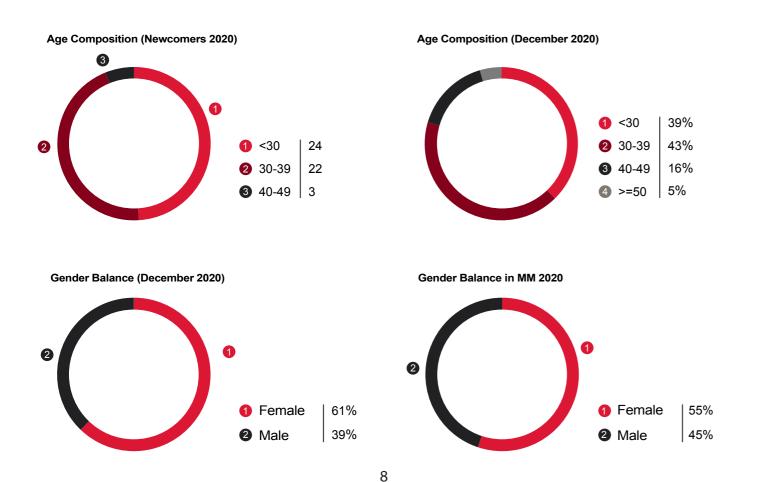
JSC PASHA Bank Georgia is a workplace with a unique culture that values people. We believe that our employees are the most important asset that shape the Bank's culture.

We fully support our people in their professional development, encourage their initiatives, promote transparent cooperation, and strive to keep a good work - life balance.

The HR strategy for 2020 was mostly focused on supporting the Bank's new business direction through attracting developing and retaining top talents, as well as by motivating and strengthening the existing team.



Our aim is to make JSC PASHA Bank Georgia an employer of choice for recent graduates and mid-career professionals.

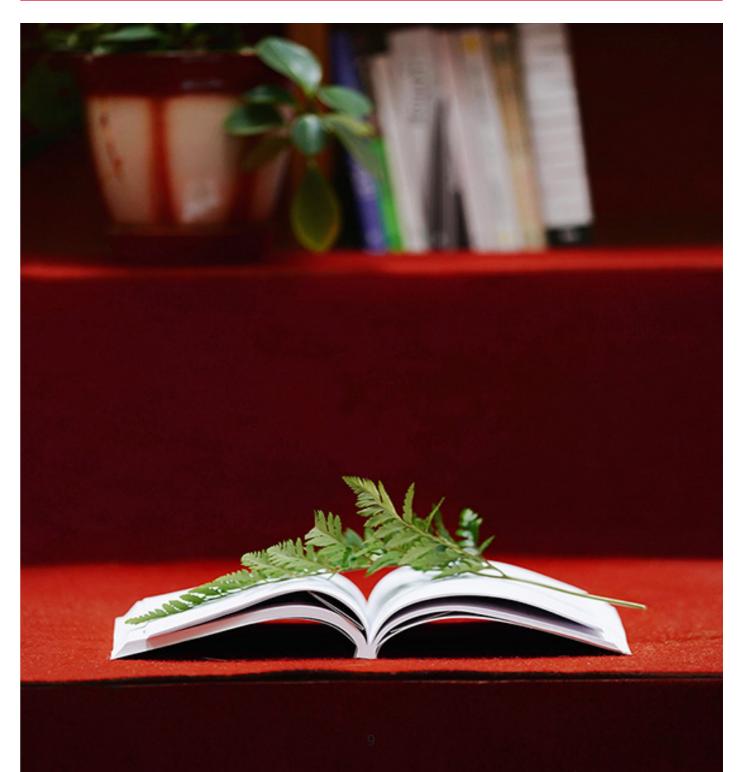


## **Learning And Development**

We believe that our business increases as our employees grow and develop, thus employee development and supporting sustainable learning activities for our people is essential for us. The Bank's learning culture enables the employees to gain different professional skills and knowledge. Various learning opportunities are available, such as online, local and abroad professional trainings, full coverage of international professional certification costs, access to professional literature, language courses, etc.

PASHA Bank's internship programs are a great start for the career advancement of young talents. The Bank hosted 21 interns/trainees during 2020 and we are proud to say that some of them were employed on various positions and keep being a valuable member of Pasha family.

Number of People Trained (2020)	141
% of People Trained Abroad	2%
Total Training Hours of Employees (2020)	6728
Average Training Hours Per Employee (2020)	48



## **Employee Engagement And Satisfaction**

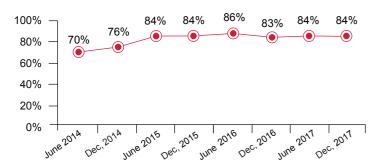
PASHA Bank strives to create a supportive, motivating, collaborative, and positive work environment where employees are engaged and happy with their jobs. We strongly believe that engagement drives performance and to keep a hand on pulse we conduct annual Employee Engagement and Satisfaction Survey, to get an opinion of our employees.

The Bank conducts the survey to measure employee satisfaction from 2014. An independent experts are managing the process to identify extent of emotional connection employees feel towards the organization and understand concerns of our employees. The survey consists of 31 concept that covers different aspects of employee engagement and satisfaction.

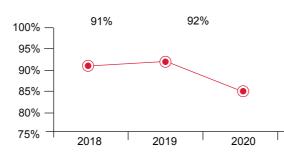
The Employee Engagement and Satisfaction Survey provides different concepts for evaluation, including team knowledge, team performance, team and managers' feedback, managers' knowledge, goal orientation, process and performance management, decision making, autonomy, entrepreneurship, work-life balance, etc. In the framework of the 2020 survey, twenty out of thirty-one concepts were given an assessment of higher than 70%, out of which support during pandemic, corporation team, environment, and goal orientation were the highest rated concepts. Employee engagement score, as a general concept, scored above the average market indicator but lower than PBG 2019 score logically justified by the significant staff increase during the period.

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#### Satisfaction %



#### Engagement %



## **Remuneration Of Employees**

Remuneration system of JSC PASHA Bank Georgia ensures fair, consistent, competitive and appropriate remuneration and supports the attraction, motivation, and retention of the Bank's employees.

The Bank operates according to the Employee Remuneration Policy approved by the Supervisory Board. Remuneration Policy is designed to provide compliance with the Bank's remuneration system and risk culture, long-term business strategy and risk appetite, the Bank's activities, and legislative/supervisory requirements. It is the responsibility of the HR and Remuneration Committee to ensure the latter.

The remuneration system ensures that the structure of remuneration for control function employees (risk management, compliance, and internal audit functions), including performance-based components, does not compromise the independence of these employees in carrying out their functions. Remuneration of control function employees is not based on the financial results of the business line they oversee or monitor.

The Bank's remuneration consists of fixed and variable remuneration, together with benefits. Fixed remuneration is given to employees on a monthly basis, and variable remuneration is an additional, performance-based pay distributed at different periodicities.

Individual remuneration in the Bank is determined by the principle of equal pay and aims to ensure equal compensation opportunities for relatively similar jobs. Salary range and grade of the given position, individual knowledge/experience, and recent market tendencies are taken into consideration when determining the fixed remuneration. Salary range pay scales job grading methodology developed for the PBG by the worldwide acknowledged leader Korn Ferry Hay Group.

Each job in JSC PASHA Bank Georgia is eligible for variable pay. The bonus system is performance-based and is designed to harmonize high performance and benefits, simultaneously eliminating conflicts of interest. Variable remuneration is a performance-based pay offered in addition to the employee's base pay. The line manager evaluates individual performance of each employee annually according to the approved Performance Management Methodology and the Performance Management Procedure.

The Supervisory Board reviews and approves the Bank's achievement of performance KPIs, and bonus eligibility for members of the BOD and the support staff. Supervisory Board takes into account the need for balancing business risks against opportunities and conflicts of interest for defining KPIs for the Bank's bonus eligibility. The Board of Directors approves bonus disbursement for the front office functions. All existing bonus methodologies are reviewed and approved by the Supervisory Board.

The Bank keeps leading position in market for offering various benefits to the employees. The Benefit Scheme includes different benefit packages, such as health insurance, sport allowance, professional literature allowance, international professional certification and membership fees, diverse range of learning and development activities, etc.



## **Corporate Governance**

JSC PASHA Bank Georgia is committed to high standards of corporate governance and recognizes the importance of corporate governance practices for enhancing the Bank's success and creating long-term shareholder value.

Corporate governance is defined as a set of structures and processes designed for the direction and supervision of the Bank. JSC PASHA Bank Georgia continually develops a comprehensive range of policies and systems to ensure that all internal and external processes are conducted with effective oversight and control. A sound system of corporate governance is an important contribution to the rule of law in Georgia and a crucial determinant of the role of the Bank in the modern economy and society.

## **Commitment To Corporate Governance**

JSC PASHA Bank Georgia constantly strives to improve its governance standards, to always be compliant with Georgian legislation, and to review and apply the Supervisory Board initiatives aimed at the implementation of the best corporate governance practices.

The Bank demonstrates its commitment to the best corporate governance standards by developing and furthering:

- · Responsible, accountable, and value-based management;
- Effective oversight and executive bodies that act in the best interests of the Bank, seek to enhance the shareholder value in a sustainable manner;
- Appropriate information disclosure and transparency, as well as an effective system of risk management and internal control.

The Bank honours and recognizes all general principles of good corporate governance:

**Fairness:** The Bank is committed to act in a fair and ethical manner towards all shareholders and stakeholders, as it believes that ethical conduct underpins good corporate governance.

**Accountability and Responsibility:** The Supervisory Board is accountable to the shareholders for how it carries out its responsibilities. Similarly, the Board of Directors is responsible for the exercise of powers delegated to them and is accountable to the Supervisory Board for their achievements and performance.

**Transparency:** The Bank is committed to providing accurate and understandable information to shareholders and other stakeholders on all material matters regarding the Bank, including its financial condition, performance, and ownership and governance structure in a manner easily accessible to interested parties, without giving away commercially sensitive information.

The Corporate Governance Code for Commercial Banks was adopted and introduced on September 26, 2018 by Decree № 215/04 of the Governor of the National Bank of Georgia, the highest administrative body responsible for the supervision of the financial sector.

The purpose of the Corporate Governance Code for Commercial Banks has been described as the definition of the core corporate governance principles for commercial banks, the establishment of efficient and sound corporate governance that promotes successful functioning and stability of the financial and banking sectors. The requirements laid down in the Code are compulsory for commercial banks.

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The Bank has adopted the guidelines of the Code and has complied with its specifications.

## **Code Of Ethics**

Members of the Supervisory Board and the Board of Directors, as well as all employees of the Bank, are expected to act in accordance with all applicable laws and regulations and to comply with ethical standards of business conduct as defined by the Bank's Code of Ethics.

The Bank's Code of Ethics is a set of principles that are actively applied in the Bank's day-to-day activities. The ethical principles of the Bank are based on the following values:

**Integrity** - At the core of our business stands unshakeable commitment to integrity. For us, it means doing what is right. Every time. All the time. Even when no one sees us. At the most basic level, it is about respecting the laws and regulations of the country we operate in. It is about upholding our company's code of conduct even in the face of challenges. It means never sacrificing company interests for personal gains. It means being honest with ourselves, our colleagues, clients, and partners, and earning their trust.

**Quality** - The outside world will always judge us by the quality of the product or service we deliver. And the quality of our work is directly proportional to the dedication and professionalism of our staff. There is no way around it. That is why we always follow the standards we set. That is why we deliver what we promise - day in, day out - carefully balancing quality with efficiency for optimal results. That is why we try new things and strive to learn and improve - as individuals and as an organization.

**Profitability** - We generate profits for the benefit of our shareholders and the society at large. We can only achieve that by maintaining a competitive edge. Our staff understands that value comes not only in every dollar earned but also every dollar saved. However, in the pursuit of short-term business goals we never lose sight of our long-term aspiration – to create and maintain a sustainable global business. And this aspiration drives every strategic decision we make.

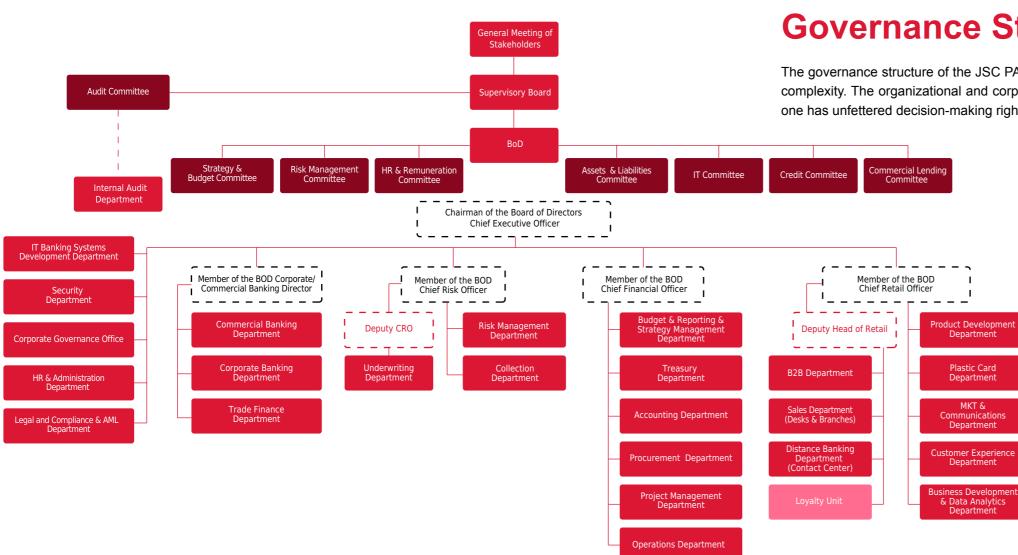
**Collaboration** - When we work as one team across departments, business units, and countries we produce phenomenal results. When we collaborate with clients, partners, and suppliers we far exceed market expectations. The impact of these synergies far surpasses that of any individual contribution. Collaboration creates a sound working environment and leads to higher efficiency. It accelerates problem-solving and enables innovation. It nurtures trust and respect.

**Entrepreneurship** - The world around is constantly changing so we often have to operate in ambiguity. We seek new opportunities and are ready to take bold steps - do things and go places others do not dare to. We do not fear challenges but view them as opportunities to grow. We are unafraid to take on a personal responsibility for going an extra mile or doing something new. Our staff treats the company with care, passion, prudence - just like they would treat their own business.

The Code of Ethics sets the following requirements:

- Maintenance of professional reputation.
- The highest standards for honest and ethical conduct, including proper and ethical procedures for dealing with conflicts of interest between personal and professional relationships.

- Full, fair, accurate, timely, and understandable disclosure in reports and documents that JSC PASHA Bank Georgia files with, or submits to, governmental and regulatory agencies, and in other public communications of the Bank.
- Compliance with applicable governmental laws, rules, and regulations.
- Prompt internal reporting of any illegal behaviour or violations of the Code.
- · Provision of methods to communicate violations of the code.



### **Governance Structure**

The governance structure of the JSC PASHA Bank Georgia adequately corresponds to its business nature, scale, and complexity. The organizational and corporate structure of the Bank eliminates conflicts of interest and ensures that no one has unfettered decision-making rights.

> JSC PASHA Bank Georgia has a two-tier corporate governance structure a Supervisory Board entirely composed of non-executive directors and responsible for the supervision of the Bank, and a Board of Directors (management board) entirely composed of executive directors and responsible for the day-to-day management of the Bank.

> On December 4 of 2020, the Bank updated its Organizational Structure. The modified structure offers a more effective redistribution of departments under the Chairman and other members of the Board of Directors, as well as provides a more competitive and agile environment appropriate for the new strategy of the Bank.

## **Open-Door Policy**

The Code of Ethics incorporates an open-door policy, which gives each employee of the Bank an ample opportunity to ask questions and seek advice if he/she is not confident whether a conduct violates the letter and spirit of the Code of Ethics, and to raise concerns if he/she believes that our Code of Ethics has been violated.

JSC PASHA Bank Georgia strives to reinforce internal, as well as external stakeholders' confidence in the Bank's corporate governance and ethical standards by ensuring that unethical and illegal conduct of any internal stakeholder will not be left unattended.

Any member of the governance structure with any material concern about the overall corporate governance of the Bank can report to the Supervisory Board.

The Code of Ethics is developed in line with the best practices of corporate governance and is adopted by the Supervisory Board.

The document of the Code of Ethics can be viewed on PASHA Bank's website at www.pashabank.ge

## **Board And Committee Changes**

On January 27, 2020, Mr. Jalal Gasimov stepped down from the position of the Chairman and the Member of the Strategy and Budget Committee, the duties of which he had been fulfilling for the past four years. Mr. Gasimov had invested his vast knowledge and experience in the activities of the Committee by always providing valuable and competent insight. The Supervisory Board vested the responsibilities of the Chairman and the Member of the Strategy and Budget Committee to Mr. Farid Mammadov.

## **Members Of The Supervisory Board**



Farid Mammadov
Chairman of the Supervisory Board

Farid Mammadov is the Chairman of the Supervisory Board effective since June 01, 2017. He is also the Chairman of the HR and Remuneration Committee, and a member of the Risk Management Committee.

#### **Experience**

Having started his banking career in 1999 as a credit officer at the United Credit Bank CB, Farid Mam-

madov served as the Director of the Credits Department at OJSC Bank of Baku from 2001 to 2010 and subsequently, as Deputy CEO. In 2012, he started working as the Risk Director within LLC PASHA Holding and served as a member of the Board of Directors at OJSC PASHA Bank until June 2013. From this date until February 2017, he served as First Deputy CEO at OJSC Kapital Bank. Since February 2017, he has been serving as Deputy CEO of LLC PASHA Holding and the Director of Business Group.

Farid Mammadov has more than twenty years of experience in banking and business management.

#### **Education**

Farid Mammadov completed his undergraduate education in Political Science at Baku Social Management and Political Science Institute and earned a master's degree in Political Science from the Academy of Public Administration under the President of the Republic of Azerbaijan. He has an MBA from IE Business School, Spain and is a CFA Charterholder.



**Ebru Ogan Knottnerus**Independent Member of the Supervisory Board

#### Experience

Ebru Ogan Knottnerus started her banking career in 1991 in the Internal Audit Department of PAMUK-BANK. Between the years of 1993 and 1997, she worked as the Financial Control and Budget Planning Manager for FINANSBANK. She held the Manager's position in Foreign Investments Department for DEMIRBANK between 1997 and 1999. In 1999, Ebru Ogan Knottnerus joined OTTOMAN Bank and worked as the Head of Risk Management and Internal Control Departments until 2001. She continued

her career at the BBVA Group - GARANTI Bank AŞ as the Head of Subsidiaries' Risk Management Department between 2001 and 2003, and from 2016 to 2018 she held the position of the Head of Risk Management.

In 2018, Ebru Ogan Knottnerus joined PASHA Investment Bank Turkey as an Independent Board member. Ebru Ogan Knottnerus has more than twenty-five years of experience in banking and business management.

#### **Education**

Ebru Ogan Knottnerus earned her bachelor's degree in Business Administration at the Middle East Technical University (METU) in Ankara, Turkey. She also completed various executive education programs, such as Authentic Leadership Development Programme at Harvard Business School, Strategic Development Programme at London Business School, and High Impact Leadership Programme at Columbia University, USA. Ebru Ogan Knottnerus is an Independent Member of the Supervisory Board effective since December 31, 2018. She is also the Chairperson of the Risk Management Committee and a member of the Audit Committee.



Senior Independent Member of the Supervisory Board

George Glonti is an Independent Member of the Supervisory Board effective from December 31, 2018. He is also the Chairman of the Audit Committee and a member of the Risk Management Committee.

#### Experience

Having started his banking career in 1992 as an Assistant in International Operations and Documentary Transactions Department at Iberia Bank, George Glonti became the Head of the same department in 1994 and held this position until 1995. Between 1995 and 1996 he continued his career as the Financial Director of TBC Group and Alma TBC. At the time, he also served as a member of the Board of Directors and the Credit Committee of TBC Bank. From 1996 to 1999, he held the position of the Head of International Division in TbilUniversalBank. Between the years of 1999 and 2003 George Glonti was a Managing Partner, the CEO, and a Shareholder of the UBC International LTD (Audit & Consulting), a company associated with PwC. In 2003-2005 he was Deputy CEO of People's Bank of Georgia. In 2005-2008, George Glonti became the Vice President of the National Bank of Georgia and a member of the NBG Council. From 2008 to 2009 he was the CEO of the People's Bank of Georgia (presently "Liberty"). In 2009, he became the CEO of Kor Standard Bank (presently "Tera Bank") and held the position until 2013. In 2013-2014 Glonti was the Managing Partner and the CEO of the Phoenix Capital. From 2014, he continued his career as the CEO of the Super TV cable television. Since 2014 until the present, he has held the position of the Non-Executive Vice President of GFTC (SWIFT Service Bureau). In 2018, he became the Managing Partner at the RSM Georgia Management & Consulting. George Glonti has more than twenty-five years of experience in banking and

#### Education

business management.

George Glonti completed his BA and MBA in Finance and Economics, with a specialization in Banking, at Tbilisi State University, Georgia.



Jalal Gasimov Member of the Supervisory Board

#### Experience

Jalal Gasimov started his banking career at OJSC İlkbank, Azerbaijan in 1999. Between 2000 and 2003 he held various positions in finance at private companies. He worked at Azpetrol Oil Company as the Finance Director in 2003-2004, and was Deputy Chairman of the Board of Directors of Azpetrol Holding from 2004 to 2006. He joined the Moscow Office of McKinsey & Company and served as a Consultant in 2006-2007. He performed top management duties as the CEO of OJSC Bank of Baku,

the Finance Director at CRA Group Companies, and the CEO and the Chairman of the Executive Board in JSC Unibank between 2007 and 2015. Jalal Gasimov joined LLC PASHA Holding as the Head of Banking Group and Deputy CEO in 2015. He also serves as the Chairman of the Supervisory Board of OJSC Kapital Bank. Jalal Gasimov is a member of the Board of Directors at PASHA Yatırım Bankası A.Ş. He was appointed as Chief Executive Officer of PASHA Holding effective from 26.12.2019. Jalal Gasimov has more than twenty years of experience in banking and business management.

#### Education

Jalal Gasimov completed his undergraduate degree in Economics at the Azerbaijan Economy University, received his graduate degree in Economic Relations from the Higher Diplomatic College of Azerbaijan and an MBA from Warwick Business School, UK.

Jalal Gasimov has been a member of the Supervisory Board since October 19, 2015. He is also a member of the HR and Remuneration Committee of PASHA Bank Georgia JSC.



**Shahin Mammadov** Member of the Supervisory Board

#### Experience

Mr. Mammadov started his career as an Accountant in 2003 and was later promoted to Deputy Chief Accountant at Yapi Kredi Bank Azerbaijan (former Kocbank Azerbaijan JSB). He joined Deloitte & Touche in 2005 as an Associate Auditor and was subsequently promoted to the position of Audit Manager.

In 2009, Mr. Mammadov was assigned to the position of the Director of the Financial Management Department at OJSC PASHA Bank and in 2011 he became the Chief Financial Officer and a member of the Executive Board. In 2013, he joined the Board of Directors of JSC PASHA Bank Georgia supervising the business development function. In July 2014, Mr. Mammadov was appointed the CEO and the Chairman of the Board of Directors at JSC PASHA Bank Georgia. Since March 2015, Shahin Mammadov has been a member of the Supervisory Board at PASHA Yatırım Bankası A.Ş. Since January 2018 he has been serving as the Business Support Director and Deputy CEO at LLC PASHA Holding. On March 1, 2018 Shahin Mammadov became a member of the Supervisory Board at OJSC PASHA Bank. Shahin Mammadov has more than sixteen years of experience in banking and business management.

#### Education

Shahin Mammadov graduated from the Azerbaijan State Economic University and received a bachelor's degree in Accounting and Audit in 2002. In 2004, he was awarded a master's degree from the same university in Accounting and Audit. In 2010, Mr. Mammadov received his Ph.D. in Economics from the Academy of Sciences of the Republic of Azerbaijan.

He successfully completed several education programs in a number of top business schools as part of the High Potential Leadership Program organized by PASHA Holding in 2013. In 2012, Shahin Mammadov enrolled in the Program for Leadership Development (Executive Education Program) at Harvard Business School and completed Modules 1 to 4 in 2013. In 2017, he completed Module 5 of the same Program. Mr. Mammadov obtained the status of an Alumnus from the Harvard Business School in July 2017. He has been a member of the Association of Chartered Certified Accountants (ACCA) since 2014.

## **Shareholder Structure And Share Capital**

JSC PASHA Bank Georgia (the "Bank") was formed on 17 December 2012 as a joint stock company under the laws of Georgia. The Bank operates under a general banking license issued by the National Bank of Georgia (the "NBG") on 17 January 2013 (Identification code: 404433671).

The Bank accepts deposits and extends credit, transfers payments in Georgia and abroad, exchanges currencies and provides other banking services to its commercial customers. The Bank continues its expansion into retail market under the Re|Bank brand name, based on strategic initiatives approved by the Bank's shareholders.

Starting from 2017 the Bank is a member of the deposit insurance system. The system operates under the Law of Georgia on Deposit Insurance System and insures all types of deposits of resident and non-resident individuals up to GEL 5,000, with certain exceptions.

The Bank has eight service offices in Georgia as of 31 December 2020. The Bank's registered legal address is 37M, Ilia Chavchavadze Avenue, 0179, Tbilisi, Georgia.

As at 31 December 2020, the Bank's 100% owner was OJSC PASHA Bank (the "Parent"). As at 31 December 2020, the Bank is ultimately owned by Mrs. Leyla Aliyeva (35.40%), Mrs. Arzu Aliyeva (35.40%), Mr. Arif Pashayev (23.52%) and Mr. Mir Jamal Pashayev (5.68%), who exercise joint control over the Bank.

The Bank's total authorized share capital is divided into 103,000,000 (one hundred and three million) common shares. Nominal value per share is GEL 1.00 (one Georgian Lari). Each common share entitles one vote to its owner at the General Meeting of Shareholders. The Bank is a subsidiary bank. As of December 31, 2020, 100% of the shares emitted by the Bank was solely owned by OJSC PASHA Bank.

During the reporting period, there were no changes in the Bank's capital and the shareholder structure. Information on the type of income received from JSC PASHA Bank Georgia by shareholder or beneficiary owner is provided below:

In GEL thousands'	2020		
	OJSC PASHA Bank AZerbaijan	PASHA Holding Companies	
Fee and commissions	3		4
Interest on amounts borrowed from credit institutions	252		651
Interest on subordinated debt	790		790

Ultimate Beneficial Owner	%
Leyla Aliyeva	35.40%
Arzu Aliyeva	35.40%
Arif Pashayev	23.52%
Mir Jamal Pashayev	5.68%





## **General Meeting Of Shareholders**

The supreme governing body of the Bank is the General Meeting of Shareholders. The Bank holds Annual General Meetings within two months following the signing of the annual audited financial statements. Other general meetings are summoned if the interests of the Bank require so or if it is required by the Bank's Charter. General Meetings are summoned by the Board of Directors, the Supervisory Board, or the shareholder(s). The General Meeting is held on the territory of Georgia or abroad, at a time and place that are most convenient for the shareholders. The General Meeting is called within the term of twenty calendar days after the Directors have sent a notification to the shareholders. Nothing impedes the shareholders from voting from abroad or through the power of attorney issued to another person. The Bank ensures that all valid proxy appointments received for the General Meetings are properly recorded. The invitation to the General Meeting specifies the information regarding the date, time, venue, agenda, the project of the resolution, and proposals, if any, regarding amendments to the Charter.

The voting results and other relevant materials are distributed to the shareholders and the ultimate shareholders. The Supervisory Board ensures that the Supervisory Board members and all Directors are made aware of their shareholders' views, issues, and concerns.

## **Issues Requiring Approval Of The General Meeting Of Shareholders**

- a) Approval and amendment of the Bank's Charter;
- b) Approval of the Bank's annual audited financial statements;
- c) Reorganization of the Bank, which includes mergers, divisions, transformations (change of organizational- legal form), and liquidation of the Bank, full or partial cancellation of pre-emptive rights during a increase in the share capital of the Bank;
- d) Issuance of new shares, sale of shares by the existing shareholder(s), or other securities convertible into shares;
- e) Accepting or rejecting proposals of the Supervisory Board or the Board of Directors concerning the utilization (including distribution) of profit, or making decisions concerning the utilization of net profit, if the said bodies fail to agree on a proposal;
- f) Approval of reports by the Board of Directors and the Supervisory Board;
- g) Election and dismissal of members of the Supervisory Board, determining the question of member remuneration, and conclusion of member contracts;
- h) Approval of the first composition of the Board of Directors of the Bank;
- i) Approval of the first composition of the Audit Committee of the Bank;
- j) Making decisions on the participation in court proceedings against the Board of Directors and the Supervisory Board members, including the appointment of a representative for such action;
- k) Adopting resolutions on the issuance and sale of shares and other securities under this Charter and Georgian legislation:
- I) Making decisions on the acquisition, sale, transfer, exchange (or other transactions to similar effect), or encumbrance of the Bank's properties the value of which is more than 25% of the book value of the Bank;
- m) Deciding on other matters according to effective Georgian legislation.

#### **General Meeting of Shareholders**

In 2020, the General Meeting of Shareholders was conducted once on May 13th. At the General Meeting of Shareholders, Mr. Mir Jamal Pashayev represented the Bank's shareholder, under a duly notarized and legalized power of attorney (proxy).

#### Agenda of the Annual Meeting of Shareholders

#### Independent Auditors' Report

At the meeting of May 13, 2020, the General Meeting of Shareholders approved the annual audited financial statements together with an independent auditor's report for the year 2019.

#### Resolution on Dividend Distribution

At the meeting of May 13, 2020, the General Meeting of Shareholders decided not to distribute the dividends.

## **Shareholder Rights**

The rights and responsibilities of the shareholders are mutually determined by the Charter of JSC PASHA Bank Georgia, the Law of Georgia on Entrepreneurs (as amended periodically), the Law of Georgia on Activities of Commercial Banks (as amended periodically) and all other relevant laws and regulations, including regulations issued by the National Bank of Georgia.

The Charter is available on PASHA Bank's website at www.pashabank.ge

According to Article 4, Section 4.2 of the Bank Charter, shareholders have the right to:

- a) Attend or be represented at the General Meeting and take part in the voting process (holders of common shares only);
- b) Be elected in the Supervisory Board;
- c) Participate in the distribution of profit and receive pro rata share of the dividends;
- d) Dispose their shares in accordance with Georgian legislation and the Bank Charter;
- e) In case of the Bank's liquidation, receive pro rata share of the assets remaining after the payment of the creditors' claims:
- f) Have access to information concerning economic activities of the Bank;
- g) Appeal to the Directors of the Bank to specify issues in the General Meeting agenda, request an extraordinary General Meeting, or add issues for consideration to the agenda of an already appointed General Meeting;
- h) Request a special inspection of the Bank's economic activities and annual balance sheets if they have a reasonable doubt that material irregularities have taken place;
- i) Preemptively subscribe for newly issued or existing shares of the Bank on a pro-rata basis in accordance with the terms and conditions of the Bank Charter;
- j) Appeal to a local court or, by agreement of the parties, seek private arbitration for the solution of a conflict between themselves and the Bank;
- k) Other rights as stipulated by Georgian legislation and the Bank Charter.

## **The Supervisory Board**

The Supervisory Board is responsible for the general oversight of the Bank and of the Board of Directors. Its members are elected by the shareholders. The Supervisory Board is led by a Chairman, it advises the Board of Directors, and is involved in decision-making on all fundamental matters affecting the Bank. It is the key decision-making body of the Bank, responsible to the shareholders for creating and delivering sustainable shareholder value through providing entrepreneurial leadership and direction to the Bank. It determines the Bank's strategic objectives and policies, provides the overall strategic direction within a framework of rewards, incentives and controls, demonstrates ethical leadership, and promotes a collective vision of the Bank's purpose, values, culture, and behaviors.

Members of the Supervisory Board act in a way that they consider, in good faith, will promote the success of the Bank for the benefit of the shareholders as a whole and, while doing so, take into consideration the interests of other stakeholders as well.

According to Article 7, Section 7.10 of the Bank Charter, the following activities shall be performed only by the Supervisory Board:

- Strategic supervision and control of the Bank;
- Review and approval of corporate strategy and strategic objectives;
- Review and approval of annual budget and business plan;
- Initiation of new banking/commercial activities and termination or suspension of existing activities;
- Establishment and liquidation of new enterprises and branches;
- Acquisition and disposal of shares in other companies;
- Approval of the organizational structure;
- Approval of the Code of Ethics and whistleblowing procedures;
- Adoption of resolutions for implementing the General Meeting decision to admit the Bank's shares and other securities to the stock market:
- Submission of proposals for profit distribution to the General Meeting of shareholders;
- Redemption of shares by the Bank as mandated under Georgian legislation;
- Strategic supervision of risk management activities;
- Approval of the risk appetite statement, conduction of annual reviews;
- Approval of the business continuity plan;
- Authorization of (possible) conflicts of interest and related party transactions within the limits established by the Bank:
- Approval of policies, standards, and procedures in respect to conflicts of interest and related party transactions;
- Approval of structure, size, and composition of the Board of Directors, including appointment and dismissal of its members;
- Determination of rights and obligations of members of the Board of Directors, monitoring and supervision of their activities, request of reports from the Board of Directors;
- Approval of succession policy and succession planning for members of the Board of Directors;
- Conclusion of labor agreements and determination of remuneration packages for members of the Board of Directors;
- Approval of regulatory framework for determining bonuses and/or additional benefits for employees, including members of the Board of Directors;
- Approval of structure, size, and composition of the Supervisory Board committees, including appointment and removal of the Supervisory Board committee members and review of reports by the Supervisory Board committees;
- Election of external auditors;
- Appointment and dismissal of trade representatives (procurators);
- Appointment and dismissal of the Corporate Secretary;
- Approval of transactions including but not limited to attraction of borrowings, granting lending and trade finance products, approval of loan restructuring, loan write-off, approval of acquisition and disposal of fixed assets and intangible assets, administrative expenses, cash limits, Implementation of equity investments in public and private companies in case the transaction is above the decision-making and signatory authority limits of the Board of Directors;
- Approval of decision-making and authority limits of the Board of Directors;
- Securing of borrowings or any other liabilities of the Bank or any third party, if they fall outside the scope of the regular

economic activities of the Bank;

- Approval of issuance of bonds:
- Approval and amendment of the Bank's statute-, framework-, and policy-type documents;
- Determination and approval of terms and conditions to be used with regard to credit recourses and deposits to the Bank's employees;
- Convention of the General Meeting, if deemed necessary for the interests of the Bank;
- Supervision and representation of the Bank in case of conflict between members of the Board of Directors;
- Based on the decision of the General Meeting, procession of a legal dispute against members of the Board of Directors on behalf of the Bank, submission of a claim against members of the Board of Directors without the decision of the General Meeting if the issue is related to the responsibility of members of the Board of Directors;
- Supervision of interventions in accordance with the results of examinations carried out by External and Internal Audits, as well as the National Bank of Georgia;
- Resolution of issues that are beyond the scope of the Board of Directors' authority;
- Performance of any other duties as required by the General Meeting.

The Supervisory Board members are collectively responsible for the Bank's interests and have a fiduciary duty towards the Bank. The Chairperson is appointed from the members of the Supervisory Board. He is responsible for its effective overall functioning, including maintenance of a relationship of trust and collegiality with the Supervisory Board members, as well as facilitation of coordination and cooperation between the Supervisory Board and the management.

The Charter of the Bank changed in 2019. Duties and responsibilities stated in Article 7 (The following activities shall be performed only with the written approval of the Supervisory Board), Section 7.10.32 – "Determination and approval of terms and conditions to be used with regard to credit recourses and deposits to the Bank's employees" has been delegated to the Board of Directors. Article 1 (General Provisions), Section 1.4 (the legal address of the Bank is 15 Shota Rustaveli Ave., Tbilisi 0108, Georgia) was amended to indicate the legal address of the Bank as 37M Ilia Chavchavadze Ave., Tbilisi 0179, Georgia.



## Definition Of An Independent Supervisory Board Member

All members of the Bank's Supervisory Board and the Supervisory Board committees should act independently when making decisions. It should not be permitted to take into consideration private interests of a shareholder, customer, contractor, investor, or other related party when making business decisions. Members act independently if they effectively exercise their best judgment for the exclusive benefit of the Bank, a judgment that is not clouded by a real or perceived conflict of interest.

Independence of a person recommended by the Bank on the position of a Supervisory Board member shall be verified by the Bank before the appointment in accordance with the National Bank of Georgia's Questionnaire on Independence and compliance analysis as stipulated by the Regulation on Fit and Proper Criteria for Administrators of Commercial Banks.

An "Independent Member" is a person who or whose relative, defined as first and second legal heir under the Civil Code of Georgia1:

- 1. Is not a relative of the Bank's administrators or companies related to the Bank;
- 2. Is not a relative of the person(s), who directly or indirectly hold significant shares of the Bank or companies related to the Bank.
- 3. Does not receive additional remuneration from the Bank other than the fixed fee for membership of the Supervisory Board and the Supervisory Board committees;
- 4. Does not receive dividends for owning the Bank's shares (owning less than 2% of the Bank's shares directly or indirectly);
- 5. During the last two years, did not conduct business or did not have any other types of material business/ commercial relationships2 with the administrators of the Bank or companies related to the Bank;
- 6. During the last two years, did not conduct business or did not have any other types of material business/ commercial relationships2 with the person who directly or indirectly holds significant shares in the Bank or companies related to the Bank;
- 7. Does not have any kind of material liability (including a financial one) towards the Bank, the Bank's administrators, and the Bank's significant shareholders; or does not have any other type of material/financial interests (including property, investment) in the Bank or companies related to the Bank (with the exception of a person who directly or indirectly holds 2% or less shares of the Bank or companies related to the Bank);
- 8. During the past five years did not have professional or other kind of working relationship (including business services, etc.) with the Bank and companies related to the Bank, with the administrators and significant shareholders (with the exception of a person who performs non-executive functions or occupies a non-executive position);
- 9. Has not been employed by the Bank within the last five years other than as a member of the Supervisory Board or the Supervisory Board committees;
- 10. Is not related to a non-profit organization that receives significant funding from the Bank or companies related to the Bank;
- 11. Is not, nor in the past five years has been, related to a present or former auditor of the Bank of a related party;
- 12. Has not served on the Supervisory Board for more than nine years since the date of his/her first election;
- 13. The Audit Committee members shall not be considered independent if they and/or their relatives, who are first and second legal heirs under the Civil Code of Georgia, have a financial liability to the Bank4.

The Corporate Governance Policy is available on PASHA Bank's website at www.pashabank.ge

## **Supervisory Board Membership Criteria**

The Bank's Corporate Governance Policy sets the Supervisory Board membership criteria, according to which the Supervisory Board seeks members with extensive experience and expertise, and a reputation for integrity.

Members of the Supervisory Board should have experience in positions with a high degree of responsibility, be leaders in companies or institutions with which they are affiliated, and be selected based on contributions they can make to the Supervisory Board, and their ability to represent the shareholders' interests. The Supervisory Board will also take into account the diversity of a candidate's perspectives, background, and other demographics. The Supervisory Board membership criteria and appointment process are also regulated by the Bank's Standard on Appointment of Administrators, which is developed in compliance with the Regulation on Fit and Proper Criteria for Administrators of Commercial Banks and sets requirements that a candidate for the Supervisory Board Membership shall comply with.

In assessing the collective suitability of the Board, the following should be taken into account:

- A member of the Supervisory Board shall have university education in one of the following fields: economics, finance, banking, business administration, audit, accounting, jurisprudence, or other relevant education that enables him/her to perform his/her duties;
- A member of the Supervisory Board shall not be an administrator of another commercial bank registered in Georgia, except in the case when he/she holds an administrator's position in a bank that is a subsidiary or a parent of the Bank;
- A member of the Supervisory Board shall not be a member of the Supervisory Board or the Board of Directors in more than seven enterprises registered in Georgia;
- A member of the Supervisory Board shall not be a I or II rank relative of a member of the Board of Directors or the Supervisory Board of the Bank;
- A member of the Supervisory Board shall have appropriate qualification and professional experience, the composition of the Supervisory Board should ensure a variety skills, knowledge, and experience, which correspond to the scale and complexity of the Bank's activities.

According to the Corporate Governance Policy, factors considered by the HR and Remuneration Committee, and the Supervisory Board in the review of potential candidates include:

- Prominence in business, institutions, or professions;
- Integrity, honesty, and the ability to generate public confidence;
- Demonstrated sound and independent business judgment;
- Financial literacy and experience with financial institutions;
- Risk management experience;
- Professional experience required to contribute to the Supervisory Board committees;
- Ability to devote sufficient time to the Supervisory Board and the committee work;
- Residency in and familiarity with the geographic region where the Bank carries on business;
- Competencies and skills that the Supervisory Board expects from each existing member.

Independence of a Supervisory Board member is confirmed by the Bank prior to his/her appointment as dictated by the Independence Questionnaire elaborated by NBG and a compliance analysis is submitted to NBG.

## **Board Effectiveness Review: Evaluation Of The Supervisory Board Members**

The Supervisory Board conducts annual effectiveness review in order to evaluate the performance of the Supervisory Board as a whole, the Supervisory Board committees, and its individual members. Annual evaluations are internally facilitated. The performance evaluation process may differ from year to year but will normally take the form of a detailed questionnaire supplemented by individual interviews with members of the Supervisory Board and the Supervisory Board committees. The Chairman may hold private meetings with each member of the Supervisory Board to discuss the evaluation results and individual performance. The Chairmen of the Supervisory Board committees are responsible for the evaluation of their committees.



## Review And Assessment Of Boardroom Practices

The Supervisory Board periodically reviews the structure, size, and composition of the Supervisory Board and the committees, and assesses the effectiveness of internal governance policies and practices.

After each Supervisory Board meeting, the Corporate Secretary conducts an online survey of Boardroom Practices to determine the effectiveness of the existing boardroom culture in the Bank. With this survey, the Supervisory Board members are given an opportunity to evaluate the level of the Bank's preparedness and the Board meeting performance, and to propose their suggestions for improvement, as well as to assess their and their colleagues' performance.

Due to the sensitivity of the information, the anonymity of each respondent is strictly protected.

According to the survey data of 2020 assessments, the quality of the delivered information to the Board, timeliness, meeting duration, organization of meetings has improved. Slight improvements are seen in confidence level and quality of discussion relative to previous years. Board members' attendance rate has stayed high throughout the year.

## **Independent Assessment**

In February 2020, Boards and Committees Performance Assessment administered by an independent consultant, Deloitte, was released. In the Performance Assessment, Deloitte used the board effectiveness framework.

The work focused on how the board discharges three key roles:

- Gaining insight and foresight the board as a whole, and individual board members, are aware of the key policy, legislation, and economic drivers alongside the current and future needs of the key stakeholders, opportunities, and threats, and the extent to which the organization can effectively respond to these stakeholder needs and environmental conditions.
- Clarifying priorities and defining expectations the board has debated, agreed, and clearly communicated a set of strategic priorities for the organization and how it expects these priorities to be delivered.
- Holding to account and seeking assurance the board is able to understand and critically appraise performance information, holds the management to account, and is reasonably assured that the management is delivering on these priorities in line with its expectations.

Deloitte carried out the following work for the assessment:

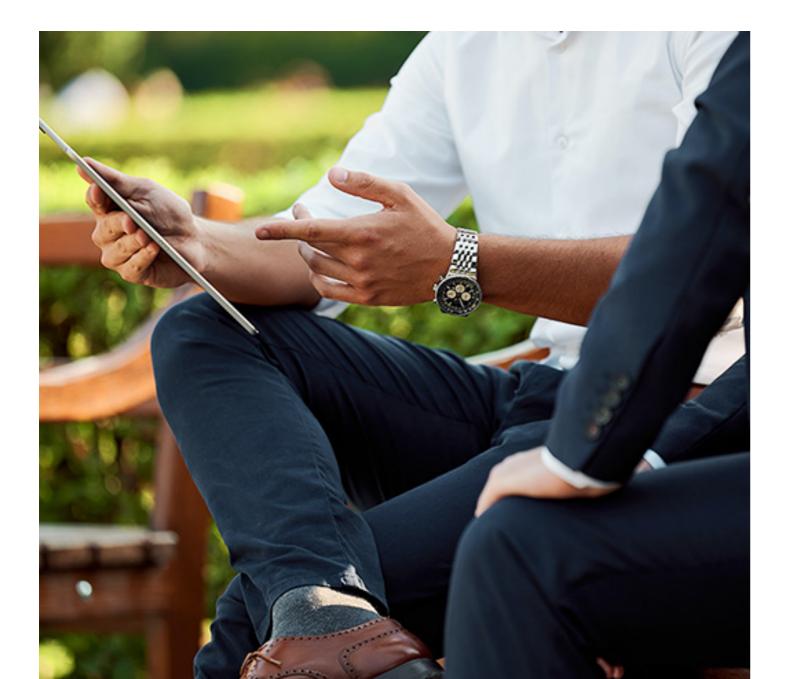
- Review of documentation;
- Distribution of an online survey to all Board members;
- Interviews with the Board members, C-suite executives, and some key stakeholders who regularly interact with the board;
- Observation of some Board and committee meetings in September, October, November, and December of 2019. Based on the assessment results, it can be concluded that the Bank has achieved a good level of integrity, transparency, and loyalty by continuously working on its corporate governance. Significant efforts have been made to strengthen the performance of boards and committees over the past several years, with noticeable results.

A number of strengths were identified in the way that the Board operates, including instances when the Board demonstrates leading practices when compared to its peers. The Board exhibits a number of positive features in terms of skills and

behaviours. There are a number of areas, however, where the Bank would benefit from the relevant best practice recommendations stated in the UK Corporate Governance Code regarding board structure and composition, agendas, reporting, engagement, evaluation, and training.

The strengths of the Board were identified as follows:

- Approach to governance: The Bank takes the Board effectiveness and wider governance seriously, as evidenced by the regular board evaluation process and the robust corporate governance policy.
- Strong professional background of members: The Board members are former or current executives of banks, including those outside of Azerbaijan. The Board members have substantial experience in senior executive roles, the majority of them within the Azerbaijani financial industry in general and PASHA Holding in particular.
- Positive assessment of the Board dynamics: The Board team dynamics were described positively, with interviewees referring to a culture of open, extensive, informal, and robust debate conducive to a productive exchange of views and opinions.
- High level of participation: The Board members were reported to attend the meetings regularly and to be actively involved in boardroom discussions.
- High level of engagement from Independent Members: The degree of Independent Member engagement and personal commitment to the Bank is a strength of the Board. Deloitte considers the alignment of individual Independent Board members to strategic initiatives and the high level of interaction between Executive Directors and Independent Board Members outside of the Board meetings to be in line with the best practices.
- Cohesiveness: The Board is collegial and cohesive. Members have a good working relationship with each other, helped by the engagement described above, and the management is willing to spend time with Independent Board Members.



## **Meetings Of The Supervisory Board**

Throughout 2020, the Supervisory Board held thirty four Board meetings, including one ordinary via physical meeting, seven ordinary via video conference, one extraordinary meeting held via video conference and twenty five extraordinary meetings conducted via email communication.

#### Supervisory Board Members as of 31 December 2020

Name-Surname	Position	Date of Election	Other positions	Meetings attended/eligible to attend	Attendance Rate
Farid Mammadov	Board Chairman	01.06.2017	Strategy and Budget Committee Chairman; HR and Remuneration Committee Chairman; Risk Management Committee Member	32/32	100%
George Glonti	Senior Independent member	31.12.2018	Audit Committee Chairman; Risk Management Committee Member	34/34	100%
Ebru Ogan Knottnerus	Independent member	31.12.2018	Risk Management Committee Chairperson; Audit Committee Member.	34/34	100%
Jalal Gasimov	Board Member	19.10.2015	HR and Remuneration Committee Member;	33/31	94%
Shahin Mammadov	Board Member	30.05.2018	Audit Committee Member	33/33	100%

## **Agenda Of Supervisory Board Meetings**

Throughout the year 2020, the Supervisory Board included in its agenda, reviewed and/or approved a range of topics concerning corporate governance, operational and organizational risk management, strategic planning and budgeting, and different operational matters, such as the approval of credit facilities, etc.

#### **Items Related to Corporate Governance**

- 1. KPIs for members of the Board of Directors of JSC PASHA Bank Georgia for financial year 2020;
- 2. Bonus pool for members of the Board of Directors and Support Staff for the year 2019;
- 3. Annual audited financial statements together with an independent auditor's report;
- 4. New composition of the Strategy and Budget Committee;
- 5. Approval of the changes in the composition of the Board of Directors;
- 6. Approval of candidacies of internal auditors of the Bank;;
- 7. Related party transactions;
- 8. Approval of the Organizational Structure of JSC PASHA Bank Georgia;
- 9. Review of the presentations on significant pending / outstanding issues relevant to the operations of the Bank;
- 10. Approval of internal regulatory documents of the Bank: Retail Lending Authority Delegation Matrix; Decision-Making and Signatory Authority Matrix; Bonus Calculation Methodologies for Retail Sales Department, Distance Banking and B2B Department; the Group Strategy Management Guidelines, the Project Management Guidelines, Internal and External Communication Policy and the Group Wide Onboarding procedure; Audit Committee Statute and Internal Audit Department Statute; the AML Policy; Performance Management Policy for Internal Audit Department employees.

- 11 Review of Inspection Act of JSC PASHA Bank Georgia regarding the issues pertaining to fighting against the money laundering and funding of terrorism;
- 12. Quarterly reports on financial and other activities;
- 13. Quarterly reports on critical and high-risk audit findings;
- 14. Follow-up reports on critical and high-risk audit findings resolved per management representation;
- 15. Retail business updates;
- 16. Quarterly reports on related party transactions;
- 17. Quarterly reports on the Supervisory Board Committees;
- 18. Semi-annual Compliance Reports;
- 19. Quarterly abridged reports on boardroom practices.

#### Items Related to Risk Management

- 1. Risk Management Committee Reports;
- 2. Approval of internal documents: the Stress Testing Operating Guidelines; the COVID 19 Guide Special Regime for Impairment Methodology; Guidance for Restructuring for Retail;
- 3. Delegation of extended decision-making rights with regard to restructurings.
- 4. Approval of the Risk Management Organizational Chart;

#### Items Related to Strategic Planning and Budget

- 1. The integrated Strategy of PASHA Bank Georgia 2021 2023
- 2. Review of Georgia's macroeconomic overview.

And other operational matters, such as approval of credit facilities, changes in terms and conditions of existing credit facilities, waivers, bond purchases, minimum and maximum interest rates on credit resources and deposits, administrative expenses, etc. Meeting minutes for the respective decisions of the Supervisory Board and its committees were appropriately drafted and authorized by the Corporate Secretary.

The Meeting Minutes include information on the final decision, as well as arguments of members voting against the resolutions. The Meeting Minutes were provided to NBG not later than ten days after the meeting date and respective excerpts were distributed to relevant internal stakeholders.

The Supervisory Board regularly meets with senior management and internal control functions to review policies and regulations that identify material risks and issues that are subject to impediments. The Board questions and critically reviews explanations and information provided by the senior management.

The Schedule of Matters Reserved for the Supervisory Board Decision can be found on Page 48.

## **The Supervisory Board Committees**

The Supervisory Board has established four committees under its mandate – the Audit Committee, the Risk Management Committee, the Strategy and Budget Committee, and the HR and Remuneration Committee.

#### The Audit Committee

The Audit Committee of JSC PASHA Bank Georgia was established by and is accountable to the Supervisory Board. The Committee is a governing body that establishes and controls internal audit function and monitors the Bank's activities according to the applicable legislation. The Committee is responsible for overseeing the Bank's systems of internal controls by establishing internal audit function. The Committee also communicates with the Bank's external auditor and reviews annual and interim IFRS financial statements. By bringing a systematic approach to the evaluation and improvement of risk management, internal control, and governance processes, the Committee monitors whether structural units and employees of the Bank follow the requirements of acting legislation.

The Committee assists the Supervisory Board and the Board of Directors in ensuring the existence and adequacy of an effective internal control system in the Bank.

Members are appointed for a term of maximum four years, with non-restricted re-election.

The Committee meetings should be held at least quarterly and may be held more often if required. During 2020, the committee held fourteen meetings.

The Committee makes decisions based on a simple majority of votes of members present. Each member has one vote. In case the votes are equal, the vote of the Chairman is considered a decisive vote. Heads of departments, external auditors, or other persons may be invited to the Committee meetings, if necessary.

#### Members as of 31 December 2020 and Committee attendance

Name-Surname	Position	Date of Election	Meetings attended/ eligible to attend	Attendance Rate
George Glonti	Committee Chairman; Senior Independent Member of the Supervisory Board	01.01.2019	14/14	100%
Ebru Ogan Knottnerus	Committee Member; Independent Member of the Supervisory Board	01.01.2019	14/14	100%
Shahin Mammadov	Committee Member; Member of the Supervisory Board	01.01.2019	14/14	100%

For further information, you can view the Audit Committee Statute on the Bank's website at www.pashabank.ge

#### Remuneration of the Bank's external auditor

Remuneration of the Bank's external auditor for the years ended 31 December 2020 and 2019 comprises (net of VAT):

	2020	2019
Fees for the audit of the Bank's annual financial statements for the year ended 31 December	138	124
Expenditures for other assurance services	55	52
Expenditures for other professional service	10	6
Total fees and expenditures	203	182

Fees and expenditures payable to other auditors and audit firms in respect of other professional services comprised GEL 34 thousand (2019: GEL 37 thousand).

#### The Risk Management Committee

The Risk Management Committee of JSC PASHA Bank Georgia was established by the Supervisory Board to advise and assist the Board in discharging its duties and responsibilities, and to ensure that the processes and capabilities for identification, assessment, measurement, control, reporting, and monitoring of risks are effective. The Committee monitors and ensures that the Bank's business is conducted according to the risk guidelines set by the Supervisory Board, and that the risk management system is effective and achieves its purpose. The Committee provides information to the Supervisory Board on strategy formulation, which requires the Bank to manage risks within the Board guidelines for risk appetite. The Committee reviews risk management policy and strategy, and the findings of the Internal Audit Department regarding risk management. Furthermore, it reviews the Bank's risk identification and assessment reports, the risk appetite and tolerance statement, and the Business Contingency Plan, and evaluates the effectiveness of mitigating strategies to address material risks of the Bank. The Risk Management Committee has free and unfettered access to senior management, risk and financial control personnel, and other parties (internal and external) in carrying out its duties.

The Chairperson of the Risk Management Committee is independent and is not the Chairperson of the Supervisory Board or any other committees. The Risk Management Committee comprises three members, the majority of which are independent members of the Supervisory Board.

The Risk Management Committee liaises regularly with the CRO and Deputy CRO to ensure the development and on-going maintenance of a risk management system that is effective and proportionate to the nature, scale, and complexity of the risks inherent in the business. The Risk Management Committee invites the CRO and Deputy CRO to attend the meetings of the Committee.

The Risk Management Committee meetings should be held at least quarterly. In case of necessity, additional, out-of-schedule, committee meetings may be summoned extraordinarily.

Throughout 2020, the Committee held seven meetings during which various risk management issues were reviewed and, where appropriate, endorsed for approval by the Supervisory Board. Among others, the Committee agenda included the review of risk reports and Committee presentations, action plan regarding the compliance with the Cyber Security Framework; review and endorsement for further approval the management proposals regarding Retail Authority Delegation Matrix, Risk Management Department's Organizational Structure, Stress Testing Guidelines, the delegation of restructuring decision-making authority, COVID19 Guide Special Regime for Impairment Methodology, Guidance for Restructuring for Retail; review of reports on PAR loans and reports on retail loan restructurings; review of assessments and gap analysis per Fraud Risk Management Program; discussions on market overview and COVID effects on the Bank's performance; review of credit portfolio monitoring and stress test results, and etc.

#### Members as of 31 December 2020 and Committee attendance

Name-Surname	Position	Date of Election	Meetings attended/ eligible to attend	Attendance Rate
Ebru Ogan Knottnerus	Committee Chairperson	31.12.2019	7/7	100%
Farid Mammadov	Committee Member	02.10.2017	7/7	100%
George Glonti	Committee Member	31.12.2019	7/7	100%

For further information, you can view the Risk Management Committee Statute on the Bank's website at www.pashabank.ge.

#### The Strategy and Budget Committee

The Strategy and Budget Committee is established with the purpose to advise and assist the Supervisory Board in discharging its duties and responsibilities. The Committee provides assurance to the Supervisory Board with respect to the preparation of the Bank's Business Plan in accordance with the strategy formulation process, and the preparation of annual budget in accordance with the budgeting process.

The Committee meetings should be held at least quarterly. In case of necessity, additional, out-of-schedule Committee meetings may be summoned extraordinarily.

Throughout the year, the Strategy and Budget Committee held eight meetings. The Committee reviewed and, where appropriate, endorsed for approval by the Supervisory Board a range of topics concerning the Bank's strategy and budgeting processes, such as integrated strategy of the Bank for 2021-2023. It discussed a number of reports regarding the status of the Bank's key strategic projects, analyzed reports on financial performance, reviewed the update of budgeting policy and the Budget for 2021, Strategy and Budget Committee reports, Strategic KPIs for 2021-2023, the macroeconomic research report and PASHA Bank 2020 highlights.

#### Members as of 31 December 2020 and Committee attendance

Name-Surname	Position	Date of Election	Meetings attended/ eligible to attend	Attendance Rate
Farid Mammadov	Committee Chairman	27.01.2020	8/8	100%
Elman Eminov	Committee Member	30.04.2018	8/8	100%
Vugar Akhundov	Committee Member	30.04.2018	8/8	100%
Murad Suleymanov	Committee Member	13.11.2019	7/8	88%
Teymur Huseynov	Committee Member	13.11.2019	8/8	100%

For further information, you can view the Strategy and Budget Committee Statute on the Bank's website at www.pashabank.ge

#### The HR and Remuneration Committee

The HR and Remuneration Committee is established with the purpose to provide to the Supervisory Board preliminary examinations and recommendations with respect to priority tasks in the human resources management and remuneration policies. Notably, the Committee reviews the remuneration policy, grading system, recruitment, retention, and termination policies, as well as proposals to the Supervisory Board with respect to the approval of candidates as Members of the Board of Directors. At least once a year, the Committee, together with the Risk Management Committee, reviews the remuneration process and evaluates the effectiveness of the remuneration system.

The Committee meetings should be held at least quarterly. In case of necessity, additional, out-of-schedule, Committee meetings may be summoned extraordinarily.

Throughout the year, the HR and Remuneration Committee held six meetings. The Committee reviewed and, where necessary, endorsed for subsequent approval by the Supervisory Board a number of issues, including, new organizational structure of the Bank, changes in the composition of the Board of Directors, the fulfilment of performance KPIs and the Bank's eligibility for the bonus pool, 2019 bonus pool for members of the Board of Directors and support staff, and the Board of Directors' performance KPIs related to the issuance of financial statements, as well as, relevant HR activities' Reports.

#### Members on 31 December 2020 and Committee attendance

Name-Surname	Position	Date of Election	Meetings attended/ eligible to attend	Attendance Rate
Jalal Gasimov	Committee Member	30.04.2016	5/6	83%
Ayten Abbasli	Committee Member	08.02.2016	6/6	100%
Farid Mammadov	Committee Chairman	08.02.2018	6/6	100%

For further information, you can view the HR and Remuneration Committee Statute on the Bank's website at www.pashabank.ge

### The Board Of Directors

Day-to-day operational management of the Bank is carried out by full-time executives – members of the Board of Directors. The Bank's Board of Directors comprises three directors: Chief Executive Officer, Chief Risk Officer, and Chief Financial Officer. The directors are appointed by the Supervisory Board for a fixed term, typically for four- years, with the possibility of renewal at the end of the term. The position and the scope of activity for each member of the Board is determined upon appointment.

Senior management plays an important role in ensuring effective governance and is therefore responsible for effective management consistent with the Supervisory Board policy. All administrators comply with the requirements of the Corporate Governance Code for Commercial Banks and the existing legislation, including the Regulation on Fit and Proper Criteria for Administrators of Commercial Banks approved by Decree No 50/04 of the Governor of NBG on June 17, 2014.

According to the Bank's Charter and the Board of Directors Statute, the following activities shall be performed by the Board of Directors:

- Carry out the Bank's day-to-day business operations;
- Take all reasonable measures to have up to date information on the financial standing of the Bank and make informed decisions on matters concerning the operation of the Bank; in cooperation with other functional units of the Bank, the Board of Directors shall ensure maintenance of the Bank's solvency and liquidity, and shall ensure that all measures required for this purpose are taken;
- Develop corporate strategy, strategic objectives, business plan, annual budget, and submit it to the Supervisory Board for approval;
- Present to the Supervisory Board and the General Meeting of Shareholders audited financial statements together with Independent Auditors Reports;
- Submit to the Supervisory Board for approval transactions that go beyond the scope of corporate strategy and strategic objectives, business plan and the budget (non-standard transactions);
- Report to the Supervisory Board any performance against the corporate strategy and strategic objectives, business plan and budget:
- Approve day-to-day operational banking activities, including attraction of borrowings, granting lending and trade finance products, approval of loan restructuring, approval of acquisition and disposal of fixed assets and intangible assets, administrative expenses, cash limits, implementation of equity investments in public companies, and sign respective agreements within the limits of its decision-making and signatory authority as approved by the Supervisory Board in the Decision Making and Signatory Authority Matrix;
- Determine and approve minimum and maximum interest rates to be used for credit recourses and deposits;
- Approve all forms of technical assistance, service, purchase agreements, and know- how;
- Supervise units and/or departments of the Bank, ensuring that the Bank provides proper services to its customers;
- Solve issues of collateral seizure and take other appropriate measures to protect the Bank against losses;
- Ensure the existence of a proper system of risk control in the Bank following the requirements of Georgian legislation;
- Prepare complete and accurate annual, semiannual, quarterly reports, and other financial information;
- Prepare and submit proposals and draft resolutions, reports, and any other information or documentation requested by or to be presented to the Supervisory Board or the General Meeting of Shareholders;
- Review information provided by internal and external audit of the Bank, the Audit Committee, and any expert and/or advisor engaged by the Bank, as well as reports submitted by managers of the Bank, and make appropriate decisions;
- Approve and amend internal regulatory documents of the Bank except those related to the Supervisory Board privileges;
- Develop and submit for approval to the Supervisory Board internal regulatory documents of the Bank;
- Develop and submit for approval to the Supervisory Board the Code of Ethics, including whistleblowing procedures;
- Develop and submit for approval to the Supervisory Board organizational structure of the Bank;
- Approve structure, size, and composition of the Board of Directors committees, including appointment and removal of committee members; review committee reports;

- Approve job descriptions for managerial positions, work schedules, and collective labor agreements;
- Decide on appointment, dismissal, and remuneration of the Bank employees, except members of the Board of Directors; determine any other matter related to the Bank employees;
- Recommend and submit for approval to the Supervisory Board bonus pool for the Bank employees, except bonus amounts to be disbursed to front-office function;
- Approve disbursement of bonus amount to front-office function;
- Monitor compliance with legislation, internal normative documentation, and implementation of resolutions of the General Meeting of Shareholders and the Supervisory Board;
- Execute and implement resolutions issued by the Supervisory Board and the General Meeting of Shareholders;
- Perform any other duties imposed by the Supervisory Board and the General Meeting of Shareholders. The Board of Directors is led by the Chairman of the Board of Directors, who simultaneously serves as the CEO of PASHA Bank. Decisions of the Board of Directors are made by a simple majority of votes.

#### **Nomination Process**

The Supervisory Board is responsible for developing and presenting for approval to the General Meeting of Shareholders a formal, rigorous, and transparent procedure for the appointment of directors. The procedure for identifying candidates shall be transparent, so that shareholders are able to see what type of person the Bank is looking for and why a particular individual is appointed. The HR and Remuneration Committee of the Supervisory Board is responsible for the search of new members of the Board of Directors. The Chairman of the Supervisory Board and members of the HR and Remuneration Committee interview the candidate before his/her appointment is recommended to the Supervisory Board for approval.

The HR and Remuneration Committee is responsible for considering succession planning for the directors, conducting an annual review of succession planning, and proposing changes to the process as necessary. The Board of Directors membership criteria and appointment process is regulated by the Bank's Standard on Appointment of Administrators. The process for appointing the Bank's director corresponds to banking regulations, and follows criteria and limitations similar to those established for members of the Board of Directors.

#### Changes in the Board

On April 01, 2020, the Member of the Board of Directors of JSC PASHA Bank Georgia, Chief Commercial Officer, Mr. George Japaridze, resigned from the aforementioned position.

On September 15, 2020, the Member of the Board of Directors of JSC PASHA Bank Georgia and Chief Financial Officer, Mr. Chingiz Abdullayev resigned from the aforementioned position.

On September 24, 2020, Mr. Selim Berent was appointed on the position of the Chief Financial Officer and a Member of the Board of Directors of JSC PASHA Bank Georgia.

### **Members Of The Board Of Directors**



**Arda Yusuf Arkun**CEO, Chairman of Board of Directors

Mr. Arkun graduated from Hamilton College, New York in 1998 with a double major in Economics and Mathematics. He is also an alumnus of Robert College, Istanbul. Mr. Arkun joined JP Morgan's Mergers and Acquisitions team as an analyst in 1998, focusing on Natural Resources and Power industries. In 2001, Mr. Arkun moved to London, UK and started working for Inquam Limited, a private equity company in the telecommunications sector, as a manager in the business development team. In 2005, Mr. Arkun joined Zapp Mobile (Inquam's subsidiary

in Romania) as Director of Business Development, Marketing and Strategy. He led the transaction to sell Zapp Romania to Cosmote in 2009. After the sale of Zapp Romania, Mr. Arkun was retained by Cosmote as the Strategy Advisor to the CEO.

Mr. Arkun moved to Baku, Azerbaijan in 2010 as Director of Strategy and Business Development at Capital Resources Advisors. He also served on the Board of Directors of Nar Mobile, B&B TV, and Aimroc. Mr. Arkun became the CEO of Aimroc, the largest mining company in Azerbaijan, in 2014. He led the transaction to sell Aimroc to Azergold in 2017. Mr. Arkun joined PASHA Holding as an advisor in August 2017. He has been the CEO and the Chairman of the Board of Directors of JSC PASHA Bank Georgia since February 1, 2018.



**Asaf Huseynov** CRO, Member of the Board of Directors

Mr. Asaf Huseynov graduated from Baku State University in 2005 with a bachelor's degree in Economic Cybernetics. Mr. Huseynov began his banking career as a leading specialist at Access Bank, Azerbaijan in December 2006. He moved to Central Bank of Azerbaijan as a specialist in the Department of Banking Supervision in January 2009. He held the position of the Head of Bank Group in the Department of Banking Supervision at Central Bank in 2012. From December 2015, he continued his career in Unibank, Azerbaijan as a member of the

Management Board before taking on the role of the CRO and Deputy CEO at Unibank, Azerbaijan in November 2016. From July 2017, he worked as the CRO and First Deputy CEO at Unibank, Azerbaijan. Mr. Huseynov was a member of the Management Board at the Baku Stock Exchange, Azerbaijan from December 2016 to January 2020. From May 2018 to December 2019 he was Head of the Supervisory Board at the Azerbaijan Credit Bureau. Mr. Huseynov has an eleven-year professional experience of working in banking and finance sectors, from which he served as the Head of Banking Group in the Supervision Department of Central Bank of Azerbaijan for seven years, and as the First Deputy CEO and Chief Risk Officer of OJSC Unibank (Azerbaijan) for four years.

Mr. Huseynov was involved in various projects during his banking career, including review and amendment of normative documents of the banking system, development of software and establishment of a Scoring System for the Azerbaijan Credit Bureau, institution of Management Information System for Central Bank of Azerbaijan, creation and development of a Scoring System, performance evaluation of internal control system for the Bank's anti-money laundering activities, development of Deposit Insurance System for commercial banks for the preparation of a resolution frame for the banking sector. In August 2014, Mr. Huseynov received his ACCA Diploma in International Financial Reporting. He has been a member of the Global Association of Risk Professionals (GARP) Since 2009.

Mr. Huseynov joined JSC PASHA Bank Georgia in November 2019. The Supervisory Board appointed him as the Chief Risk Officer and a member of the Board of Directors of JSC PASHA Bank Georgia on November 13, 2019.



Selim Berent

Member of the Board of Directors, CFO

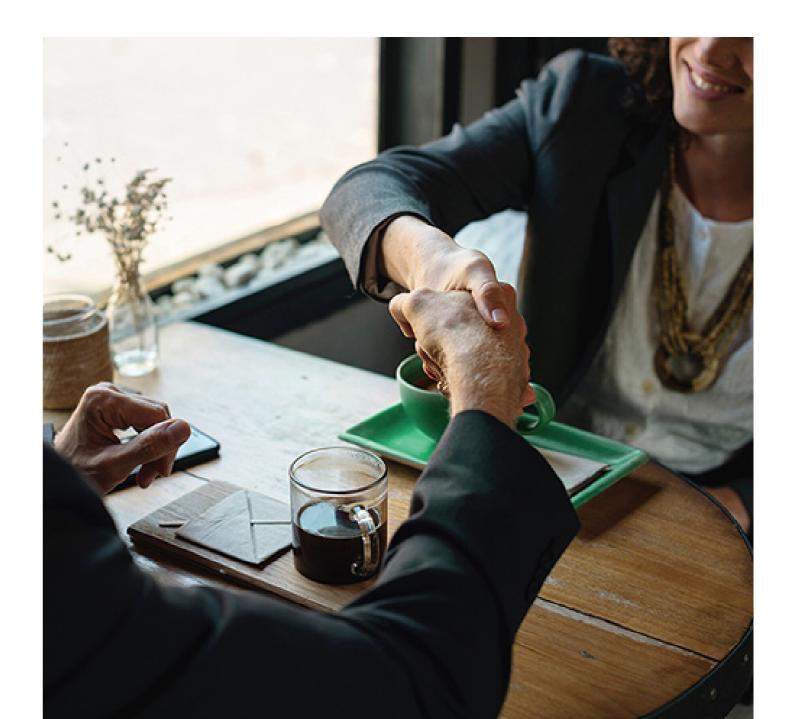
Mr. Selim Berent graduated from Koc University, Istanbul, with the bachelor's degree in Business Administration in 1998. He is also an alumnus of Robert College, Istanbul.

Mr. Selim Berent started his career as the financial controller in Roche Diagnostics, Istanbul in 2003. He then, worked as consultant for PricewaterhouseCoopers, in Istanbul, advising reputable companies in finance function efficiency.

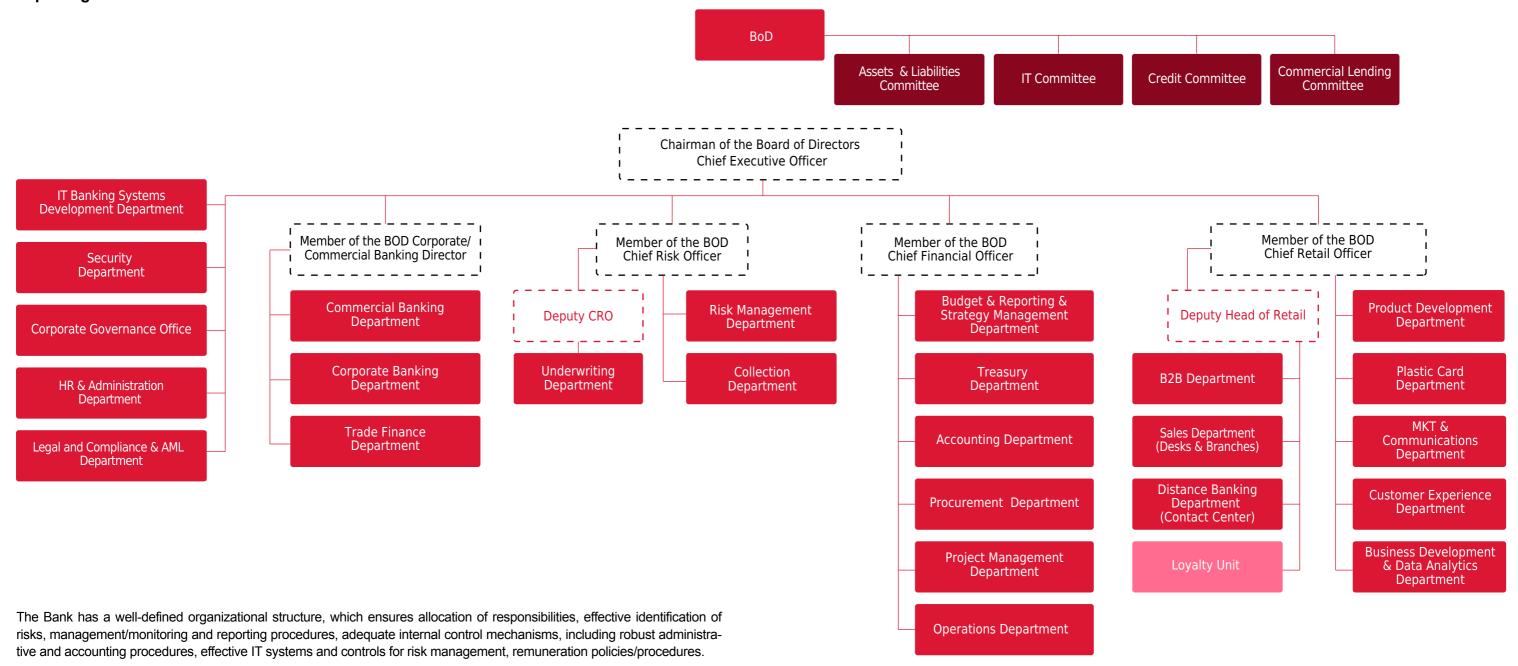
From November 2012, he proceeded his career as Chief Financial Officer of a gold mining company, AIMROC, in Baku.

He joined JSC PASHA Bank Georgia in April 2019 as Strategy Advisor to CEO. During his tenure with PASHA Bank Georgia as the adviser to CEO, Mr. Berent has effectively guided the Bank's strategy function.

Mr. Berent was appointed by the Supervisory Board of JSC PASHA Bank Georgia as the Chief Financial Officer of the Bank effective from September 24, 2020.



#### Reporting line to the members of the Board of Directors is shown in the chart below





## **Committees Of The Board Of Directors**

According to the Board of Directors Statute, the Board of Directors may establish standing and/or ad hoc committees, which shall have the obligation to fulfil duties determined by the latter. The Board of Directors approves committee statutes, committee size and composition, including appointment and removal of committee members.

The Board of Directors shall be collectively responsible for decisions made and activities implemented by the committees. The committees shall only exercise powers that are explicitly attributed or delegated to them and their actions as a whole shall not exceed powers of the Board of Directors. Periodically, the Board of Directors shall receive a report from each committee regarding its deliberations and findings.

There are currently four committees supporting the Board of Directors:

#### **Credit Committee**

The committee was established to assist the Board of Directors in discharging its duties and responsibilities in specific areas of business activities. The committee monitors credit risk related issues, approves individual or group credits, or other credit products within delegated authority, issues recommendations regarding individual or group credit exposures, issues recommendations regarding credit risk management, monitors loan portfolio, trade finance portfolio, investment portfolio and collateral portfolio, manages problem loans, and ensures the adequacy of loan loss allowance.

The committee has a statute that regulates its activities and contains provisions on the scope of authority, competencies, composition, working procedures, rights and responsibilities.

The committee is composed of six members and includes all executive directors of the Bank.

#### **Commercial Lending Committee**

The committee was established to assist the Board of Directors in discharging its duties and responsibilities in specific areas of business activities. The committee adopts decisions, releases recommendations, and monitors credit risk related issues with respect to commercial lending within delegated authority; it approves individual or group credits, or other credit products, issues recommendations regarding individual or group credit exposures, monitors commercial loan portfolio, commercial trade finance portfolio and collateral portfolio, manages problem loans, and ensures the adequacy of loan loss allowance. The Committee is accountable to the Board of Directors and works within the powers conferred to it by the Board of Directors.

The committee has a statute that regulates its activities and contains provisions on the scope of authority, competencies, composition, working procedures, rights and responsibilities.

The committee is composed of three members.

#### **IT Committee**

The committee was established to assist the Board of Directors in discharging its duties and responsibilities in specific areas of business activities. The committee develops the Bank's strategic development plan in terms information technologies, defines the appropriateness of IT projects, discusses the impact of business decisions on those projects and monitors their implementation, discusses global problems of IT-based banking activities, periodically discusses problems that arise in the IT service business environment, measures the impact of IT-based initiatives put forward by the structural units and monitors the application of new IT initiatives, monitors information systems and other advanced automation in order to ensure their continuous operation, ensures and monitors IT systems' fail-safety and data security in the Bank, ensures the development of the Bank's IT and information security policies, guidelines, rules and procedures, periodically reviews the Bank's IT strategy and its tactical plans.

The committee has a statute that regulates its activities and contains provisions on the scope of authority, competencies, composition, working procedures, rights and responsibilities.

The committee is composed of eight members, including the Chairman of the Board of Directors and the Member of the Board of Directors.

#### **Assets and Liabilities Committee**

The committee was established to assist the Board of Directors in discharging its duties and responsibilities in specific areas of business activities. The committee works to implement practices for managing the Bank's assets and liabilities in terms of interest rate risks, liquidity risks and market risks. The assets and liabilities' management of the Bank is based on policies, guidelines on risk appetite, revenue targets and rates of return, as well as risk management. The covered areas include capital ratios, liquidity, asset mix, rate settings for loans and deposits, and investment guidelines for the banking portfolio. The key objectives of the committee include maintaining liquidity positions, capital ratios at the planned minimum, and ensuring safety of the deposit base, maintaining asset and liability mix generating satisfactory revenue stream to satisfy profitability targets.

The committee has a statute that regulates its activities and contains provisions on the scope of authority, competencies, composition, working procedures, rights and responsibilities.

The committee is composed of six members and includes all executive directors of the Bank.

#### **Changes in the Committees**

The Retail Committee was dissolved by the decision of the Supervisory Board of December 4, 2020.

## **Internal Audit Department**

The Internal Audit Department of JSC PASHA Bank Georgia is responsible for providing a regular, independent, objective audit of the Bank's risk management, internal control, and corporate governance processes. The main objective of the Department is to add value and ensure the and improvement of the Bank operations.

The Internal Audit Department is independent of the Bank's management and is reportable directly to the Audit Committee. The Internal Audit Department Statute describes matters related to the Department's purpose, rights and duties, scope of activities, reporting, and independence. The Internal Audit Policies and Procedures Manual defines a set of comprehensive policies, methodology, procedures, and guidance for performing risk based and value-added audits.

The Annual Audit Plan, which is based on a documented risk assessment, is reviewed and approved by the Audit Committee. Audit findings are communicated to the Audit Committee. The department's budget and compensation are determined by the Supervisory Board based on the proposal of the Audit Committee.

The Head of the Internal Audit Department is appointed by the Bank's Supervisory Board based on the nomination and consent of the Audit Committee. All other employees are appointed by the Head of the Department in agreement with the Audit Committee.



## **Remuneration Policy For Directors**

On May 13, 2019 the General Meeting of Shareholders approved the Remuneration Policy for Directors (the "Policy"). The Policy establishes guiding principles for decisions concerning remuneration of the Bank's executive and non-executive directors that ensure fair, risk based, aligned to corporate culture, competitive, and appropriate remuneration for the market in which the Bank operates. The Policy ensures that the remuneration is appropriate to attract, motivate, retain, and fairly reward executive and non-executive directors of the Bank and is consistent with the Corporate Governance Code for Commercial Banks approved by Decree Nº 215/04 by the Governor of the National Bank of Georgia.

#### **Principles Of Remuneration For Non-executive Directors**

Concerning remuneration of non-executive directors, the Policy adopts the following principles:

- Non-executive directors of the Bank are remunerated only in the form of fixed remuneration.
- Non-executive directors are not provided with performance-based remuneration bonuses.
- Each non-executive director is reimbursed for all reasonable expenses (travel expenses, travel insurance, accommodation, etc.) incurred in connection with their attendance of the Supervisory Board or other meetings of the governing bodies as these meetings can be held on the territory of Georgia or abroad.
- Each non-executive director, in performing his/her duties as a member of the Supervisory Board or other governing body, has the statutory right to request independent consultancy services and costs of such services shall be reimbursed by the Bank.
- The Bank is prohibited from concluding any type of consultancy agreements with non- executive directors and from paying extra for services provided to the Bank to avoid compromising independence of non-executive directors. When preparing recommendations to the General Meeting of Shareholders regarding base remuneration for non-executive directors, the HR and Remuneration Committee considers time commitment, additional responsibilities, country-specific remuneration benchmarks, residency, and active legislation. The HR and Remuneration Committee is led by the principle of equal pay. Remuneration is determined in a way that does not compromise independence of non-executive directors. The HR and Remuneration Committee shall review remuneration of non-executive directors periodically, at least annually, to ensure remuneration levels are maintained in line with market expectations. The HR and Remuneration Committee shall inform the General Meeting of Shareholders of all cases when deviations from the Policy take place, indicating reasons for deviations.

#### **Principles Of Remuneration For Executive Directors**

Concerning remuneration of executive directors, the Policy adopts the following principles:

- Executive directors' remuneration consists of fixed and performance-based variable remuneration and other benefits.
- Executive directors are eligible for an annual bonus pool provided that they meet their performance KPIs.
- The Bank's remuneration system should not jeopardize its standing in terms of compliance with regulatory capital requirements. If such material risk persists, consideration should be given to refraining from payment of variable remuneration to directors.
- The annual amount of performance-based variable remuneration for each executive director should not exceed 100% of the amount of his/her fixed annual remuneration with any reasonable exception approved by the General Meeting of Shareholders, but only to a maximum limit of 200%.

When preparing recommendations to the Supervisory Board regarding base remuneration for an executive director, the HR and Remuneration Committee shall consider responsibilities, country-specific remuneration benchmarks, residency, and active legislation. The HR and Remuneration Committee shall be led by the principle of equal pay.

Difference in pay might derive from "material factors", such as geographical variations in the rates of pay determined by the cost of living. The state of the job market may also lead to different remuneration for executive directors and might constitute an objectively justified economic ground for a difference in pay. The HR and Remuneration Committee shall review remuneration of executive directors periodically, at least annually, to ensure remuneration levels are maintained in line with market expectations. Deductions from remuneration are permitted only in the order defined by Georgian legislation. The HR and Remuneration Committee shall inform the General Meeting of Shareholders on all cases when deviations from the Policy take place, indicating reasons for deviations.

Variable remuneration might become subject to clawback and malus arrangements. Remuneration can be adjusted (reduced or reversed) taking into consideration the realized risks of the Bank before or at the time of vesting. Remuneration can be adjusted (reduced or reversed) after vesting, due to misreporting, or failure to comply with internal policies or other legal requirements, or for other breaches as defined by the Bank. Early termination of employment agreement with an executive director shall not be the basis for change of deferral period or cause any remuneration adjustments unless there are other reasons for adjusting variable remuneration.

In case of resignation of an executive director, the HR and Remuneration Committee should assess the reason for resignation to remunerate the executive director for performance and not reward him/her for failure.

Risks associated with remuneration affect every aspect of the Bank's business, including financial performance, culture, operations, reputation, and governance. To mitigate these risks the Supervisory Board has been committed to maintaining a remuneration system that ensures strategy alignment, is based on a clear performance matrix, and is appropriately governed.

#### **Bonus eligibility**

Based on the approved methodology, the Bank's Board of Directors is eligible for annual bonuses on the condition that 75% of the budgeted net profit target is realized. Any exceptions are approved by the Bank's Supervisory Board. The gross bonus amount is calculated based on the following KPIs and their respective weights:

КРІ	Weight
Behavioral KPI	10%
Performance KPIs	90%

#### **Behavioral KPIs**

Behavioral KPI is a 360-degree assessment of emotional and social intelligence of the Board of Directors and examines the members' capacity for recognizing their feelings and those of others, motivating themselves, and managing emotions effectively in themselves and others. It describes behaviors that sustain people in challenging roles, or as their careers become more demanding, and captures qualities that help people deal effectively with change.



#### Performance KPIs

- Digitalization of retail business
- Development of risk management capabilities
- Team formation in terms of top management and organization
- Employee grading project should be finalized by the end of 2020

Bonus calculation	Level of achievement	Score of achievement	Adjustment to Base bonus in %
Each member of the Board of Directors is entitled to a base bonus adjusted depending on the performance, assessed through the	Exceed expectations	4.26-5.00	110
KPIs above.	Meet expectations	3.00-4.25	100
The base bonus is either equal to a % of net profit or a multiple of the Board of Directors member's monthly gross salary.	Almost as expected	2.76-2.99	80
The adjustment to the base bonus is calculated based on the following table:	Below expectations	1.75-2.75	60
Tollowing table.	Extremely below expectations	0.00-1.74	40

Remuneration Awarded During The Reporting Period GEL, 2020							
		დირექტორთა საბჭო	სამეთვალყურეო საბჭო	მატერიალური რისკის სხვა ამღებები			
	Total fixed remuneration <sup>1</sup>	5	3				
	Of which cash-based	1,792,987	470,563	0			
	Of which: deferred	1,604,163	470,563				
Fixed	Of which: shares or other share-linked instruments						
remuneration	Of which deferred						
	Of which other forms <sup>2</sup>						
	Of which deferred	188,824					
	Number of employees						
	Total variable remuneration	5	3				
	Of which cash-based <sup>3</sup>	411,169	15,843	0			
	Of which: deferred	380,561					
Variable remuneration	Of which shares or other share-linked instruments						
	Of which deferred						
	Of which other forms <sup>4</sup>						
	Of which deferred	30,608	15,843				
Total remune	eration	2,204,155	486,406	0			

<sup>1</sup> Member of the Board of Director, Mr. Asaf Huseynov was registered as the Bank's director internally on the basis on CEO's Order from December 26, 2019, on the date of registration of the candidate in the Register of Entrepreneurs and Non-Entrepreneurial (non-commercial) Legal Persons - for the persons subject to registration. The fixed remuneration of the directors is therefore provided for remaining days of the month.

- 2 The insurance, accommodation and other benefits as determined by the agreement with the director.
- 3 The bonus accrued in 2019 but to be disbursed in 2020
- 4 Travel related costs

## **Schedule Of Matters Reserved For The Board Decision**

Specific decision-making limits are approved by the Supervisory Board and shown in the Bank's Decision Making and Signatory Authority Matrix.

	Duties and Responsibilities	Quorum Required
1.	Strategic supervision and control of the Bank;	N/A
2.	Approval of corporate strategy and strategic objectives, review of strategy delivery and performance against	simple majority
۷.	strategic objectives and operational plans;	omple majority
3.	Approval of business plan, review of performance delivery against the business plan;	simple majority
4.	Approval of annual budget, review of performance delivery against the annual budget;	simple majority
5.	Initiation of new banking/commercial activities and termination or suspension of existing activities;	simple majority
6.	Establishment and liquidation of new enterprises, branches;	simple majority
7.	Acquisition and disposal of shares in other companies;	simple majority
8.	Approval of organizational structure;	simple majority
9.	Approval of the Code of Ethics and whistleblowing procedures;	simple majority
10.	Passing resolutions for implementing decisions of the General Meeting of Shareholders regarding the admis-	simple majority
10.	sion of the Bank's shares and other securities to the stock market;	omple majority
11.	Declaration of an interim dividend and recommendation of a final dividend;	simple majority
12.	Redemption of shares by the Bank as provided under Georgian legislation;	simple majority
13.	Performance of strategic supervision of risk management activities;	N/A
14.	Approval of risk appetite statement, conducting annual reviews;	simple majority
15.	Approval of business continuity plan;	simple majority
16.	Authorization for conflicts or possible conflicts of interest and related party transactions;	simple majority
16.1.	Transactions with related legal entities;	simple majority
16.2.	Transactions with related persons;	simple majority
16.3.	Agreements with related legal entities;	simple majority
16.5.	Approval of cash covered credit products (including trade finance products) to a related party;	simple majority
17.	Approval of policies, standards, and procedures in respect to conflicts of interest and related party transactions;	simple majority
18.	Approval of structure, size, and composition of the Board of Directors, including appointment and dismissal of its members;	simple majority
19.	Determining rights and obligations of members of the Board of Directors, monitoring and supervising their	simple majority
13.	activities, requesting reports from the Board of Directors;	Simple majority
20.	Approval of succession policy and succession planning for members of the Board of Directors;	simple majority
21.	Conclusion of labor agreements and determination of remuneration packages for members of the Board of Directors;	simple majority
22.	Approval of regulatory framework for determining bonuses and/or additional benefits for employees, including for members of the Board of Directors;	simple majority

	Duties and Responsibilities	Quorum Required
23.	Approval of structure, size and composition of the Supervisory Board committees, including appointment and removal of the Supervisory Board committee members; review of reports by the Supervisory Board committees;	simple majority
24.	Election of external auditors;	simple majority
25.	Appointment and dismissal of trade representatives (procurators);	simple majority
26.	Appointment and dismissal of the Corporate Secretary;	simple majority
27.	Attraction of borrowings by the Bank;	simple majority
28.	Securing borrowings or any other liabilities of the Bank or any third party, if they fall outside the scope of regular economic activities of the Bank;	simple majority
29.	Granting lending and trade finance products (by amount; by maturity);	simple majority
30.	Sale of credit assets, regardless of the amount, if:  - It is a collective sale (sale of more than one credit asset at once) of credit assets;  - The Bank will receive loss from the sale of credit asset, and  - The sale is above the decision-making limits of the Board of Directors;	simple majority
31.	Approval of loan restructuring;	simple majority
32.	Approval of loan write-off;	simple majority
33.	Approval of acquisition and disposal of fixed assets and intangible assets;	simple majority
34.	Approval of bond issuance;	simple majority
35.	Approval of administrative expenses;	simple majority
36.	Approval of cash limits;	simple majority
37.	Implementation of equity investments in public companies;	simple majority
38.	Implementation of equity investments in private companies;	simple majority
39.	Approval and amendment of the Bank's statute, framework, and policy type of documents;	simple majority
40.	Approval and determination of terms and conditions to be used with regard to credit recourses and deposits to the Bank's employees;	simple majority
41.	Convening General Meetings, if deemed necessary for the interests of the Bank;	simple majority
42.	Supervision and representation of the Bank in case of conflict between members of the Board of Directors;	simple majority
	Based on the decision of the General Meeting, procession of legal disputes against members of the Board	
43.	of Directors on behalf of the Bank, submission of claims against members of the Board of Directors without the	simple majority
	decision of the General Meeting if the issue is related to the responsibility of members of the Board of Directors;	
44.	Supervision of implementation of measures in accordance with the results of examinations carried out by	simple majority
	External and Internal Audits, as well as the National Bank of Georgia;	omple majority
45.	Settlement of issues that are beyond the scope of the Board of Directors' powers;	simple majority
46.	Performance of other duties as required by the General Meeting.	simple majority





### **Risk And Controls**

The Bank is committed to developing sound, effective, and complete risk management strategies and processes in order to assess and maintain, on an ongoing basis, the amount, type, and distribution of internal capital that the Bank considers adequate to cover the nature and level of risks to which it is or might be exposed.

Strategies and processes are subject to regular internal review to ensure that they remain comprehensive and proportionate to the nature, scale, and complexity of the Bank's activities. Risk management helps to identify, assess, and manage risks stemming from the Bank's strategy.

The most significant cause of value destruction is an incompatibility between a strategy and the Bank's mission and vision, and implications of such strategy. Risk management enhances strategy selection. Choosing a strategy calls for a structured decision-making that analyses risks and aligns resources with the Bank's mission and vision. Risk management strategy supports the Bank's mission and vision and eliminates the possibility that the Bank may not realize its mission and vision, or may compromise its values, even if a strategy is successfully carried out.

Risk management considers the possibility that a strategy, or implications thereof, is not aligned with the Bank's mission and vision. The Supervisory Board and the Board of Directors determine if a strategy works in tandem with the Bank's risk appetite, how it will help drive the Bank to set objectives, and ultimately, to allocate resources efficiently.

Risk management strategy is derived from business strategy. All factors of business strategy are taken into account for the purpose of risk profile analysis. The Bank manages risks following the Three Lines of Defense model, which provides an effective way to enhance communication on risk management and control by clarifying essential roles and duties. The Three Lines of Defense model enhances clarity regarding risks and controls and helps to improve the effectiveness of risk management systems. The Three Lines of Defense model distinguishes between three groups (or lines) involved in effective risk management:

- Functions that own and manage risks;
- Functions that oversee risks;
- Functions that provide independent assurance.

Senior Management

1st Line of Defense

2nd Line of Defense

3rd Line of Defense

Risk Management
Compliance
IT Security
Financial Control
Quality

Regulator

Risk Management
Compliance
IT Security
Financial Control
Quality

Business lines and operations units execute activities that create and prevent risk. The first line owns and manages risks and controls through policies, procedures, and monitoring processes in daily operations that help prevent or mitigate risks. It works collaboratively with the second line to address improvements required to enhance controls and mitigate risks.

The second line supports senior management by bringing expertise and monitoring alongside the first line to ensure that risks and controls are properly managed.

The third line of defense – Internal Audit, provides the Board of Directors and senior management with comprehensive assurance from the perspective of the highest level of independence and objectivity in the organization. This high level of independence is not available in the second line of defense. Internal audit provides assurance on the effectiveness of governance, risk management, and internal controls, including the degree to which first and second lines of defense achieve risk management and control objectives.

Main roles and responsibilities for key stakeholders in the Bank's Risk Management Process are as follows:

#### **Supervisory Board**

- Approve the Bank's risk appetite statement and risk management policies;
- Perform risk oversight to incorporate consideration of risk in strategic decision-making and to address risk interactions across business units.

#### **Risk Management Committee**

- Review risk management policies and risk appetite statement;
- Accept risk assessments, issue directives for risk treatment to maintain risk levels within the defined tolerance thresholds, and accept risk treatment options:
- Ensure that appropriate processes and capabilities are in place to identify, assess, measure, manage, monitor, and report risks.

#### **Board of Directors**

- Assume overall responsibility and accountability for risk management function;
- Ensure a proper balance between risk and return, consistent with the Bank's risk appetite;
- Make available the necessary resources to meet risk management objectives and targets;
- Maintain commitment to improving risk management performance.

#### **Risk Function**

- Develop, implement, and administer Risk Management (RM) program. This entails developing and maintaining RM policies, identifying key risks to be reported at the corporate level, coordinating risk management processes and procedures, tools, and information systems, risk analysis and risk treatment with risk owners, calculating an overall integrated risk portfolio, reporting on corporate risks and the risk portfolio to the Risk Management Committee, monitoring adherence to the risk management program, and improving risk management capability of the enterprise through communication and training;
- Establish RM communication at all levels. Gather data and develop risk reports for the RM Committee and others as directed by the RM Committee;
- Provide professional advice on RM. Provide advice and direction on current and evolving RM practices, make recommendations, and implement mandated improvements;
- Analyze RM metrics and report performance. Quantify and prioritize risks, validate decision-making analytics, assumptions and methodologies, report risks and ensure that information presented for decision-making and reporting is complete and correct:
- Deploy and maintain quantitative tools and models that assist in estimating the likelihood and severity of risk events such as an event tree model;
- Facilitate identification, measurement, monitoring, and reporting of risks;
- Design/revise the Risk Appetite Statement (RAS) in accordance with the Group RAS;
- Cascade the RAS down to different levels in the organization (i.e. define the "playing field" for units);

- Continuously review/report limit status/breaches and take proactive measures to avoid RAS breaches;
- In case of RAS breaches, propose and execute a mitigation plan;
- Ensure that incentives across the Bank are in line with the RAS:
- Ensure alignment of risk appetite, strategy, and capital allocation in the Bank (including budgeting and business planning cycles);
- Assess risk culture at different levels of the Bank.

#### Risk Appetite

The process of setting Risk Appetite seeks to enhance risk management capabilities of the Bank to ensure a better alignment of risk-taking with strategic objectives. Risk appetite objectives define the level of risk that the Bank is willing to accept, provide opportunities for maximization of value within boundaries, establish systematic control of risks, and enable timely mitigation.

RAS resides at the heart of an effective risk management program and is linked to the Bank's overall risk management philosophy and strategic ambition. The objective of developing a clearly articulated RAS is to explicitly define the level and nature of risks that the Bank is willing to take in order to pursue its stated mission on behalf of its shareholders, which is subject to constraints imposed by shareholders, debt holders, regulator, and other stakeholders.

With an RAS in place, the Bank can define specific tolerances around its performance, and in doing so link its risk management to the overall management processes.

General principles of risk taking and risk management established by the Bank are as follows:

- Prudent risk-taking with comprehensive risk assessment and control environment;
- Application of best practices in line with the complexity and size of the Bank:
- Direct risk management considerations into business planning and project development activities;
- Compliance with the requirements of NBG and guidelines from the Bank's shareholders. The general principles of risk-taking have to be reflected in all rules and policies, and applied consistently throughout the Bank.

In order to institute objective criteria to measure exposure to relevant risk factors, risk policies are represented by numerical targets/limits within the Bank's risk appetite framework. The Bank develops a risk appetite framework based on its business and risk strategy. The RAS includes qualitative statements as well as quantitative measures expressed relative to earnings, capital, risk measures, liquidity, and other relevant measures, as appropriate.

Risk appetite statement includes the following elements:

Profitability is a key objective, but credit standards must not be compromised in the pursuit of an operating income. A well-balanced and high-quality credit portfolio is the highest priority.

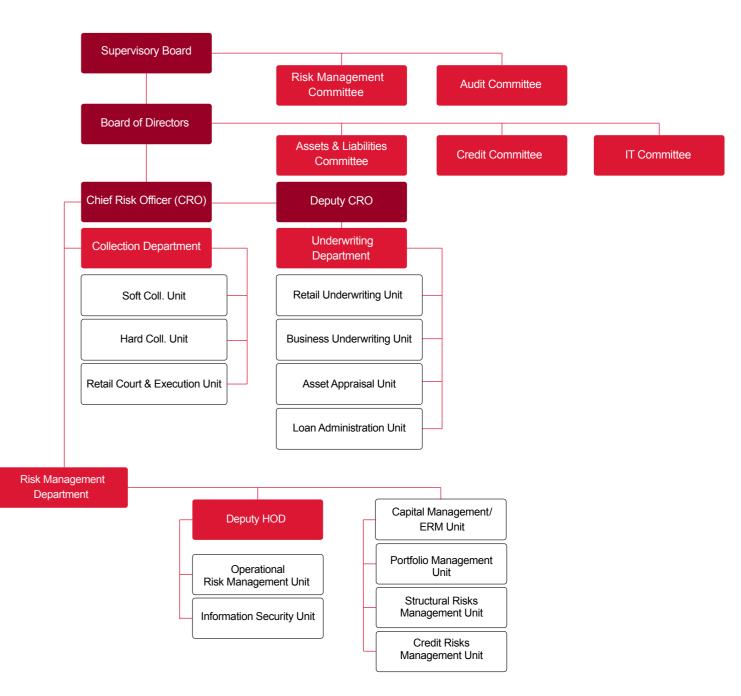
Below is an excerpt from RAS of PASHA Bank:

- Capital/solvency the Bank will operate with a sufficient and comfortable capital base, not only to fulfill regulatory requirements, but also to protect the Bank from potential shocks without hindering its growth potential. The Bank will regularly run stress tests to ensure the adequacy of its capital remains.
- Liquidity the Bank will ensure abundant levels of liquidity to survive severe short-term and medium-term market-wide liquidity stress event and to promote diversified and stable funding sources.
- Credit risk the Bank aims to keep a well-diversified loan portfolio that delivers positive net income at a consolidated level even during severe but realistic stress events. To do so, the Bank maintains consistent underwriting standards depending on its risk appetite rather than market opportunities; the Bank applies appropriate concentration limits and runs tight monitoring systems.
- Market risk the Bank will ensure VaR and Stressed VaR is sufficiently covered by the capital including the VaR under stress scenarios.

The Bank will keep its currency position under review at all times to be able to hedge against potential devaluations.

- Regulatory risk the Bank will ensure that the number of open regulatory findings and the number of new legal matters will be maintained on an acceptable level.
- Reputational risk the Bank has minimal tolerance for headline risk associated with unacceptable business practices, privacy breaches, and internal fraud.

#### Organizational Structure of Risk Management:



## **Risk Management And Capital Allocation**

#### Credit Risk

Credit risk refers to a threat of losses that impacts the Bank's profitability and capital position and arises from non-performance of contractual obligations by counterparties .

The Credit Policy and the Credit Standard of the Bank regulate lending process and contain credit risk management principles and actions to mitigate risks inherent in lending activities. The primary objectives of the Credit Policy are to:

- Protect the Bank from excessive losses from credit activities;
- Define basic principles of planning and organizing credit activities and building the desired loan portfolio;
- Ensure capital allocation to credit risk, bank is exposed to.

The Bank follows the key principles listed below in order to realize its credit policy objectives:

- Segregation of duties: responsibilities must be strictly divided between the back office and the front office;
- Four-eye principle and the principle of prevention of conflict of interests is to be adhered to at all stages of the credit cycle;
- Risk-awareness during credit assessment processes and, later, during management of exposures, to avoid excessive losses:
- Operation with a robust and professional risk management approach and control environment as the basis of solid risk-taking and proper risk management.

The primary objectives and key principles of the Credit Policy are achieved through the following course of actions:

- Creation of effective credit policies and procedures;
- Providing appropriate trainings to relevant employees;
- Increasing and diversifying the customer base;
- Ensuring efficiency of the decision-making process;
- Ensuring effective credit risk management;
- Monitoring external factors which can affect credit decision or portfolio quality;
- Running stress tests on portfolio level;
- Managing the optimal risk and return ratio of credit products;
- · Improving and optimizing credit portfolio quality and structure;
- Assessing expected losses of loan portfolio and ensuring the adequate level of LLP;
- Assessing unexpected losses of loan portfolio and ensuring adequate capital allocation;
- Ensuring compliance of the credit process with Georgian legislation and regulations of the National Bank of Georgia.

In all cases of risk-taking, the creditworthiness of the customer is to be assessed and monitored during the lifetime of the credit exposure according to the Credit Policy. Portfolio quality reports are regularly prepared by the Underwriting Department and presented to the Board of Directors.

The capital requirement for credit risk is calculated by the Bank under Basel III requirements based on a standardized approach in compliance with the Regulation of the National Bank of Georgia on Capital Adequacy Requirements for Commercial Banks. To recognize allowance for expected credit losses for all financial assets not held at fair value through profit and loss, the Bank applies the provisions of IFRS 9. Although the Bank considers credit risk as the most material and most important risk type, currently, due to the lack of data, using advanced methodologies for calculation of the credit risk capital requirement would be an excessive exercise for the Bank. The Bank uses internal and external rating providers for credit risk assessment, such as Moody's, Fitch, and S&P.

#### Foreign Exchange Induced Credit Risk

Foreign Exchange Induced Credit Risk is a risk arising from the movement of foreign currency exchange rates that would deteriorate the creditworthiness of the customer. Individual assessment of customers and transaction-level stress test is carried out according to the Credit Policy. Furthermore, the limits outlined by the regulator are applied and a sensitivity analysis is conducted. Currency-induced credit risk is built into the capital adequacy requirement calculation, by adding a currency induced credit risk (CICR) buffer for unhedged foreign currency denominated exposures.

#### **Counterparty Risk**

Counterparty risk is a subset of credit risk and is mainly estimated for credit derivatives (i.e. futures, forwards, swaps, options, and other off-balance sheet liabilities originating from other similar contracts), according to CAR, Article 50. Counterparty risk is a risk that counterparty to a transaction would default before the final settlement of the transaction's cash flows. The Bank operates a counterparty limit system for treasury deals with the Bank's partners (banks, financial institutions) as defined by the Board of Directors. Limits are reviewed at least on an annual basis and in cases when relevant information about the counterparty is identified. Counterparty risk is accounted for in the capital requirement estimation under Pillar 1 in the pool of risk-weighted assets as part of exposures weighted based on their credit risk as defined by CAR.

#### Country Risk

Country risk refers to potential losses that may be generated by an (economic, political, etc.) event that occurs in a specific country, where the event can be controlled by that country (government) but not by the lender/investor. Due to the business strategy of the Bank (serving companies of certain neighbouring countries, i.e. Azerbaijan, Turkey) with trade finance and other services, the Bank is exposed to country risk. The Bank's ICAAP defines country risk, although historically it has not been sufficiently material to require additional capital.

#### **Operational Risk**

Operational risk is defined as the Bank's exposure to potential losses that may impact its profitability and capital position. Operational risk may derive from inadequate internal processes or systems, external events, inadequate employee performance or from a breach of, or non-compliance with, statutory provisions, contracts, and internal regulations. Operational risk includes legal risk but excludes reputational and strategic risk.

The objective of operational risk management is to find the extent of the Bank's operational risk exposure, understand its drivers, allocate capital, and identify trends internally and externally that would help in predicting it.

It is vital for the Bank to try to prevent fraud, maintain the integrity of internal control, and reduce errors in transactions. For this purpose, the Bank developed and implemented Fraud Risk Management Program (FRMP). The primary purpose of the Program is to develop corporate culture and to create an environment that inhibits the fraud.

An effective Fraud Risk Management Program has four main components:

- · Prevention;
- Detection;
- Response;
- Reporting and Monitoring.

In order to cover all the requirements of the Program the Bank hired Fraud Risk Analyst, who is responsible for the following, but not limited to:

- Recommend and implement new tools and techniques used for fraud detection, prevention and reporting activities;
- Monitor transactions to identify suspicions fraudulent activities;
- Generate/create suspicious activity reports on regular basis and ensure timely reporting for effective fraudulent activities management;
- Investigate thoroughly, register and monitor suspicious fraud cases;
- Conduct fraud awareness training for all employees to prevent occurrence of internal/external fraud.

Internal control is usually embedded in the Bank's day-to-day activities and is designed to ensure, to the extent possible, that the Bank's activities are efficient and effective, information is reliable, timely and complete, and the Bank is compliant with the applicable laws and regulations. Failure to understand and manage operational risk may increase the likelihood that some risks will go unrecognized and uncontrolled. The Bank conducts adequate operational risk assessment procedures before it launches any new product, activity, process or system, as well as before it outsources core banking- and IT system-related activities. Furthermore, the Bank mitigates operational risks by following strict rules for the assignment of duties and responsibilities among and within the functions, and a system of internal control and supervision. The Bank has in place Enterprize Risk Management Framework, Operational Risk Management Policy, Operational Risk Management Proce-

dure, Operational Risk Assessment Methodology and Fraud Management Policy. The Bank uses tools for operational risk identification and assessment, such as Data Loss Collection, Audit Findings, Risk Control Self-assessment, Key Risk Indicators, etc., for timely identification and mitigation of risks. Capital requirement under ICAAP is calculated using the Basic Indicator Approach, which is also used for the calculation of Pillar 1 capital.

#### **Market Risk**

#### Foreign Currency Exchange Risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Bank has set internal limits on open currency position and also follows regulatory limitations.

Currency positions are monitored on a daily basis., the Bank calculates the capital requirement for FX positions based on historical and delta normal Value at Risk (VaR) method, using the 99% confidence level.

#### Interest Rate Risk

Interest rate risk means the risk of financial loss (damage) resulting from an adverse movement of interest rates.

Interest rate risk of the banking book is assessed on a monthly basis. The interest rate risk reports positions and gaps by repricing periods for each relevant currency.

#### **Business Risk**

Business risk is defined as the risk linked to a potential drop in profits or capital due to changes in the operating environment or erroneous corporate decisions, inadequate implementation of decisions, or poor reaction to changes in a competitive environment. The Bank considers strategic planning and budgeting processes as a crucial part of risk management. The Bank has developed detailed processes and budgeting regulations that ensure meticulous budgeting according to the business strategy of the Bank, and describe the processes to regularly monitor and review the budget. For business risk, a regulatory capital requirement is not calculated. As the risk is defined to be material, the Bank calculates capital requirements to cover the risk under ICAAP. As the Bank has limited historical data to go by, a simplified methodology measuring deviations from the budget has been developed.

#### **Credit Concentration Risk**

Credit concentration risk is interpreted as a distribution of exposures to customers where potential default by a relatively small group of counterparties or large individual counterparties is driven by a common underlying cause and may jeopardize the "business-as-usual" operation of the Bank. The Bank controls credit concentration risk via a limit system on large exposures and certain industries.. The Bank regularly monitors the concentration of the portfolio by calculating the HHI for the whole portfolio of the Bank.

The creation of capital buffers for concentration risk is required by the regulator under pillar 2.

#### **Liquidity Risk**

Liquidity risk is defined as the risk of inability of the Bank to honor its financial obligations. Liquidity risk comprises both funding liquidity and asset liquidity risks:

- Funding liquidity risk appears with an inability to obtain new funding;
- Asset liquidity risk appears when the Bank is not able to sell its assets easily at market price without avoiding losses because of an illiquid market.

#### Measuring Liquidity Risk

Primary tools for measuring liquidity risk are identification of liquidity positions and stress testing. Liquidity positions are identified on a monthly basis via standardized reporting packages for the regulator, including LCR and NSFR,. Stress

testing is based on the Bank's cash inflows and cash outflows during a six-month survival horizon. The target liquidity requirement is then estimated by applying a stress scenario to the expected cash inflows and outflows, and the liquidity buffer.

Managing Liquidity Risk

The presence of liquidity risk in short-time intervals is considered to be more dangerous for the Bank's operations, because the shorter a term is, the less time the Bank has to make management decisions to adjust to the situation. The longer the time interval, the more controllable liquidity is considered to be, because the Bank has more time to take corrective measures. Therefore, limits on short-term cumulative liquidity gaps are usually more conservative than those on longer terms gaps.

The ever-changing financial markets have a direct impact on the availability of funding sources for the Bank. Therefore, even with constant monitoring of liquidity and funding sources, the Bank recognizes that unforeseen events (for example, changing economic or market conditions, deteriorating loan portfolio quality, or any other situation beyond the control of the Bank) may potentially lead to a short- or long-term crisis situation. the Bank assesses the potential liquidity risk and prepares a clear action plan for liquidity crises. To mitigate a funding liquidity risk, the Bank establishes a liquidity buffer, which may be used to meet payment obligations while continuing normal banking activities, without obtaining new funding. The Bank additionally ensures that its funding is diversified and that the maturity profile does not create significant gaps.

The Bank has access to NBG refinancing facilities to maintain its liquidity in GEL. The Bank developed sound practices to manage liquidity risks, which are laid down in the Liquidity Management Policy and the Liquidity Management Procedure. Liquidity reports are regularly introduced to ALCO.

#### Strategic Risk

Strategic risks arise from fundamental decisions that executives make concerning the Bank's objectives. Essentially, strategic risks are the risks of failing to achieve these business objectives. Strategic risks are managed by operating a proper internal governance system. In order to minimize potential losses due to strategic risks, the Bank established a framework for its internal governance system. Strategic risks are only managed via processes; no capital is allocated for the purpose.

#### Reputational Risk

Reputational risk is the current or prospective indirect risk to earnings and capital arising from adverse perception of the image of the Bank on the part of customers, counterparties, shareholders, investors, regulators, and other stakeholders. It manifests when external opinions about the Bank are less favorable than desired. Reputational risk is managed by respective processes and organizational units of the Bank.

Reputational risk is only managed by processes; no capital is allocated for the purpose.

#### **Group Risk**

Group risk is defined as possible losses due to the fact that the Bank is operating as a member of a group, as a subsidiary company, or as a mother company. The Bank has no subsidiary, therefore, only the risk of operating as a member of a financial group needs to be assessed. The main assessment factor is to identify dependencies where a change in the level of parent company support might cause problems for the Bank. This assessment is based on expert judgment, and its results are manifested in areas where the risk is managed.

The Bank has identified two major sources of group risk, which are managed via proper processes defined by the parent company and negotiated with the Bank:

- Group governance risk: the parent company operates a holding-level governance system, which ensures that the Bank receives methodological support from the mother company;
- Own funds supply: planning of own funds and analysis of possible ways of capital increase are part of the budgeting
  process, including supply of own funds from the parent company. As the current risk is not material, no capital is allocated
  for the purpose.

#### Macroeconomic Risk

Macroeconomic risk is the current or prospective risk of loss on on-balance sheet and off-balance sheet positions arising from adverse movements in macroeconomic conditions, such as a fall in the GDP growth rates, decline in real estate prices, etc.

As macroeconomic risks are external risks that are beyond the Bank's control, the only tool for their management is stress tests-based capital and liquidity planning. The Bank performs macroeconomic risks-related stress tests based on internal macro projections and stress test model and also methodological guideline (the Guideline) communicated to the Bank by the regulator. For the purposes of internal capital assessment, the Bank applies transaction-level stress tests assessing the effect of FX, concentration and interest-induced credit risks. Enterprise-level macroeconomic stress testing is used for capital planning purposes.

#### **Regulatory Risk**

Regulatory risk is defined as the risk stemming from a changing regulatory environment. It incorporates either an amendment of the existing or an enactment of a new national or international law/regulation.

In order to mitigate regulatory risk, the Bank permanently monitors not only the legislation but also prospective changes. A crucial point in the process is that respective departments, managers, and employees affected by the changing legislation are informed by the Legal Department and Compliance Department. Senior management regularly receives executive summaries about recent regulatory modifications. The Bank makes sure that existing and even significant prospective (if they are likely to be enacted) regulations are reflected in its strategy. To prepare for significant legislative changes, the Bank applies several techniques: impact study, scenario analysis, action plans, or even modification of the business plan. The Bank conducts regular revision of its internal regulations and ensures that they are compatible with the external regulatory environment.

Regulatory risk is only managed by processes; no capital is allocated for the purpose.

## **Risk Mitigation Strategy**

Techniques to mitigate risk are largely dependent on the type of risk that needs to be reduced. Among others, the Bank uses the following types of mitigation techniques:

- Audits regular audits from the Internal Audit department may identify problems such as accounting errors or security vulnerabilities before they become larger problems;
- Segregation of duties responsibilities are strictly divided between the relevant positions;
- The Four-Eye Principle and the Principle of Prevention of Conflict of Interests the Bank adheres to these principles at all levels of business processes;
- Backup the Bank backs up business information in multiple secure physical locations;
- Business Continuity Plan the Bank has developed a plan to continue with normal operations in the face of extraordinary
  events such as natural disasters or security incidents;
- Procedures the Bank controls risk through internal procedures or actions that reduce the likelihood of undesirable events;
- Diversification the process of allocating capital and resources in diverse areas to reduce risk and volatility;
- Due diligence the process of investigation before committing to a contract or strategy. Basic due diligence, such as checking financial, environmental, corporate social responsibility, and management practices of a potential partner, is a basic step in risk management;
- Communication regularly communicating risk factors to line managers serves to reduce it;
- Performance Management setting risk reduction goals as part of performance management;
- Policies policies designed to reduce the risk of misconduct;
- Standards establishing standards to guide business practices and decision-making;
- Training training for employees, designed to increase professionalism and skills.

## **Risk Reporting**

In order to ensure timely, quality, and informative decision-making process, the Bank's risk management function reports to the Risk Management Committee of the Supervisory Board on a monthly basis. The reports include loan portfolio report, corporate investment portfolio report, trading book report, related party transactions, off-balance sheet portfolio, collateral portfolio, non-performing loans and write-off report, credit concentrations, deposit portfolio report, FI exposures, liquidity and maturity analysis, market risk analysis, operational risk analysis, incident management, capital adequacy report, etc.

On a quarterly basis, the Risk Management Committee reports to the Supervisory Board on the Bank's risk management activities and the way the committee discharged its duties and responsibilities.

The risk management function reports to the Board of Directors on a regular basis. These reports include reviews of Credit Committee activities, internal loss database reports, etc.

## **Stress Tests And Scenario Analysis**

Scenario analysis is an exercise that uses expert opinions of business and risk managers to identify plausible enterprise loss scenarios to estimate unexpected losses. Generally speaking, scenarios are a forward-looking assessment of the key risks or "potential future events" that attempt to derive a reasoned assessment of likelihood, in terms of frequency and severity of plausible losses.

Stress test framework aims to assess the impact of extraordinary but possible events on the capital or liquidity of the Bank. The Bank elaborated its ICAAP framework in a way that already contains a sensitivity analysis and scenario analysis to measure exposure to risks that are defined as relevant. The Bank performs macroeconomic risks-related stress tests based on a methodological guideline (the Guideline) communicated to the Bank by NBG. According to the Guideline, stress tests must be performed on the overall Bank level (enterprise-level stress) and transaction level (transaction-level stress). The transaction level tests assess the creditworthiness of the Bank's top borrowers in the case of changing external factors. The following risks are managed via stress testing on the enterprise risk level:

- Foreign exchange induced credit risk;
- Interest rate risk of the banking book;
- Foreign exchange rate risk;
- Concentration risk;
- Interest rate risk;
- · Regulatory risk;
- · Systematic risk.

Enterprise-level stress tests are used by the Bank in the course of its capital and liquidity planning by assessing the effect of various macroeconomic scenarios on the Bank's overall financial performance indicators, such as profitability, asset quality, funding base, and liquidity.

## **COVID Effect And Impact**

2020 was very challenging for financial sector. The banking sector was significantly affected by Covid-19.

The sector has had to adapt to these changes and implemented actions to minimize the impact.

In order to ensure business continuity, most of back office employees of the Bank were switched to remote working conditions.

The Bank kept all branches available both, in Tbilisi and regions, Front office was divided into 2 clusters to ensure continuous service to the customers, in case of infection.

The Bank adapted all necessary business processes in order to simplify the service and meet customers requirements. All information security measures have been met to ensure the safety and confidentiality of customers information and funds.

In order to ensure employees and customers safety, the Bank conducted disinfection of all premises on a regular basis, ensured staff with all necessary equipment, such as thermoscreening, dezobariers, medical supplies, masks, glasses, gloves, etc.

The Bank regularly shared the recommendations provided by Ministry of Internally Displaced Persons from the Occupied Territories, Labour, Health and Social Affairs of Georgia to employees and advised to comply with them.

Starting from March-2020 PBG started intensive portfolio analysis to identify poor performer customers on which COVID19 will have possible negative impact. From this period Credit Risk Unit has performed several stress tests (incl. regulatory as well as for internal purposes) based on which decisions regarding restructuring, applying grace periods to the client was taken. Outcomes of the stress testing was used to recalculate expected credit losses of the Bank. Details of regulatory & IFRS provisions are provided below:



#### Regulatory provisions

- In March-2020, as per regulator's request, the Bank assigned 3.2% COVID specific general provision on loan portfolio;
- Later, based on stress-testing, the Bank allocated general provisions to specific and cancelled general provisions:
- As of Jun-2020 general provisions totalled GEL 9.75 mln, while allocated amount was GEL 1.1 mln higher, GEL 10.83 mln.;
- In Oct-2020, LLP of each borrower was revised, based on stress test with new set of assumptions;
- Based on stress test results, special provisions were decreased by GEL 3.6 mln, and the Bank increased general provisions with the same amount.

Calculation of general provisions looks as follow:

	mln GEL
Change in total provisions	3.6
Extra allocated provisions in Jun-2020	(1.1)
LLP of repaid loans	0.9*
General provisions	3.5



#### IFRS provisions

- In Jun-2020, COVID 19 Guide Special Regime for Impairment became in force.
- Following steps were taken:
  - PD & TTC metric tables were updated.
  - Macroeconomic projections were updated, based on which the bank updated credit ratings of every borrower.
  - For certain industries, which are especially damaged by COVID-19, the bank downgraded credit ratings by 1 notch.
  - LGD of every exposure was increased by 500 basis points.
  - For certain borrowers, which are exceptionally in a poor financial condition, the bank artificially increased ECL by 4% of outstanding principal.
- As a result, total increase in IFRS reserves of 30-June-2020 was GEL 7.75 mln, which is additional 2.24% cost of risk.
- In Dec-2020, COVID 19 Guide Special Regime for Impairment was cancelled, and the Bank switched to standard IFRS 9 methodology.

## **Financial Disclosures**

# PILLAR 3 QUARTERLY REPORT 1 Name of a bank 2 Chairman of the Supervisory Board 3 CEO of a bank 4 Bank's web page www.pashabank.ge

Senior management of the bank ensures fair presentation and accuracy of the information provided within Pillar 3 disclosure report. The report is prepared in accordance with internal review and control processes coordinated with the board. The report meets the requirements of the decree NN of the President of the National Bank of Georgia on "Disclosure requirements for commercial banks within Pillar 3" and other relevant decrees and regulations of NBG.

Bank: PASHA Bank Georgia JSC Date: 31.12.2020

Table 1	KEY METRICS					
N		4Q2020	3Q2020	2Q2020	1Q2020	4Q2019
	Regulatory capital (amounts, GEL)					
	Based on Basel III framework					
1	Common Equity Tier 1 (CET1)	71,776,388	74,981,971	77,845,531	82,217,108	94,603,709
2	Tier 1	71,776,388	74,981,971	77,845,531	82,217,108	94,603,709
3	Total regulatory capital	110,184,247	113,511,210	114,338,420	121,247,284	128,956,192
	Risk-weighted assets (amounts, GEL)					
4	Risk-weighted assets (RWA) (Based on Basel III framework)	511,914,211	493,420,977	506,656,949	526,675,270	495,553,546
	Capital ratios as a percentage of RWA Based on Basel III framework					
5	Common equity Tier 1 ratio >=581.15%%	14.02%	15.20%	15.36%	15.61%	19.11%
6	Tier 1 ratio >=775.17%%	14.02%	15.20%	15.36%	15.61%	19.11%
7	Total Regulatory Capital ratio >=1425.59%%	21.52%	23.00%	22.57%	23.02%	26.05%
	Income					
8	Total Interest Income /Average Annual Assets	6.60%	6.71%	6.62%	6.85%	6.72%
9	Total Interest Expense / Average Annual Assets	3.14%	3.20%	3.22%	3.18%	2.43%
10	Earnings from Operations / Average Annual Assets	-4.82%	-3.92%	-3.29%	-3.69%	-0.95%
11	Net Interest Margin	3.46%	3.50%	3.40%	3.67%	4.29%
12	Return on Average Assets (ROAA)	-4.83%	-5.49%	-6.90%	-10.20%	-1.93%
13	Return on Average Equity (ROAE)	-27.21%	-30.11%	-36.82%	-51.71%	-7.86%
	Asset Quality					
14	Non Performed Loans / Total Loans	7.39%	8.06%	1.87%	0.32%	0.21%
15	LLR/Total Loans	6.10%	6.16%	6.29%	5.60%	2.31%
16	FX Loans/Total Loans	71.36%	74.27%	69.39%	68.60%	64.26%
17	FX Assets/Total Assets	67.71%	69.18%	64.56%	65.61%	63.65%
18	Loan Growth-YTD	9.87%	4.79%	0.75%	0.53%	58.56%
	Liquidity					
19	Liquid Assets/Total Assets	10.49%	11.04%	12.77%	14.85%	25.76%
20	FX Liabilities/Total Liabilities	83.14%	78.79%	78.60%	79.11%	75.23%
21	Current & Demand Deposits/Total Assets	15.11%	13.21%	20.05%	11.83%	20.26%
	Liquidity Coverage Ratio**					
22	Total HQLA	104,948,298	112,139,401	116,325,036	124,363,393	168,509,641
23	Net cash outflow	61,827,540	70,054,627	82,364,622	86,088,289	94,698,659
24	LCR ratio (%)	169.57%	133.21%	145.01%	145.42%	178.55%

<sup>\*</sup> Regarding the annulment of conservation buffer requirement please see the press release of National Bank of Goergia "Supervisory Plan Of The National Bank Of Georgia With Regard To COVID-19" (link: https://www.nbg.gov.ge/index.php?m=340&newsid=3901&lng=eng )

<sup>\*\*\*</sup> LCR calculated according to NBG's methodology which is more focused on local risks than Basel framework. See the table 14. LCR; Commercial banks are required to comply with the limits by coefficients calculated according to NBG's methodology. The numbers calculated within Basel framework are given for illustratory purposes.

Table 2	BALANCE SHEET in 1						
			Reporting Period		Respecti	ve period of the previo	us year
N	ASSETS	GEL	FX	Total	GEL	FX	Total
1	Cash	1,761,357	3,690,583	5,451,941	1,303,841	3,304,218	4,608,059
2	Due from NBG	2,224,169	47,070,075	49,294,244	2,718,949	58,692,680	61,411,629
3	Due from Banks	4,352,521	26,555,920	30,908,441	21,058,408	60,502,172	81,560,580
4	Dealing Securities	0	0	0	0	0	0
5	Investment Securities	31,411,918	13,315,232	44,727,149	24,432,660	1,392,863	25,825,523
6.1	Loans	95,196,911	237,193,668	332,390,579	108,111,002	194,418,866	302,529,868
6.2	Less: Loan Loss Reserves	-7,149,453	-13,127,852	-20,277,304	-2,949,195	-4,032,638	-6,981,833
6	Net Loans	88,047,459	224,065,816	312,113,274	105,161,807	190,386,228	295,548,035
7	Accrued Interest and Dividends Reco	1,839,718	3,403,264	5,242,982	1,202,559	734,370	1,936,929
8	Other Real Estate Owned & Reposse	98,175	0	98,175	0	0	0
9	Equity Investments	0	0	0	0	0	0
10	Fixed Assets and Intangible Assets	19,899,377	0	19,899,377	18,723,842	0	18,723,842
11	Other Assets	2,093,147	29,137	2,122,284	5,440,291	187,199	5,627,490
12	Total assets	151,727,840	318,130,026	469,857,867	180,042,357	315,199,730	495,242,088
	LIABILITIES						
13	Due to Banks	63,545	76,398,766	76,462,311	6,057,389	80,238,648	86,296,037
14	Current (Accounts) Deposits	12,566,761	55,805,176	68,371,937	11,648,072	56,315,166	67,963,238
15	Demand Deposits	1,670,905	956,854	2,627,759	30,361,258	1,999,961	32,361,219
16	Time Deposits	30,247,839	119,188,082	149,435,920	40,918,618	106,902,018	147,820,636
17	Own Debt Securities			0	0	0	0
18	Borrowings	15,000,000	24,583,607	39,583,607	0	16,079,375	16,079,375
19	Accrued Interest and Dividends Paya	327,982	4,615,357	4,943,339	260,479	1,136,901	1,397,380
20	Other Liabilities	6,508,132	13,141,556	19,649,688	8,865,742	6,570,275	15,436,017
21	Subordinated Debentures	0	32,766,000	32,766,000	0	28,677,000	28,677,000
22	Total liabilities	66,385,163	327,455,397	393,840,560	98,111,557	297,919,345	396,030,902
	EQUITY CAPITAL						
23	Common Stock	103,000,000	0	103,000,000	103,000,000	0	103,000,000
24	Preferred Stock	0	0	0	0	0	0
25	Less: Repurchased Shares	0	0	0	0	0	0
26	Share Premium	0	0	0	0	0	0
27	General Reserves	0	0	0	0	0	0
28	Retained Earnings	-26,982,693	0	-26,982,693	-3,788,815	0	-3,788,815
29	Asset Revaluation Reserves	0	0	0	0	0	0
30	Total Equity Capital	76,017,307	0	76,017,307	99,211,185	0	99,211,185
31	Total liabilities and Equity Capital	142,402,470	327,455,397	469,857,867	197,322,742	297,919,345	495,242,088

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Table 3	INCOME STATEMENT						in Lari
N			Reporting Period			period of the previous yea	
N		GEL	FX	Total	GEL	FX	Total
	Interest Income						
1	Interest Income from Bank's "Nostro" and Deposit Accounts	672,317	320,393	992,710	1,319,166	1,520,040	2,839,206
2	Interest Income from Loans	12,381,321	13,141,391	25,522,712	10,529,228	11,949,245	22,478,474
2.1	from the Interbank Loans			0			0
2.2	from the Retail or Service Sector Loans	6,149,905	5,972,818	12,122,722	6,053,524	5,168,403	11,221,927
2.3	from the Energy Sector Loans	427,321	189,385	616,706	691,681	72,482	764,163
2.4	from the Agriculture and Forestry Sector Loans	260,360	48,671	309,031	9,176		9,176
2.5	from the Construction Sector Loans	834,375	2,151,391	2,985,766	180,699	1,279,678	1,460,376
2.6	from the Mining and Mineral Processing Sector Loans	175	8,614	8,789	1,338	51,185	52,523
2.7	from the Transportation or Communications Sector Loans			0		400,221	400,221
2.8	from Individuals Loans	1,265,222	1,192,215	2,457,437	374,431	928,682	1,303,113
2.9	from Other Sectors Loans	3,443,963	3,578,298	7,022,261	3,218,379	4,048,595	7,266,974
3	Fees/penalties income from loans to customers	215,352	359,379	574,731	48,962	565,009	613,972
4	Interest and Discount Income from Securities	4,100,117	474,550	4,574,667	2,585,795	89,178	2,674,972
5	Other Interest Income			0			0
6	Total Interest Income	17,369,107	14,295,714	31,664,820	14,483,152	14,123,472	28,606,624
	Interest Expense						
7	Interest Paid on Demand Deposits	354,651	126,482	481,132	269,352	126,399	395,751
8	Interest Paid on Time Deposits	2,611,516	1,342,615	3,954,131	1,917,448	2,102,547	4,019,995
9	Interest Paid on Banks Deposits	597,052	2,807,851	3,404,903	501,710	4,369,890	4,871,601
10	Interest Paid on Own Debt Securities	1,694,208	2,473,889	4,168,097	274,163	212,364	486,528
11	Interest Paid on Other Borrowings	786,797	2,263,800	3,050,597		565,768	565,768
12	Other Interest Expenses			0			0
13	Total Interest Expense	6,044,224	9,014,636	15,058,860	2,962,674	7,376,969	10,339,643
14	Net Interest Income	11,324,883	5,281,077	16,605,960	11,520,478	6,746,503	18,266,981
	Non-Interest Income						
15	Net Fee and Commission Income	-55,706	94,907	39,201	-58,914	85,755	26,840
15.1	Fee and Commission Income	101,335	361,180	462,515	77,688	323,129	400,818
15.2	Fee and Commission Expense	157,040	266,273	423,314	136,602	237,375	373,977
16	Dividend Income			0			0
17	Gain (Loss) from Dealing Securities			0			0
18	Gain (Loss) from Investment Securities			0			0
19	Gain (Loss) from Foreign Exchange Trading	-9,195,690	0	-9,195,690	4,240,191	0	4,240,191
20	Gain (Loss) from Foreign Exchange Translation	13,948,236	0	13,948,236	-114,692	0	-114,692
21	Gain (Loss) on Sales of Fixed Assets	-150,304		-150,304	-639,670		-639,670
22	Non-Interest Income from other Banking Operations	1,134,776	497,250	1,632,026	415,486	654,595	1,070,082
23	Other Non-Interest Income	369,968		369,968	294,267		294,267
24	Total Non-Interest Income	6,051,280	592,157	6,643,437	4,136,668	740,350	4,877,017
	Non-Interest Expenses						
25	Non-Interest Expenses from other Banking Operations	946,138	904,670	1,850,808	1,676,002	598,590	2,274,592
26	Bank Development, Consultation and Marketing Expenses	5,980,784	10	5,980,795	5,503,887		5,503,887
27	Personnel Expenses	16,577,772	0	16,577,772	14,885,107	0	14,885,107
28	Operating Costs of Fixed Assets	9,337	0	9,337	7,139	0	7,139
29	Depreciation Expense	6,504,313	0	6,504,313	3,424,281	0	3,424,281
30	Other Non-Interest Expenses	1,687,858		1,687,858	1,835,853		1,835,853
31	Total Non-Interest Expenses	31,706,203	904,680	32,610,883	27,332,269	598,590	27,930,859
32	Net Non-Interest Income	-25,654,922	-312,523	-25,967,445	-23,195,601	141,760	-23,053,841
33	Net Income before Provisions	-14,330,039	4,968,554	-9,361,485	-11,675,123	6,888,263	-4,786,861
34	Loan Loss Reserve	13,456,515	0	13,456,515	2,848,444	0	2,848,444
35	Provision for Possible Losses on Investments and Securities	0		0		0	0
36	Provision for Possible Losses on Other Assets	501,215		501,215	574,131		574,131
37	Total Provisions for Possible Losses	13,957,729	0	13,957,729	3,422,576	0	3,422,576
38	Net Income before Taxes and Extraordinary Items	-28,287,768	4,968,554	-23,319,214	-15,097,699	6,888,263	-8,209,436
39	Taxation		0	0		0	0
		-28,287,768	4 000 554	-23,319,214	-15,097,699	6,888,263	-8,209,436
40	Net Income after Taxation	-20,207,700	4,968,554	-23,313,214	-13,057,055	0,000,203	0,203,130
40 41	Net Income after Taxation  Extraordinary Items	125,336	4,968,554	125,336	-13,097,099	0,000,203	0

## Bank: PASHA Bank Georgia JSC Date: 31.12.2020 Table 4

Table 4							in Lari
N	ON BALANCE SHEET ITEMS PER STANDARIZED REGULATORY REPORT		Reporting Perio			period of the pre	vious year
1	Contingent Liabilities and Commitments	GEL 42,671,004	FX 28,088,161	Total 70,759,166	GEL 34,934,906	FX 41,116,888	Total 76,051,794
1.1	Guarantees Issued	19,745,186	15,127,297	34,872,483	18,431,925	18,822,919	37,254,845
1.2	Letters of credit Issued	15,7 15,100	181,049	181,049	10,131,323	979,605	979,605
1.3	Undrawn loan commitments	22,925,818	12,779,816	35,705,634	16,502,981	21,314,364	37,817,344
1.4	Other Contingent Liabilities	22,323,010	12,775,010	0	10,502,501	21,514,504	0
2	Guarantees received as security for liabilities of the bank			0			0
3	Assets pledged as security for liabilities of the bank	0	0	0	0	0	0
3.1	Financial assets of the bank	0	Ü	0	Ü	Ü	0
3.2	Non-financial assets of the bank			0			0
4	Guaratees received as security for receivables of the bank	30 674 100	384,917,201		62,713,646	314,994,040	377,707,686
4.1	Surety, joint liability	36,624,207			56,834,191	298,653,126	355,487,317
4.2	Guarantees	3,049,992	14,581,420	17,631,412	5,879,455	16,340,914	22,220,369
5	Assets pledged as security for receivables of the bank	86,114,040		1,030,555,700	93,494,413		1,021,029,449
					6,770,000		22,974,570
5.1	Cash Precious metals and stones	9,749,535	11,483,732	21,233,267	6,770,000	16,204,570	22,974,370
5.3	Real Estate:	39,855,876	845,913,939	885,769,816	40,219,176	780,006,415	820,225,592
5.3.1	Residential Property	0		77,056,267	40,219,170		84,265,756
5.3.2	Commercial Property	3,855,876	77,056,267 688,686,145		3,855,876	84,265,756 658,783,212	662,639,088
5.3.3	Complex Real Estate	0	3,784,473	3,784,473	0	4,731,705	4,731,705
5.3.4	Land Parcel	0	56,357,522	56,357,522	363,300	28,042,623	28,405,923
5.3.5	Other	36,000,000	20,029,531	56,029,531	36,000,000	4,183,120	40,183,120
5.4	Movable Property	1,308,547	67,220,851	68,529,398	2,180,910	31,239,812	33,420,722
5.5	Shares Pledged	0	16	16	0	23,526,628	23,526,628
5.6	Securities		10	0	Ü	25,520,020	0
5.7	Other	35,200,081	19,823,122	55,023,203	44,324,327	76,557,610	120,881,937
6	Derivatives	37,872,475		294,424,859	24,698,801	176,881,633	201,580,435
6.1	Receivables through FX contracts (except options)		129,793,574		24,698,801	76,187,304	100,886,106
6.2	Payables through FX contracts (except options)		126,758,810		24,030,001	100,694,329	100,694,329
6.3	Principal of interest rate contracts (except options)	20,022,307	120,730,010	0		100,031,323	0
6.4	Options sold			0			0
6.5	Options purchased			0			0
6.6	Nominal value of potential receivables through other derivatives			0			0
6.7	Nominal value of potential payables through other derivatives			0			0
7	Receivables not recognized on-balance	1,027,027	3,943,690	4,970,717	108,096	9,365,816	9,473,912
7.1	Principal of receivables derecognized during last 3 month	-,,	2,2 12,222	0	,	5,535,535	0
7.2	Interest and penalty receivable not recognized on-balance or derecognized during last 3 month	118,449	865,887	984,335	24,374	-6,957	17,417
7.3	Principal of receivables derecognized during 5 years month (including last 3 month)	662,405	0	662,405	69,960	7,374,990	7,444,950
7.4	Interest and penalty receivable not recognized on-balance or derecognized during last 5 years (including last 3 month)	364,622	3,943,690	4,308,312	38,136	1,990,826	2,028,962
8	Non-cancelable operating lease	0	0	0	0	0	0
8.1	Through indefinit term agreement			0			0
8.2	Within one year			0			0
8.3	From 1 to 2 years			0			0
8.4	From 2 to 3 years			0			0
8.5	From 3 to 4 years			0			0
8.6	From 4 to 5 years			0			0
8.7	More than 5 years			0			0
9	Capital expenditure commitment			0			0

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PASHA Bank Georgia JSC Bank: Date: 31.12.2020

Table 5	RISK WEIGHTED ASSETS		in Lari
N		4Q2020	3Q2020
1	Risk Weighted Assets for Credit Risk	465,140,021	452,099,063
1.1	Balance sheet items	438,451,285	425,090,808
1.1.1	Including: amounts below the thresholds for deduction (subject to 250% risk weight) $$		
1.2	Off-balance sheet items	23,747,861	23,291,410
1.3	Counterparty credit risk	2,940,875	3,716,845
2	Risk Weighted Assets for Market Risk	5,169,737	3,825,396
3	Risk Weighted Assets for Operational Risk	41,604,452	37,496,518
4	Total Risk Weighted Assets	511,914,211	493,420,977

 $<sup>^{\</sup>ast}$  COVID 19 related provisions are deducted from balance sheet items after applying relevant risks weights and mitigation

Date: 31.12.2020

Table 6 INFORMATION ABOUT SUPERVISORY BOARD, DIRECTORATE, BENEFICIARY OWNERS AND SHAREHOLDERS

### Members of Supervisory Board

- 1 Shahin Mammadov
- 2 George Glonti
- 3 Ebru Ogan Knottnerus
- 4 Jalal Gasimov
- 5 Farid Mammadov

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## Members of Board of Directors

- 1 Arda Yusuf Arkun
- 2 Selim Berent
- 3 Asaf Huseynov

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List of Shareholders owning 1% and more of issued capital, indicating Shares

1 PASHA Bank OJSC 100%

	List of bank beneficiaries indicating names of direct or indirect holders of 5% or more of shares	
1	Mr. Arif Pashayev	23.52%
2	Mrs. Arzu Aliyeva	35.40%
3	Mrs. Leyla Aliyeva	35.40%
4	Mr. Mir Jamal Pashayev	5.68%

Bank: PASHA Bank Georgia JSC

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### le 7 LINKAGES BETWEEN FINANCIAL STATEMENT ASSETS AND BALANCE SHEET ITEMS SUBJECT TO CREDIT RISK WEIGHTING

b c

Carrying values of items

	Account name of standardazed supervisory balance sheet item	Carrying values as reported in published stand-alone financial statements per local accounting rules	Not subject to capital requirements or subject to deduction from capital	Subject to credit risk weighting
1	Cash	5,451,941		5,451,941
2	Due from NBG	49,294,244		49,294,244
3	Due from Banks	30,908,441		30,908,441
4	Dealing Securities	0		0
5	Investment Securities	44,727,149		44,727,149
6.1	Loans	332,390,579		332,390,579
6.2	Less: Loan Loss Reserves	-20,277,304		-20,277,304
6	Net Loans	312,113,274		312,113,274
7	Accrued Interest and Dividends Receivable	5,242,982		5,242,982
8	Other Real Estate Owned & Repossessed Assets	98,175		98,175
9	Equity Investments	0		0
10	Fixed Assets and Intangible Assets	19,899,377	4,240,919	15,658,458
11	Other Assets	2,122,284		2,122,284
	Total exposures subject to credit risk weighting before adjustments	469,857,867	4,240,919	465,616,948

Date: 31.12.2020

Table 8	DIFFERENCES BETWEEN CARRYING VALUES PER STANDARDIZED BALANCE SHEET USED FOR REGULATORY REPORTING PURPOSES AND THE EXPOSURE AMOUNTS USED FOR CAPITAL ADEQUACY CALCULATION PURPOSES	in Lari
1	Total carrying value of balance sheet items subject to credit risk weighting before adjustments	465,616,948
2.1	Nominal values of off-balance sheet items subject to credit risk weighting	69,528,166
2.2	Nominal values of off-balance sheet items subject to counterparty credit risk weighting	147,043,742
3	Total nominal values of on-balance and off-balance sheet items before any adjustments used for credit risk weighting purposes	682,188,856
4	Effect of provisioning rules used for capital adequacy purposes	6,442,575
5.1	Effect of credit conversion factor of off-balance sheet items related to credit risk framework	-45,780,304
5.2	Effect of credit conversion factor of off-balance sheet items related to counterparty credit risk framework (table CCR)	-144,102,867
6	Effect of other adjustments	3,435,123
7	Total exposures subject to credit risk weighting	502,183,382

\*Other adjustments include COVID 19 related provisions too. These provisions are deducted from risk weighted balance sheet items. See table "5.RWA"

Bank: PASHA Bank Georgia JSC

Date: 30.09.2020

Table 9	REGULATORY CAPITAL	in Lari
N		
1	Common Equity Tier 1 capital before regulatory adjustments	76,017,307
2	Common shares that comply with the criteria for Common Equity Tier 1	103,000,000
3	Stock surplus (share premium) of common share that meets the criteria of Common Equity Tier 1	
4	Accumulated other comprehensive income	
5	Other disclosed reserves	
6	Retained earnings (loss)	-26,982,693
7	Regulatory Adjustments of Common Equity Tier 1 capital	4,240,919
8	Revaluation reserves on assets	
9	Accumulated unrealized revaluation gains on assets through profit and loss to the extent that they exceed accumulated unrealized revaluation losses through profit and loss	
10	Intangible assets	4,240,919
11	Shortfall of the stock of provisions to the provisions based on the Asset Classification	
12	Investments in own shares	
13	Reciprocal cross holdings in the capital of commercial banks, insurance entities and other financial institutions	
14	Cash flow hedge reserve	
15	Deferred tax assets not subject to the threshold deduction (net of related tax liability)	
16	Significant investments in the common equity tier 1 capital (that are not common shares) of commercial banks, insurance entities and other financial institutions that are outside the scope of regulatory consolidation	
17	Holdings of equity and other participations constituting more than 10% of the share capital of other commercial entities	0
18	Significant investments in the common shares of commercial banks, insurance entities and other financial institutions (amount above 10% limit)	
19	Investments in the capital of commercial banks, insurance entities and other financial institutions where the bank does not own more than 10% of the issued share capital (amount above 10% limit)	
20	Deferred tax assets arising from temporary differences (amount above 10% threshold, net of related tax liability)	
21	The amount of significant Investments and Deferred Tax Assets which exceed 15% of common equity tier 1	
22	Regulatory adjustments applied to Common Equity Tier 1 resulting from shortfall of Tier 1 and Tier 2 capital to deduct investments	
23	Common Equity Tier 1	71,776,388
24	Additional tier 1 capital before regulatory adjustments	0
25	Instruments that comply with the criteria for Additional tier 1 capital	0
26 27	Including:instruments classified as equity under the relevant accounting standards  Including: instruments classified as liabilities under the relevant accounting standards	
28	Stock surplus (share premium) that meet the criteria for Additional Tier 1 capital	
29	Regulatory Adjustments of Additional Tier 1 capital	0
30	Investments in own Additional Tier 1 instruments	
31	Reciprocal cross-holdings in Additional Tier 1 instruments	
32	Significant investments in the Additional Tier 1 capital (that are not common shares) of commercial banks, insurance entities and other financial institutions  Investments in the capital of commercial banks, insurance entities and other financial institutions where the bank does not own more than 10% of the issued share capital	
33	(amount above 10% limit)	
34 35	Regulatory adjustments applied to Additional Tier 1 resulting from shortfall of Tier 2 capital to deduct investments  Additional Tier 1 Capital	0
36 37	Tier 2 capital before regulatory adjustments  Instruments that comply with the criteria for Tier 2 capital	38,407,860 32,550,670
38	Stock surplus (share premium) that meet the criteria for Tier 2 capital	32,330,070
39	General reserves, limited to a maximum of 1.25% of the bank's credit risk-weighted exposures	5,857,189
40	Regulatory Adjustments of Tier 2 Capital	0
41	Investments in own shares that meet the criteria for Tier 2 capital	
42	Reciprocal cross-holdings in Tier 2 capital	
43	Significant investments in the Tier 2 capital (that are not common shares) of commercial banks, insurance entities and other financial institutions	
44	Investments in the capital of commercial banks, insurance entities and other financial institutions where the bank does not own more than 10% of the issued share capital (amount above 10% limit)	
45	Tier 2 Capital	38,407,860

Table 9.1	CAPITAL ADEQUACY REQUIREMENTS		
Minimum Requireme	nts	Ratios	Amounts (GEL)
1	Pillar 1 Requirements		
1.1	Minimum CET1 Requirement	4.50%	23,036,139
1.2	Minimum Tier 1 Requirement	6.00%	30,714,853
1.3	Minimum Regulatory Capital Requirement	8.00%	40,953,137
2	Combined Buffer		
2.1	Capital Conservation Buffer	0.00%	-
2.2	Countercyclical Buffer	0.00%	-
2.3	Systemic Risk Buffer		-
3	Pillar 2 Requirements*		
3.1	CET1 Pillar 2 Requirement	1.31%	6,713,618
3.2	Tier 1 Pillar2 Requirement	1.75%	8,967,018
3.3	Regulatory capital Pillar 2 Requirement	6.26%	32,024,755
Total Requirements		Ratios	Amounts (GEL)
4	CET1	5.81%	29,749,757
5	Tier 1	7.75%	39,681,870
6	Total regulatory Capital	14.26%	72,977,892

<sup>\*</sup> Regarding the annulment of conservation buffer requirement please see the press release of National Bank of Goergia "Supervisory Plan Of The National Bank Of Georgia With Regard To COVID-19" (link: https://www.nbg.gov.ge/index.php?m=340&newsid=3901&lng=eng)

Date: 31.12.2020

Table 10	RECONCILATION OF BALANCE SHEET TO REGULATORY CAPITAL		in Lari
N	On-balance sheet items per standardized regulatory report	Carrying values as reported in published stand- alone financial statements per local accounting rules	linkage to capital table
1	Cash	5451940.6009	
2	Due from NBG	49294243.5472	
3	Due from Banks	30908441.037	
4	Dealing Securities	0	
5	Investment Securities	44727149.2625	
6.1	Loans	332390578.646	
6.1.1	Of which reserve Loan	0	table 9 (Capital), N17
6.2	Less: Loan Loss Reserves	-20277304.301	
6.2.1	Of which loan loss general resserve	5242728.5457	table 9 (Capital), N39
6.2.1	Of which loan loss general resserve are related to COVID 19-	3435123	
6	Net Loans	312,113,274	
7	Accrued Interest and Dividends Receivable	5242982.2881	
8	Other Real Estate Owned & Repossessed Assets	98175	
9	Equity Investments	0	
9.1	Of which above 10% equity holdings in financial institutions		
9.2	Of which significant investments subject to limited recognition		
9.3	Of which below 10% equity holdings subject to limited recognition		
10	Fixed Assets and Intangible Assets	19899376.91	
10.1	Of which intangible assets	4240918.91	table 9 (Capital), N10
11	Other Assets	2122283.7224	
12	Total assets	469,857,867	
13	Due to Banks	76462310.5793	
14	Current (Accounts) Deposits	68371936.777	
15	Demand Deposits	2627758.6074	
16	Time Deposits	149435920.3528	
17	Own Debt Securities	0	
18	Borrowings	39583606.6544	
19	Accrued Interest and Dividends Payable	4943339.0926	
20	Other Liabilities	19649687.9887	
20.1	Of which off balance sheet items general reserve	614460.7531	table 9 (Capital), N39
21	Subordinated Debentures	32766000	table 9 (Capital), N37
21.1	Of which tier II capital qualifying instruments		
22	Total liabilities	393,840,560	
23	Common Stock	103,000,000	table 9 (Capital), N 2
24	Preferred Stock	0	
25	Less: Repurchased Shares	0	
26	Share Premium	0	
27	General Reserves	0	
28	Retained Earnings	-26,982,693	table 9 (Capital), N 6
29	Asset Revaluation Reserves	0	
30	Total Equity Capital	76,017,307	

Date: 31.12.2020

able 11 CREDIT RISK WEIGHTED EXPOSURES (ON-BALANCE ITEMS AND OFF-BALANCE ITEMS AFTER CREDIT CONVERSION FACTOR) 100% 0% 20% 35% 50% 75% 150% 250% Risk weights Risk Weighted Exposures before Credit Risk Mitigation On-balance sheet amount amount On-balance sheet Off-balance amount nce sheet On-balance Off-balance amount sheet amount sheet amount Off-balance Off-balance On-balance On-balance Off-balance sheet amount Off-balance Off-balance On-balance sheet Off-balance sheet On-balance sheet Off-balance sheet Exposure classes On-balance 7,696,029 0 47,067,320 47,067,320 1 Claims or contingent claims on central governments or central banks Claims or contingent claims on regional governments or local authorities Claims or contingent claims on public sector entities Claims or contingent claims on multilateral development banks Claims or contingent claims on international organizations/institutions Claims or contingent claims on commercial banks 15,843,635 15,570,722 10,954,088 Claims or contingent claims on corporates 357,066,961 21475967.5867 378,542,928 9,430,969 2271893.7944 11,702,863 Retail claims or contingent retail claims Claims or contingent claims secured by mortgages on residential property 10 Past due items Items belonging to regulatory high-risk categories Short-term claims on commercial banks and corporates Claims in the form of collective investment undertakings ('CIU') 13 14 Other items 5,451,941 17,367,071 17,367,071 13,147,970 0 15,843,635 15,570,722 430,932,320 23,747,861 465,634,269.06

Bank: PASHA Bank Georgia JSC Date: 31.12.2020

Table 12	2 Credit Risk Mitigation																		in Lari
					Funded Credit Protection	on								Unfunded Cred	it Protection				
		On-balance sheet netting	central banks, regional governments or local authorities, public sector entities, multilateral development banks and	Debt securities issued by regional governments or local authorities, public sector entities, multilateral development banks and international organizations/institutions	Debt securities issued by other entities, which securities have a credit assessment, which has been determined by NBG to be associated with credit quality step 3 or above under the rules for the risk weighting of exposures to corporates.	short-term credit assement, which has been determined by NBG to be associated with credit quality step 3 or above under the rules for the risk weighting of short term	Equities or convertible bonds that are included in a main index	Standard gold bullion or equivalent	Debt securities without credit rating issued by commercial banks	investment	or control	Regional governments or local authorities	development	International organizations / institutions	Public sector entities	Commercial banks	Other corporate entities that have a credit assessment, which has been determined by NBG to be associated with credit quality step 2 or above under the rules for the risk weighting of exposures to corporates	Total Credit Risk Mitigation - On- balance sheet balance sheet	
1	Claims or contingent claims on central governments or central banks																		0
2	Claims or contingent claims on regional governments or local authorities																		0
3	Claims or contingent claims on public sector entities																		0
4	Claims or contingent claims on multilateral development banks																		0
5	Claims or contingent claims on international organizations/institutions																		0
6	Claims or contingent claims on commercial banks																		0
7	Claims or contingent claims on corporates																		0
8	<b>3</b>																		0
9	Claims or contingent claims secured by mortgages on residential property																		0
10																			0
11																			0
12	corporates  Claims in the form of collective investment																		0
13	undertakings																		0
14	Other items																		Ü

PASHA Bank Georgia JSC 31.12.2020 Bank:

Date:

Table 13	STANDARDIZED APPROACH - EFFECT OF CREDIT RISK MITIGATION						
		a	b	С	d	е	f
			Off-balance she	eet exposures			
	Asset Classes	On-balance sheet exposures	Off-balance sheet exposures - Nominal value	Off-balance sheet exposures post CCF	RWA before Credit Risk Mitigation	RWA post Credit Risk Mitigation	RWA Density f=e/(a+c)
1	Claims or contingent claims on central governments or central banks	54,763,349			47,067,320	47,067,320	86%
2	Claims or contingent claims on regional governments or local authorities	0			0	0	
3	Claims or contingent claims on public sector entities	0			0	0	
4	Claims or contingent claims on multilateral development banks	0			0	0	
5	Claims or contingent claims on international organizations/institutions	0			0	0	
6	Claims or contingent claims on commercial banks	31,414,357			10,954,088	10,954,088	35%
7	Claims or contingent claims on corporates	357,066,961	55,366,004	21,475,968	378,542,928	378,542,928	100%
8	Retail claims or contingent retail claims	9,430,969	14,162,162	2,271,894	11,702,863	11,702,863	100%
9	Claims or contingent claims secured by mortgages on residential property	0			0	0	
10	Past due items	0			0	0	
11	Items belonging to regulatory high-risk categories	0			0	0	
12	Short-term claims on commercial banks and corporates	0			0	0	
13	Claims in the form of collective investment undertakings ('CIU')	0			0	0	

Date: 31.12.2020

Table 11	LIQUIDITY COVERAGE RATIO										
		Total unwe	eighted value (daily a	verage**)	Total weighted value	s according to NBG's average**)	methodology* (daily	Total weighted values according to Basel methodology (daily average**)			
		GEL	FX	Total	GEL	FX	Total	GEL	FX	Total	
High-quality l	iquid assets										
1	Total HQLA				15450820.7479348	89497477.2002174	104948297.948152	11705598.2801087	48502637.9526087	60208236.2327174	
Cash outflows	5										
2	Retail deposits	6662548.37826087	34300176.8166304	40962725.1948913	733816.271339674	6783045.64403044	7516861.91537011	197302.288130435	1388031.97217391	1585334.26030435	
3	Unsecured wholesale funding	36113228.7520652	269763001.953152	305876230.705217	12117828.2460353	34504375.0504212	46622203.2964565	11567134.0549837	26412708.257587	37979842.3125707	
4	Secured wholesale funding	18379493.5693478	0	18379493.5693478	0	0	0	0	0	0	
5	Outflows related to off-balance sheet obligations and net short position of derivative exposures	36519585.1758695	26394295.3441305	62913880.52	6744260.64388587	5805455.22492011	12549715.868806	2331314.51645109	2639023.95030978	4970338.46676087	
6	Other contractual funding obligations	0	0	0	0	0	0	0	0	0	
7	Other contingent funding obligations	4117972.07684783	18047313.3495652	22165285.426413	925167.473804347	1852583.55282609	2777751.02663044	925167.473804347	1852583.55282609	2777751.02663044	
8	TOTAL CASH OUTFLOWS	101792827.952391	348504787.463478	450297615.41587	20521072.6350652	48945459.4721978	69466532.107263	15020918.3333696	32292347.7328967	47313266.0662663	
Cash inflows											
9	Secured lending (eg reverse repos)	0	0	0	0	0	0	0	0	0	
10	Inflows from fully performing exposures	77887247.7742391	225805163.667826	303692411.442065	5361926.70233696	1592716.54760869	6954643.24994565	9292409.26190217	46670103.1040217	55962512.365924	
11	Other cash inflows	7244152.18152174	14149360.5045652	21393512.6860869	379833.468804348	304515.441630435	684348.910434782	379833.468804348	304515.441630435	684348.910434782	
12	TOTAL CASH INFLOWS	85131399.9557609	239954524.172391	325085924.128152	5741760.17114131	1897231.98923913	7638992.16038043	9672242.73070652	46974618.5456522	56646861.2763587	
					Total value accord	ing to NBG's methodo	ology* (with limits)	Total value accord	ling to Basel methodo	ology (with limits)	
13	Total HQLA				15450820.7479348	89497477.2002174	104948297.948152	11705598.2801087	48502637.9526087	60208236.2327174	
14	Net cash outflow				14779312.4639239	47048227.4829587	61827539.9468826	5348675.60266305	8073086.93322419	11828316.5165666	
15	Liquidity coverage ratio (%)				105.75%	190.63%	169.57%	207.00%	551.73%	474.60%	

<sup>\*</sup> Commercial banks are required to comply with the limits by coefficients calculated according to NBG's methodology. The numbers calculated within Basel framework are given for illustratory purposes.

Date: 31.12.2020

Total

Table 15	COUNTERPARTY CREDIT RISK												
		a	b	С	d	е	f	g	h	i	j	k	I
		Nominal amount	Percentage	Exposure value	0%	20%	35%	50%	75%	100%	150%	250%	ounterparty Credit Risk Weighted Exposures
1	FX contracts	147,043,742		2,940,875									
1.1	Maturity less than 1 year	147,043,742	2.0%	2,940,875	0	0	0	0	0	2,940,875	0	0	
1.2	Maturity from 1 year up to 2 years	0	5.0%	0	0	0	0	0	0	0	0	0	
1.3	Maturity from 2 years up to 3 years	0	8.0%	0	0	0	0	0	0	0	0	0	
1.4	Maturity from 3 years up to 4 years	0	11.0%	0	0	0	0	0	0	0	0	0	
1.5	Maturity from 4 years up to 5 years	0	14.0%	0	0	0	0	0	0	0	0	0	
1.6	Maturity over 5 years	0											
2	Interest rate contracts	0		0									
2.1	Maturity less than 1 year	0	0.5%	0	0	0	0	0	0	0	0	0	
2.2	Maturity from 1 year up to 2 years	0	1.0%	0	0	0	0	0	0	0	0	0	
2.3	Maturity from 2 years up to 3 years	0	2.0%	0	0	0	0	0	0	0	0	0	
2.4	Maturity from 3 years up to 4 years	0	3.0%	0	0	0	0	0	0	0	0	0	
2.5	Maturity from 4 years up to 5 years	0	4.0%	0	0	0	0	0	0	0	0	0	
2.6	Maturity over 5 years	0			0	0	0	0	0	0	0	0	

2,940,875

147,043,742

84

#### able 15.1 LEVERAGE RATIO

31.12.2020

-balance sheet exposures (excluding derivatives and SFTs)

1 On-balance sheet items (excluding derivatives, SFTs and fiduciary assets, but including collateral)

2 (Asset amounts deducted in determining Tier 1 capital)

3 Total on-balance sheet exposures (excluding derivatives, SFTs and fiduciary assets) (sum of lines 1 and 2)

472,059,523

erivative exposures

- 4 Replacement cost associated with all derivatives transactions (ie net of eligible cash variation margin)
- 5 Add-on amounts for PFE associated with all derivatives transactions (mark-to-market method)

EU-5a Exposure determined under Original Exposure Method 2,940,875

- 6 Gross-up for derivatives collateral provided where deducted from the balance sheet assets pursuant to the applicable accounting framework
- 7 (Deductions of receivables assets for cash variation margin provided in derivatives transactions)
- 8 (Exempted CCP leg of client-cleared trade exposures)
- 9 Adjusted effective notional amount of written credit derivatives
- 10 (Adjusted effective notional offsets and add-on deductions for written credit derivatives)
- 11 Total derivative exposures (sum of lines 4 to 10) 2,940,875

#### Securities financing transaction exposures

- 12 Gross SFT assets (with no recognition of netting), after adjusting for sales accounting transactions
- 13 (Netted amounts of cash payables and cash receivables of gross SFT assets)
- 14 Counterparty credit risk exposure for SFT assets
- EU-14a Derogation for SFTs: Counterparty credit risk exposure in accordance with Article 429b (4) and 222 of Regulation (EU) No 575/2013
- 15 Agent transaction exposures
- EU-15a (Exempted CCP leg of client-cleared SFT exposure)
- 16 Total securities financing transaction exposures (sum of lines 12 to 15a)

#### ther off-balance sheet exposure

17 Off-balance sheet exposures at gross notional amount 69,528,166

18 (Adjustments for conversion to credit equivalent amounts) (44,726,325)

19 Other off-balance sheet exposures (sum of lines 17 to 18) 24,801,841

## Exempted exposures in accordance with CRR Article 429 (7) and (14) (on and off balance sheet)

- EU-19a (Exemption of intragroup exposures (solo basis) in accordance with Article 429(7) of Regulation (EU) No 575/2013 (on and off balance sheet))
- EU-19b (Exposures exempted in accordance with Article 429 (14) of Regulation (EU) No 575/2013 (on and off balance sheet))

#### Capital and total exposure

 20
 Tier 1 capital
 71,776,388

 21
 Total leverage ratio exposures (sum of lines 3, 11, 16, 19, EU-19a and EU-19b)
 499,802,239

Leverage ratio

22 Leverage ratio 14.36%

#### Choice on transitional arrangements and amount of derecognised fiduciary items

- EU-23 Choice on transitional arrangements for the definition of the capital measure
- EU-24 Amount of derecognised fiduciary items in accordance with Article 429(11) of Regulation (EU) NO 575/2013



31-Jan-20 Date:

Table 20	DIFFERENCES BETWEEN ACCOUNTING AND REGULATORY SCOPES OF CONSOLIDATION
idbic 20	DITTERENCES BETWEEN ACCOUNTING AND REGULATORS SCOTES OF CONSOCIDATION

	·																	
a	b	c	d	e							f							
											tion with standardize			, ,				
Assets (as reported in published IFRS financial statements)	Carrying Values as reported in published IFRS financial statements	Carrying Values per IFRS under scope of regulatory consolidation (stand- alone)	Carrying values as reported in published stand-alone financial statements per local accounting rules (stand-alone)	Notes	1 Cash	2 Due from NBG	3  Due from Banks	Dealing Securities	Investment Securities	6.1 Total Loans	6.2 Less: Loan Loss Reserves	6 Net Loans	Accrued Interest and Dividends Receivable	Penoccessed	9 Equity Investments		Other Assets	TOTAL ASSETS
Cash and cash equivalents	39,118,127	39,118,127	39,145,866		5,451,940.60	2,775,979.67	30,908,441.04						9,505.05					39,145,866
Amounts due from credit institutions	46,517,969	46,517,969	46,517,969			46,518,263.88							(294.52)					46,517,969
Loans to customers	320,118,138	320,118,138	316,211,887							332,390,578.65	(20,277,304.30)	312,113,274.35	4,098,612.93					316,211,887
Investment securities	46,223,481	46,223,481	45,832,182						44,727,149.26				1,105,032.71					45,832,182
Property and equipment	6,738,062.98	6,738,062.98	6,738,063													6,738,062.98		6,738,063
Right of use assets	8,920,395.02	8,920,395.02	8,920,395													8,920,395.02		8,920,395
Intangible assets	4,240,919	4,240,919	4,240,919													4,240,918.91		4,240,919
Income tax asset	0	0	0															0
Deferred income tax assets	0	0	0															0
Other assets	1527621	1527621	2,250,585										30,126.13	98,175.00			2,122,283.72	2,250,585
Total assets	473,404,714	473,404,714	469,857,867	0	5,451,941	49,294,244	30,908,441	0	44,727,149	332,390,579	-20,277,304	312,113,274	5,242,982	98,175	0	19,899,377	2,122,284	469,857,867
a assers	473,404,714 b	473,404,714 C	d d	e	5,431,341	73,237,244	30,300,441		77,121,147	f	20,211,304	312,113,214	3,272,302	30,113	Ū	13,033,311	2,122,204	+03,037,007
										dized regulatory rep			ı					
Liabilities (as reported in published IFRS financial statements)	Carrying Values as reported in published IFRS financial statements	Carrying Values per IFRS under scope of regulatory consolidation (stand- alone)	Carrying Values per local accounting rules under scope of regulatory consolidation (stand- alone)	Notes	Due to Banks	Current (Accounts) Deposits	Demand Deposits		Own Debt Securities	18 Borrowings	Accrued Interest and Dividends Payable	20 Other Liabilities	21 Subordinated Debentures					
Amounts due to credit institutions	131,091,087	131,091,087	131,091,087		76,462,311			10,748,000		39,583,607	4,297,169			131,091,087				
Amounts due to customers	210,222,433					68,371,937	2,627,759	138,687,920			542,810	1 221 000		210,230,426				
Provisions for guarantees and letters  Deferred income tax liability	395,667 225,965	395,667 225,965	1,231,000									1,231,000		1,231,000				
Lease Liabilities	10,527,575	10,527,575									48,750	10,478,825		10,527,575				
Other liabilities	6,116,381 31,742,428	6,116,381 31,742,428	7,939,863 32,820,610								54,610	7,939,863	32,766,000	7,939,863 32,820,610				
Subordinated debt	31,742,426	31,742,426	32,020,010								34,610		32,760,000	32,820,610				
Total liabilities	390,321,535	390,321,535	393,840,560	0	76,462,311	68,371,937	2,627,759	149,435,920	0	39,583,607	4,943,339	19,649,688	32,766,000	393,840,560				
d	b	c	d	e					T				1					
									rdized regulatory re									
					23	24	25	26	27	28	29	30	ļ					
Equity (as reported in published IFRS financial statements)	Carrying Values as reported in published IFRS financial statements	regulatory	regulatory	Notes	Common Stock	Preferred Stock	Less: Repurchased Shares	Share Premium	General Reserves	Retained Earnings	Asset Revaluation Reserves	Total Equity Capital						
Share capital	103,000,000	103,000,000	103,000,000		103,000,000							103,000,000	İ					
Additional paid-in capital	1,154,911	1,154,911											1					
Retained earnings Other reserves	-21,071,732	-21,071,732	-26,982,693							-26,982,693		-26,982,693 0	-					
Other reserves												0	1					
												0	1					
												0	-					
												0	1					
Total equity	83,083,179	83,083,179	76,017,307	0	103,000,000	0	0	0	0	-26,982,693	0	76,017,307	1					
* Other assets, other liabilities and re	etained earnings from tur	novers slightly do not ma	atch the published price v	with the carr	rying amounts give	n in the financial s	statements.											

Bank: Pasha Bank Georgia

Date: 31-Jan-20

Table 21	CONSOLIDATION BY ENTITIES								
		Method of Accounting consolidation	Method of regulatory consolidation						
	Name of Entity		Full Consolidation	Proportional Consolidation	Neither consolidated nor deducted	Deducted	Description		
1	XXX	Full Consolidation							
2	XXX	Proportional Consolidation							
3	XXX	Not consolidated							

Bank: Pasha Bank Georgia

ate: 31-Jan-20

### Table 22 INFORMATION ABOUT HISTORICAL OPERATIONAL LOSSES

	T-2020	T-2019	T-2018
1 Total amount of losses	5,000	0	0
2 Total amount of losses, exceeding GEL 10,000			
3 Number of events with losses exceeding GEL 10,000			
4 Total amount of 5 biggest losses	5,000	0	0

Bank: Pasha Bank Georgia
Date: 31-Jan-20

Table 23	OPERATIONAL RISKS - BASIC INDICATOR AP	PROACH				
		a	b	С	d	e
		T-2021	T-2020	T-2019	verage of sums of net interest and net non-interest income during last three years	Risk Weighted asset (RWA)
1	Net interest income	16,605,960	18,266,981	15,819,226		
2	Total Non-Interest Income	6,643,437	4,877,017	3,590,645		
3	less: income (loss) from selling property	-150,304	-639,670	26,117		
4	Total income (1+2-3)	23,399,702	23,783,668	19,383,754	22,189,041	41,604,452

Bank: Pasha Bank Georgia

Date: 31-Jan-20

Table 24	REMUNERATION AWA	REMUNERATION AWARDED DURING THE REPORTING PERIOD						
			Board of Directors	Supervisory Board	Other material risk takers			
1		Number of employees	5	3				
2		Total fixed remuneration (3+5+7)	1,383,015	416,821	0			
3		Of which cash-based	1,197,929	416,821				
4		Of which: deferred						
5	Fixed remuneration	Of which: shares or other share-linked instruments						
6		Of which deferred						
7		Of which other forms	185,086					
8		Of which deferred						
9		Number of employees	5	4				
10		Total variable remuneration (11+13+15)	423,725	13,645	0			
11		Of which cash-based	401,128	13,645				
12	1	Of which: deferred						
13	Variable remuneration	Of which shares or other share-linked instruments						
14		Of which deferred						
15		Of which other forms	22,597					
16		Of which deferred						
17	Total remuneration	-	1,806,740	430,466	0			

Bank: Pasha Bank Georgia

Date: 31/01/2020

Table 25

# SPECIAL PAYMENTS

		Board of Directors	Supervisory Board	Other material risk takers
Guaranteed bonuses	Number of employees			
Guaranteed bonuses	Total amount			
	Number of employees			
	Total amount:	0	0	0
Cinn on avenda	Of which cash-based			
Sign-on awards	Of which shares			
	Of which share-linked instruments Of which other instruments			
	Number of employees			
	Total amount:	0	0	0
6	Of which cash-based			
Severance payments	Of which shares			
	Of which share-linked instruments Of which other instruments			

Bank: Pasha Bank Georgia

Date: 31-Jan-20

Table 26	INFORMATION ABOUT DEFERRED AND RETAINED REMUNERATION							
		a	b	С	d	е		
		Total amount of outstanding deferred remuneration	Of which Total amount of outstanding deferred and retained remuneration exposed to ex post explicit and/or implicit adjustment	during the coordinate of	Total amount of reduction during the year due to ex post implicit adjustments	Total amount of deferred remuneration paid out in the financial year		
1	Board of Directors	0	0	0	0	0		
2	Cash							
3	Shares							
4	Share-linked instruments							
5	Other							
6	Supervisory Board	0	0	0	0	0		
7	Cash							
8	Shares							
9	Share-linked instruments							
10	Other							
11	Other material risk takers	0	0	0	0	0		
12	Cash							
13	Shares							
14	Share-linked instruments							
15	Other							
16	Total	0	0	0	0	0		

