Regional Corporate and Investment Banking Services

PASHA Bank is a Baku-based financial institution operating in Azerbaijan, Georgia and Turkey – providing full range of corporate and investment banking services to large and medium-sized enterprises.

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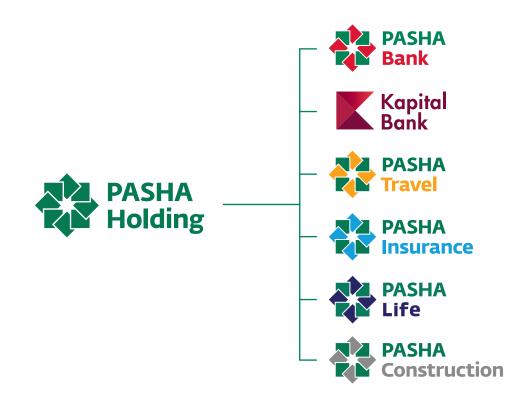
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CORPORATE LOANS - SELECTED TRANSACTIONS

PASHA Holding

PASHA Holding ("the Group") is a diversified investment vehicle with interest in banking, insurance, property development, construction, tourism and other sectors. In some instances the Group holds minority stakes but also selectively exercises majority investment approach depending on the individual risk return profiles of potential investees. The Group was established on November 1st, 2006 and has grown significantly since its early days. As of December 2014 its total assets are approximately USD 5 billion.



PASHA Bank

PASHA Bank ("the Bank") was incorporated in 2007. The Bank focuses on delivering best in class banking services to the rapidly growing corporate sector of Azerbaijan.

Since its foundation PASHA Bank earned the reputation of a reliable partner and provider of tailor made financial solutions facilitating a sustainable growth and development of its customers. As of 2014 the Bank is one of the most respected and trusted financial institutions in Azerbaijan.

In line with regional expansion strategy PASHA Bank launched a fully owned subsidiary PASHA Bank Georgia, which opened for business in February, 2013.

In December 2014 PASHA Bank Turkey opened for business offering full range of commercial and investment banking services to large corporates.



This completes the first stage of the Bank's geographic expansion positioning it strategically to facilitate and fund regional trade and economic development.

Standard & Poor's and Fitch Ratings assigned PASHA Bank a long-term rating of 'BB-' and a short-term rating of 'B'.

PASHA Bank has won the following nominations in various international Awards:

- 'Best Corporate Social Responsibility (CSR) Program' by EMEA Finance Magazine, 2013
- 'Best Private Bank in Azerbaijan' by World Finance Magazine, 2013
- 'The Best Bank of Azerbaijan' at EMEA Finance Europe Banking Awards, 2014
- "Trade Award" for being Azerbaijan's Most Active Bank in the Area of Trade Finance, Commerzbank AG, 2014

Capital Raising Services - Selected Transactions

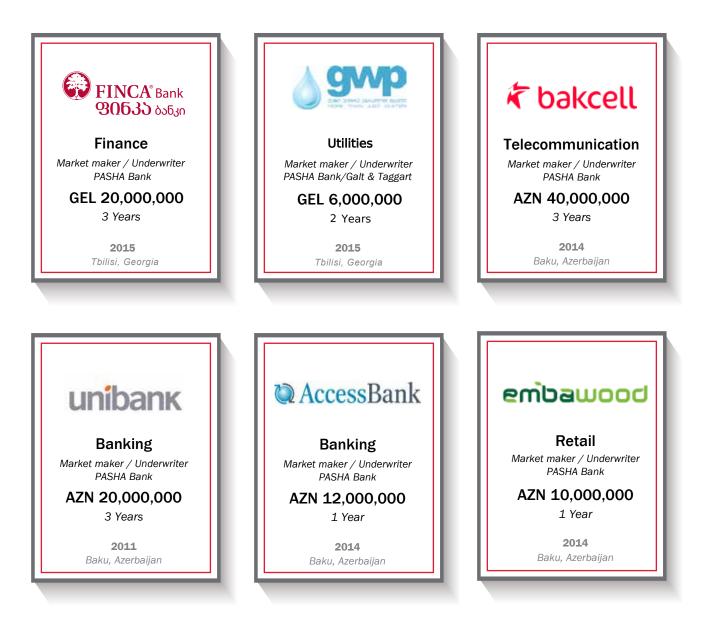
Bond issuance and related services

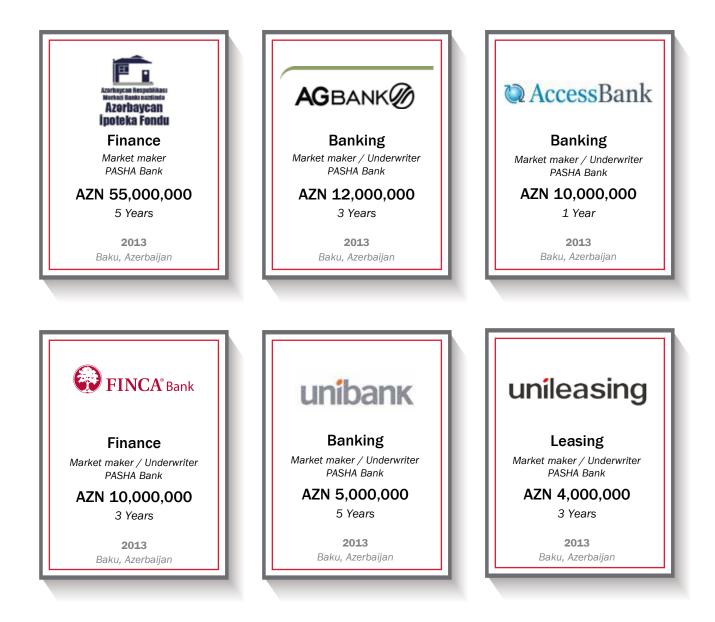
PASHA Bank was named 'The Best Investment Bank of Azerbaijan' in 2011, 2012 and 2013 by EMEA Finance Magazine.

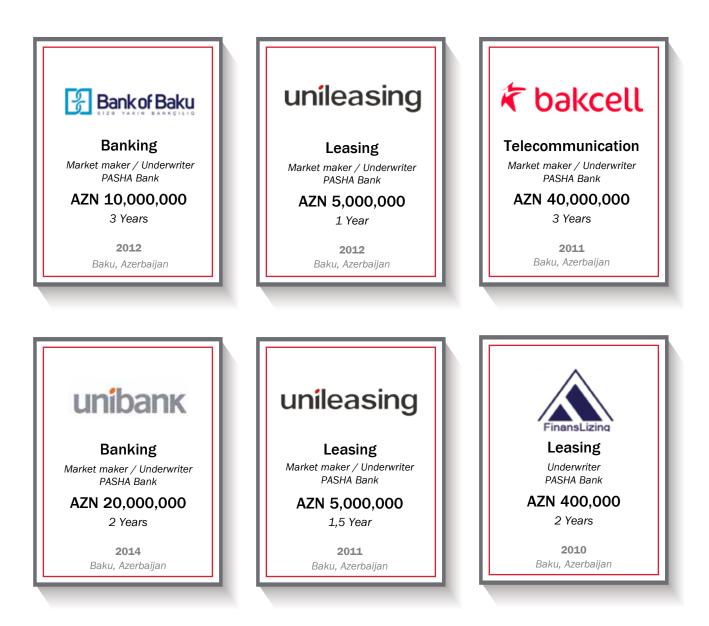
"Winning these awards is a reflection of the quality of our services and we are delighted that our work has once again been recognised internationally. PASHA Bank has been a key driver behind developing Azerbaijan's capital markets and this has a direct impact on our clients," commented Taleh Kazimov, acting Chairman of the Board of PASHA Bank.



emeafinance, Europe Banking Awards, "Best Investment Bank in Azerbaijan"







Kapital Bank

Formerly known as the United Universal Bank, Kapital Bank was formed as a result of the merger of three major State owned Banks Agro-Investment Bank, Industrial-Investment Bank and Savings Bank in 2000.

Being a successor of Savings Bank, its roots date back to 1874 when the first branch of Savings Bank opened in Baku. Being a universal bank, Kapital Bank provides a wide range of banking services both to corporate and individual clients with a distinct focus on retail business. Kapital Bank boasts the most extensive branch network in Azerbaijan.

The Bank is rated B+ by Fitch Ratings and B1 by Moody's.

PASHA Travel

PASHA Travel provides a wide range of travel and hospitality services to the corporate and retail customers. Strong emphasis on customer satisfaction has enabled it to attain the leading position in the Azerbaijani market.

Over the course of the last several years PASHA Travel has developed a network of global alliances allowing the company to put together variety of travel packages for budget travelers and premium customers alike.

PASHA Travel succeeded in building a strong reputation of a reliable outsource partner for corporate sponsored business trips.





PASHA Insurance PASHA Life

PASHA Insurance ("the Company") is the very first member of PASHA Holding, incorporated in early 2006. The Company is the largest insurance services provider in Azerbaijan with revenue exceeding USD 42 million as of December 31st, 2015.

The Company leads the market by its ability to take the risks on its own balance sheet. PASHA Insurance offers more than 30 types of products to corporate and retail customers. Life insurance business line has been added to the PASHA Insurance's existing offerings in 2010 being incorporated as a separate legal entity -PASHA Life.

The latter provides life insurance services to the general population in the age range of 18 to 65 years old. It has also developed a high-end Key Man Insurance product aimed at top executives who play a crucial role in the day to day management of their respective organizations.





PASHA Construction

PASHA Construction is one of the largest businesses of its kind in Azerbaijan.

As of the end of 2014 its completed project portfolio exceeds 1,000,000 m² worth of projects, with further 756,000 m² currently under construction. These developments include retail, residential, office space, hotels and large mixed use properties. The list of the successfully completed projects includes but is not limited to - Shuvelan Shopping Center, Nizami Residence, Baku Business Center, Chinar restaurant, Port Baku Towers, Absheron JW Marriott Hotel and Residences, Four Seasons Hotel.



Four Seasons Hotel





Port Baku Towers



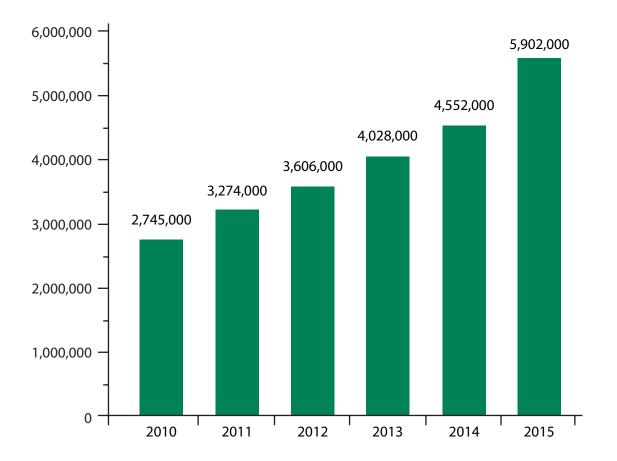
Absheron JW Marriott Hotel and Residences

Local Market Overview



Banking Sector Loan Portfolio

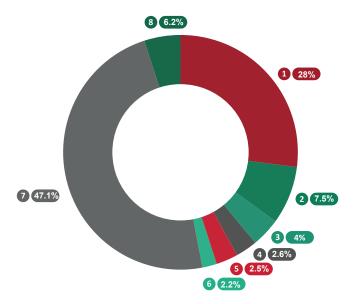
(GEL '000)



Source: National Bank of Georgia, as of November, 2015

Banking Sector Loan Portfolio by Industry

(GEL '000)

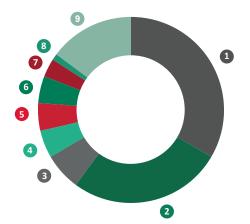


 Retail and Services 	28%	4,498,412
2 Mining and Mineral Processing	7.5%	1,209,637
3 Real Estate	4%	647,102
Inergy	2.6%	411,595
Agriculture and Forestry	2.5%	396,680
Transportation or Telecommunications	2.2%	346,724
Icoans to Individuals	47.1%	7,580,350
8 Other	6.2%	995,400

Banking sector loan portfolio total: 16,085,900

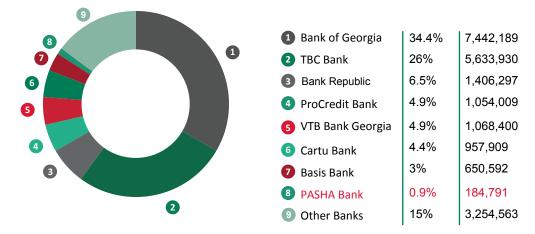
Market Shares, Total Assets & Liabilities^{*}

Total Assets (GEL '000)



 Bank of Georgia 	33.4%	8,416,059
2 TBC Bank	26.7%	6,713,990
3 Bank Republic	6.5%	1,637,066
4 ProCredit Bank	4.8%	1,199,817
5 VTB Bank Georgia	4.8%	1,207,185
6 Cartu Bank	4.7%	1,175,575
Basis Bank	3.2%	793,932
8 PASHA Bank	1.1%	278,632
Other Banks	14.8%	3,743,158
		1

Total Liabilities (GEL '000)

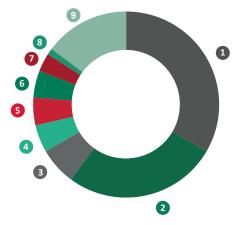


Source: National Bank of Georgia, as of December, 2015

* Peer group of PASHA Bank Georgia

Market Shares, Loan Portfolio and Equity^{*}

Loan Portfolio (GEL '000)



1	Bank of Georgia	32%	5,152,739
2	TBC Bank	28.7%	4,619,878
3	Bank Republic	7.6%	1,224,389
4	ProCredit Bank	5.7%	921,243
5	Cartu Bank	5.3%	852,703
6	VTB Bank Georgia	4.8%	777,390
7	Basis Bank	2.9%	461,639
8	PASHA Bank	0.7%	109,627
9	Other Banks	12.3%	1,966,291

1,080,060

973,869

230,769

217,666

145,808

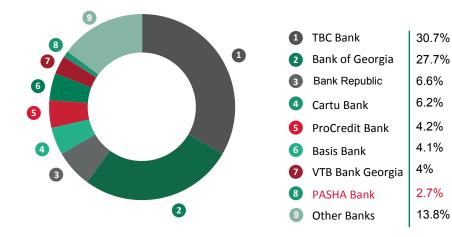
143,341

138,786

93,841

488,595

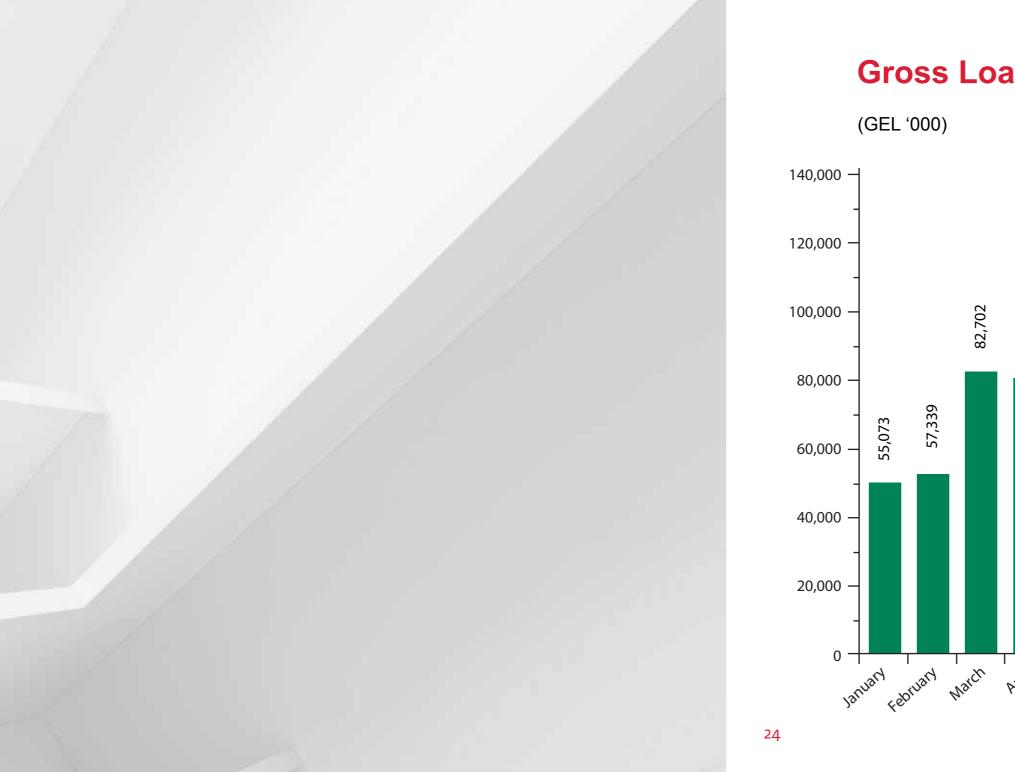
Shareholders' Equity (GEL '000)



Source: National Bank of Georgia, as of December, 2015

* Peer group of PASHA Bank Georgia

PASHA Bank Results Overview



Gross Loan Portfolio

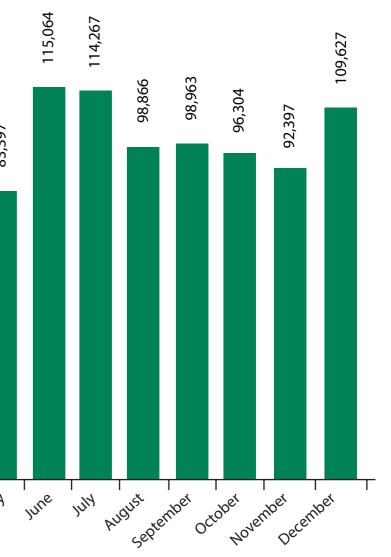
82,702

80,346

April

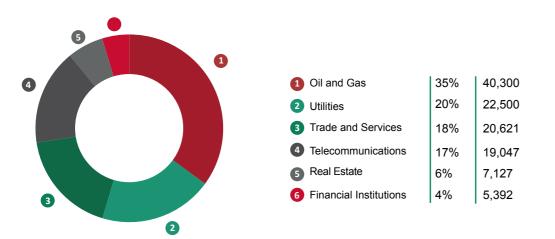
May

83,397



Loan Portfolio Dynamics by Industry

Loan Portfolio By Industry as of June 30, 2015 (GEL '000)



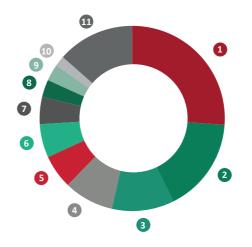
Loan Portfolio By Industry as of December 31, 2015 (GEL '000)



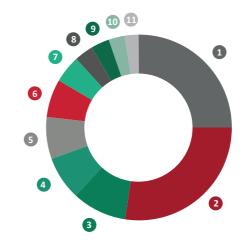
1 Oil and Gas	33%	36,119
2 Trade and Service	31.2%	34,158
3 Utilities	17.1%	18,701
4 Financial Institutions	12.1%	13,199
5 Real Estate	6.6%	7,184

Loan Portfolio Dynamics by Clients

Loan Portfolio By Clients as of June 30, 2015 (GEL '000)



Loan Portfolio By Clients as of December 31, 2015 (GEL '000)

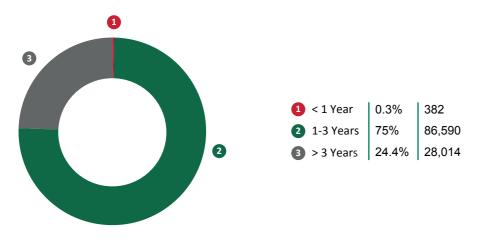


1	Customer 1	26%	30,000
2	Customer 2	17%	19,047
3	Customer 3	11%	12,500
4	Customer 4	9%	10,000
5	Customer 5	6%	6,800
6	Customer 6	6%	6,744
7	Customer 7	5%	5,458
8	Customer 8	3%	3,500
9	Customer 9	3%	3,372
10	Customer 10	2%	2,062
1	Others	12%	15,505

1 Customer 1	27.4%	30,000
2 Customer 2	9.5%	10,389
3 Customer 3	7.6%	8,311
4 Customer 4	7.3%	8,000
5 Customer 5	6.6%	7,184
6 Customer 6	4.8%	5,281
Oustomer 7	3.3%	3,600
8 Customer 8	3.2%	3,500
9 Customer 9	2.8%	3,076
Customer 10	2.4%	2,634
11 Others	25.1%	27,386

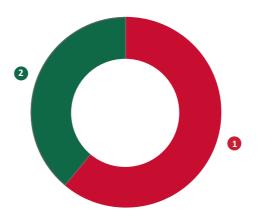
Loan Portfolio Dynamics by Tenor

Loan Portfolio By Tenor as of June 30, 2015 (GEL '000)

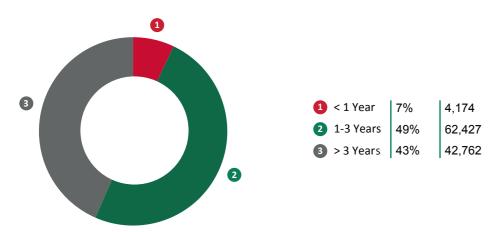


Loan Portfolio Dynamics by Currency

Loan Portfolio By Currency as of June 30, 2015 (GEL '000)



Loan Portfolio By Tenor *as of December* 31, 2015 (GEL '000)

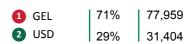






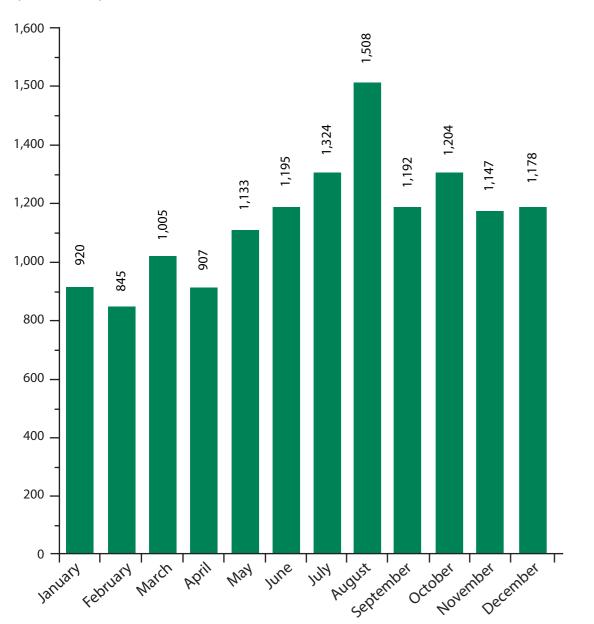


Loan Portfolio By Currency as of December 31, 2015 (GEL '000)



Net Interest Income

(GEL '000)



27

PASHA Bank Products and Services



Loans

Term Loans

Term Loans enable the client to expand the existing business and/or finance new projects involving acquisition of capital assets or other uses requiring longer term repayment horizons and usually involve scheduled fixed payments.

Loans for Financial Institutions

PASHA Bank offers loan programs to entities involved in micro-financing and lending activities for expansion of their financing sources.

Credit Line

PASHA Bank customers may benefit from the Credit Lines offered by the Bank for the short-term financing of their business needs.

The customer may use the funds offered within the Credit Line limits set by the Bank in whole or in part at any time during the Credit Line availability period. After paying-off the utilized portion, the customer may draw down the Credit Line again in accordance with its cash financing requirements.

Syndicated Loans

The Bank cooperates with other financial institutions to provide extra-large amounts of funding for a single borrower that can be a corporation or a large project.

Deposits

Term Deposit

Term Deposits are made available to the clients for various durations and currencies. Accrued interest can be utilized at the end of the term, as well as on a monthly basis.

Demand Deposit

PASHA Bank offers daily interest accruals on the account balance on the days when the current account balance is not less than the specified minimum amount. This allows the client to earn a return while maintaining unlimited access to the funds.

Trade Finance

PASHA Bank offers the following trade finance instruments for both domestic and international transactions:

- Letters of Credit
- Bank Guarantees
- Standby Letters of Credit
- Documentary Collections

PASHA Bank professionals provide complete consulting support with regard to information pertaining to Trade Finance services, and the selection of the appropriate type of product, depending on the customer's needs.

Treasury Operations

PASHA Bank offers the following treasury operations to the large corporate customers:

- Underwriting or Best Effort Basis Bond Issuance
- Currency Exchange Operations
- Derivatives

Other Services

- Correspondent Accounts
- Clearing and Settlement Services
- Standing Orders
- Internet Banking



CSR Related Activities and Other Projects



PASHA Bank Charity Activities

Support for the Victims of June 13th Flood

In regards with the flood of June 13th in addition to the daily support that PASHA Bank provided to the volunteers, special funds were transfered to Tbilisi City Hall as a donation.

Funding Bright Georgia Summer Camp for Socially Vulnerable University Applicants

PASHA Bank co-funded educational project organized by Bright Georgia a special Summer Camp for university applicants from socially vulnerable group in Kobuleti. The Summer Camp hosted 30 participants who were selected from different parts of Georgia. The application and selection process was conducted by foundation Bright Georgia. The applicants took part in a two-week preparatory intensive course for university entrance exams.

Easter and New Year Charity

PASHA Bank congratulated its partners on Easter holiday by a donation of GEL 10 000 to charity organization "First Step Georgia" on their behalf. The amount was used to fund the educational needs of children with intellectual and physical disabilities and their integration in society.

First Step Georgia was founded in 1998 and its mission is to enhance the quality of life of children and youth with intellectual and physical disabilities.

On December 26th, 2015 PASHA Bank again congratulated First Step Georgia with New Year in a special way: the Bank donated a painting by Rusudan Petviashvili - "The Choice" (2015, mixed media painting, silk, 50x50cm) to the fund with the right to sell it directly or via auction. The funds raised from the sale of the painting to be applied for the educational needs of children with intellectual and physical disabilities.



Rusudan Petviashvili, "The Choice", 2015 Mixed Media Painting, Silk, 50x50cm

Business Café

PASHA Bank is exclusive sponsor of Business Café. The first meeting of the project was organized in October, 2015.



Business Café, Holiday Inn Tbilisi, October 21st, 2015

The project was initiated by Insource and aims to organize meetings of middle and top-management representatives from different companies where they will be able to discuss specific work-related subjects and share experience with each other. The subjects of the first two meetings held at Holiday Inn Tbilisi were: "Management of Human Resources" and "The Organizational Corporate Culture"; The moderators were David Gogichaishvili and Sandro Jejelava.

It is the first time for this kind of meet-

ings to be held in Georgia and they served as a place for discussions over the current processes and news from different fields of business. The meetings hosted up 20 participants and were moderated by a special guest who shared own experience with others. In 2016 Insource is planning to organize six Business Café meetings with exclusive sponsorship of PASHA Bank.

Sponsoring Time Management Master Class by David Allen

PASHA Bank sponsored a long-awaited master class on time management, which was held on October 31st at Hotels and Preference Tbilisi. The attendees were given the opportunity to learn about the time management methodologies by a well-known writer and business consultant David Allen, also known as Time Lord.

David Allen is mostly known for his bestseller "Getting Things Done" that sold 2 million copies and brought its author worldwide recognition. David Allen possesses his own time management tool – GTD, which he gladly shared with Georgian professionals. Representatives of different sectors attended the master class and got acquainted with the up-to-date principles of time management.

"We believe that the development of the country's business and economy significantly depends on the professional growth of the experienced people who are involved in taking important decisions for their companies on daily basis, as well as the young professionals who are just beginning to contribute to various business sectors. Master class by Time Lord should definitely be useful and interesting to all attendees and we are more than happy to support this event." – said Anano Korkia, Head of PR and Marketing Department at PASHA Bank Georgia.



David Allen, Masterclass Time Lord, Hotels and Preference, Tbilisi, October 31st, 2015

Traditional Sponsor of Tbilisi International Film Festival

In 2015 for the second year in a row PASHA Bank traditionally sponsored Georgian Panorama of Tbilisi International Film Festival that took place in the first week of December.

Supporting the development of film industry in Georgia was the main motivator for the bank for sponsoring one of the most important cultural events in Tbilisi.



15th Tbilisi International Film Festival, Amirani Cinema, December, 2014

TIFF awards were distributed in two categories: International Competition and Georgian Panorama. The winning directors of the best Georgian film received special gifts from PASHA Bank - a trip to the Berlin International Film Festival.

In 2014 the winner was Lasha Tskvitinidze with his film "I am Beso" and in 2015 there were several winners in different categories:

- Best feature-length movie "Solomon" (Zaza Khalvashi)
- Best short-length movie "Wake man" (Tornike Bziava)
- Best documentary "When the earth seems to be light" (Salome Machaidze, Tamuna Karumidze, David Meskhi)



"We believe in the potential of Georgian cinematography and by supporting Georgian filmmakers we express our desire to contribute to the development of this industry in the country. On behalf of PASHA Bank team I would like to thank the organizers and congratulate all the winners and wish them further success and new heights in their professional life," commented Shahin Mammadov, the CEO of PASHA Bank.

PASHA Bank - Platinum Sponsor of Spotlight 2015

PASHA Bank was the platinum sponsor of the year's main marketing event in Georgia - Spotlight 2015.



Spotlight takes place since 2013 and it hosts Georgian marketers and other professionals who share their experiences with the public and colleagues.

This year a new project - Spotlight Marketing Library Initiated by PASHA Bank was presented to the guests. The project is supported by Tbilisi Mediathek and Spotlight. Marketing Library aims to create one comfortable space with the professional literature in Marketing, Branding, PR and other related fields that will be available for everyone interested in these subjects.

"Spotlight's role in developing local business and encouraging professional growth is doubtless, which is the reason PASHA Bank became the platinum sponsor of the event. Moreover, together with Tbilisi Mediathek and Spotlight we presented our Marketing Library project. Since the professional literature is not easily available in our country, we were inspired to found Spotlight Marketing Library and challenge other companies to donate books. We are excited to see how many companies accept the challenge of contributing to the initiative." - said Anano Korkia, Head of PR and Marketing at PASHA Bank.

On December 6th, Tbilisi Mediathek hosted Forward club meeting, where the marketers received a special gift from PASHA Bank - annual passes to Tbilisi Mediathek. The passes enables Forward club members to read the books presented at Spotlight Marketing Library - 76, Chavchavadze Ave., Park Vake. PASHA Bank frequently works together with Marketer on different projects aimed at improving professional growth prospects of Georgian marketing professionals. One of the projects is the business blog on marketer.ge where Harvard Business Review articles are translated into Georgian, providing the up-to-date analytical information on international trends, news and contemporary best practices in marketing and related fields.





Spotlight, Radisson Blu Iveria, Tbilisi, May 25th, 2015

First Bank from Georgia to Participate in SIBOS

PASHA Bank underlined its increasing role in international finance by exhibiting itself at SWIFT International Banking Operations Seminar in Boston, USA. PASHA Bank participated in conference in order to share up-to-date best practices and trends as well as to debate the emerging issues. Already for the sixth time it is the only bank from the region to attend SIBOS.

SIBOS is an annual banking and financial seminar organized by SWIFT (Society for Worldwide Interbank Financial Telecommunication) in various cities around the world. In 2015 SIBOS annual meeting took place in Singapore. PASHA Bank Azerbaijan, Georgia and Turkey attended the event.

> Started out as SWIFT international banking operations seminar, it has grown into a premier business forum for the global financial community to debate and collaborate in the areas of payments, securities, cash management and trade. People who work in financial markets around the world participate as exhibitors and attendees to discuss issues relevant to the financial industry.



SIBOS

September 29 – October 2, 2014 Boston Convention & Exhibition Center Boston, USA

SIBOS, October 12-15, 2015, Singapore

During one week, SIBOS brings together 7,000 decision makers and topic experts from financial institutions, market infrastructures, multinational corporations and technology partners.

"PASHA Bank was the only bank from Georgia to attend the conference, participate with its own booth together with PASHA Bank Azerbaijan and bring this experience to our customers. Our strategic partnerships with major international banks help ensure our clients get the best service and support from strong institutions wherever they are doing business around the world," said Shahin Mammadov, CEO of PASHA Bank Georgia.





Caspian Energy: PASHA Bank -Bank of the Year

PASHA Bank was named the Bank of the Year by Caspian Energy Group.

On the ceremony President of Georgia Giorgi Margvelashvili awarded a prize and diploma to the CEO of PASHA Bank Georgia, Shahin Mammadov. In line with the contribution to the further development of Georgian economy and enhancement of its investment climate, PASHA Bank Georgia was a Golden Sponsor of Caspian Energy Forum 2014, which this year was held in Tbilisi. Representatives of key gov-



ernmental and commercial structures participated in the forum.

Caspian Energy Forum will be held annually as a general meeting of the Caspian European Club in Tbilisi.

The first part of Caspian Energy Forum included discussions on all aspects of energy integration of the countries of the Caspian, Black Sea and Mediterranean regions into global energy markets. The focus of speakers, delegates and forum participants was on the key role of Georgia in energy, transport and infrastructure projects, the growing upstream gas sector, the Southern Corridor projects and the resource potential of the Caspian Sea.

"Caspian Energy Forum 2014 became a platform to discuss different areas of the Georgian economy, and contribute to attraction of new investments and integration of the financial sector across the Caspian-Black Sea region countries", said Mr. Mammadov. The second section of the Caspian European Forum was focused on the development of the hydro and geothermal energy sector of Georgia and its prospects. Modern double cycle geothermal power plants were discussed on the example of New Zealand. Participants talked about the prospects of oil and gas production sector of Georgia.

The third and fourth sessions covered the infrastructure, industry, tourism, transport as well as investment, financial, IT & communication industries of Georgia.

On the same day, the international Caspian Energy Awards Ceremony was held as a part of the official gala reception, attended by officials from Georgian governmental and business society, as well as the President of Georgia, Giorgi Margvelashvili.

The organizer of the forum was the Caspian Energy International Media Group. The official support to the Forum was provided by the Ministry of Energy of Georgia, the Ministry of Economy and Sustainable Development of Georgia, the State Ministry of Georgia on European and Euro-Atlantic Integration, the Ministry of Agriculture of Georgia, the Ministry of Regional Development and Infrastructure of Georgia, SOCAR

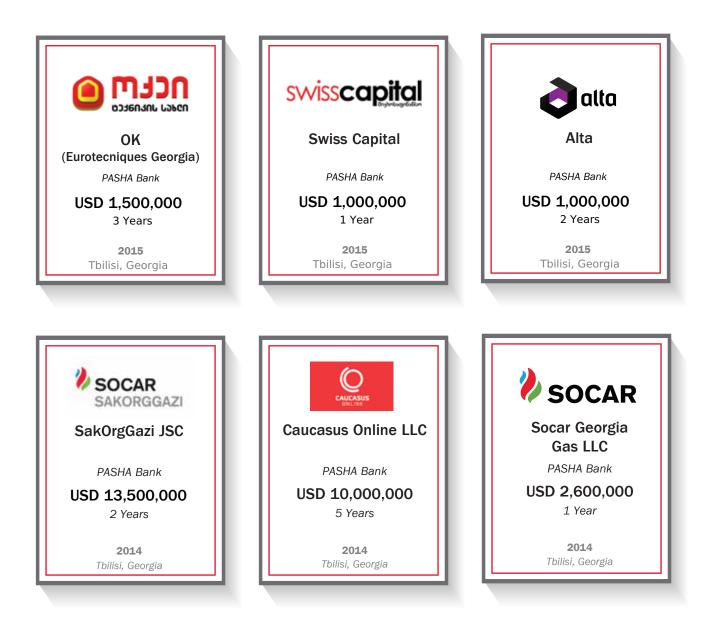


Energy Georgia LLC, the Georgian Oil and Gas Corporation and the Caspian European Club.

Giorgi Margvelashvili, the President of Georgia; Shahin Mammadov, CEO at PASHA Bank Georgia; November 14, 2014, Expo Georgia, Tbilisi

CORPORATE LOANS – SELECTED TRANSACTIONS











Corporate Banking

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