

**Joint Stock Company Georgian Credit**

**Financial statements**

Together with the Auditor's Report

For the year ended 31 December 2011

## Joint Stock Company Georgian Credit

### FINANCIAL STATEMENTS

For the year ended 31 December 2011

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#### Contents:

STATEMENT OF MANAGEMENT’S RESPONSIBILITIES FOR THE PREPARATION AND APPROVAL OF THE FINANCIAL STATEMENT.....	3
INDEPENDENT AUDITOR’S REPORT .....	4
STATEMENT OF FINANCIAL POSITION.....	5
STATEMENT OF COMPREHENSIVE INCOME .....	6
STATEMENT OF CHANGES IN EQUITY .....	7
STATEMENT OF CASH FLOWS .....	8
NOTES TO THE FINANCIAL STATEMENTS.....	9
1. General information.....	9
2. Adoption of new IFRSs .....	10
3. Critical accounting estimates and judgments .....	10
4. Summary of significant accounting policies.....	11
5. Prior period reclassifications.....	19
6. Cash and cash equivalents .....	19
7. Loan to customers .....	19
8. Investment property .....	20
9. Property, plant and equipment .....	21
10. Intangible assets .....	22
11. Other assets .....	22
12. Deferred tax liability.....	23
13. Borrowings .....	24
14. Tax payable.....	24
15. Other liabilities .....	24
16. Interest income, expenses .....	25
17. Loans written off .....	25
18. Gain (loss) from exchange rate difference.....	25
19. Fee and commission income .....	26
20. Administrative expenses .....	26
21. Other income, expenses.....	27
22. Income tax expenses .....	27
23. Financial instruments - risk management .....	27
24. Transactions with related parties .....	33
25. Post balance sheet events .....	34

## Joint Stock Company Georgian Credit

### STATEMENT OF MANAGEMENT'S RESPONSIBILITIES FOR THE PREPARATION AND APPROVAL OF THE FINANCIAL STATEMENT

As and for the year ended 31 December 2011

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The following statement, which should be read in conjunction with the independent auditor's responsibilities stated in the independent auditor's report set out on page 4, is made with a view to distinguishing the respective responsibilities of management and those of the independent auditors in relation to the financial statements of **Joint Stock Company Georgian Credit** (hereinafter - the company).

Management is responsible for the preparation of the financial statements that present fairly the financial position of the Company at 31 December 2011 and the results of its operations, cash flows, and changes in equity for the year then ended, in accordance with International Financial Reporting Standards ("IFRS").

In preparing the financial statements, management is responsible for:

- Selecting suitable accounting principles and applying them consistently;
- Making judgments and estimates that are reasonable and prudent;
- Stating whether IFRS have been followed, subject to any material departures disclosed and explained in the financial statements; and
- Preparing the financial statements on a going concern basis, unless it is inappropriate to presume that the Company will continue in business for the foreseeable future.

Management is also responsible for:

- Designing, implementing and maintaining an effective and sound system of internal controls, throughout the Company;
- Maintaining proper accounting records that disclose, with reasonable accuracy at any time, the financial position of the Company, and which enable them to ensure that the financial statements of the Company comply with IFRS;
- Maintaining statutory accounting records in compliance with local legislation and accounting standards in the respective jurisdictions in which the Company operates;
- Taking such steps as are reasonably available to them to safeguard the assets of the Company; and
- Preventing and detecting fraud and other irregularities.

The financial statements for the year ended 31 December 2011 were approved on behalf of the management on \_\_\_\_\_ 2012 by:

Director \_\_\_\_\_ G.Naskidashvili

Chief Accountant \_\_\_\_\_ N.Begeluri

INDEPENDENT AUDITOR'S REPORT

To the Shareholders of Joint Stock Company Georgian Credit

**Report on the Financial Statements**

We have audited the accompanying financial statements of the **Joint Stock Company Georgian Credit** (hereinafter - the Company), which comprise the statement of financial position as at December 31, 2011, and the statement of comprehensive income, statement of changes in equity and cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes.

**Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

**Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the financial statements present fairly, in all material respects the financial position of **Joint Stock Company Georgian Credit** as of December 31, 2011, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

**BDO LLC**

18 May 2012

**Joint Stock Company Georgian Credit**

## STATEMENT OF FINANCIAL POSITION

For the year ended 31 December 2011

(In GEL)

	Note	2011	2010
<b>Assets</b>			
Cash and cash equivalents	6	148,711	563,528
Loan to customers	7	5,669,924	3,775,134
Investment property	8	219,445	185,323
Property, plant and equipment	9	518,872	507,098
Intangible assets	10	14,288	16,664
Tax asset		3,353	1,412
Income tax assets		11,703	22,354
Other assets	11	48,359	63,059
		<b>6,634,655</b>	<b>5,134,572</b>
<b>Liabilities and equity</b>			
<b>Liabilities</b>			
Deferred tax liability	12	72,443	50,483
Borrowings	13	5,388,073	4,051,961
Tax payable	14	17,022	11,045
Other liabilities	15	25,832	12,009
		<b>5,503,370</b>	<b>4,125,498</b>
<b>Equity</b>			
Statutory capital		725,546	725,546
Retained earnings		405,739	283,528
		<b>1,131,285</b>	<b>1,009,074</b>
		<b>6,634,655</b>	<b>5,134,572</b>

Director \_\_\_\_\_ G.Naskidashvili

Chief Accountant \_\_\_\_\_ N.Begheluri

Notes on pages 9-34 are the integral part of these financial statements.

Joint Stock Company Georgian Credit

STATEMENT OF COMPREHENSIVE INCOME

For the year ended 31 December 2011

(In GEL)

	Note	2011	2010
Interest income	16	1,842,613	1,211,877
Interest expenses	16	(761,517)	(463,972)
<b>Net interest income</b>		<b>1,081,096</b>	<b>747,905</b>
Loan provision expenses	7	(20,018)	(53,139)
Loans written off	17	(105,814)	(147,995)
<b>Net interest income after provision for loan</b>		<b>955,264</b>	<b>546,771</b>
(Loss) Gain from exchange rate difference	18	7,977	29,747
Fee and commission income	19	134,262	95,510
<b>Gross profit</b>		<b>1,097,503</b>	<b>672,028</b>
Administrative expenses	20	(895,923)	(526,771)
<b>Profit from operations</b>		<b>201,580</b>	<b>145,257</b>
Other income/expenses net	21	17,520	19,467
<b>Profit before income tax</b>		<b>219,100</b>	<b>164,724</b>
Income tax expenses	22	(31,247)	(33,440)
<b>Net profit</b>		<b>187,853</b>	<b>131,284</b>
Other comprehensive income		-	-
<b>Total comprehensive income for the period</b>		<b>187,853</b>	<b>131,284</b>

Director \_\_\_\_\_ G.Naskidashvili

Chief Accountant \_\_\_\_\_ N.Begheluri

Notes on pages 9-34 are the integral part of these financial statements.

**Joint Stock Company Georgian Credit**

STATEMENT OF CHANGES IN EQUITY

For the year ended 31 December 2011

(In GEL)

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	<b>Statutory capital</b>	<b>Retained Earnings</b>	<b>Total</b>
<b>Balance at 31 December 2009</b>	<b>749,273</b>	<b>152,244</b>	<b>901,517</b>
Addition to statutory capital	(23,727)		(23,727)
Total comprehensive income for the period		131,284	131,284
<b>Balance at 31 December 2010</b>	<b>725,546</b>	<b>283,528</b>	<b>1,009,074</b>
Paid dividends	-	(65,642)	(65,642)
Total comprehensive income for the period		187,853	187,853
<b>Balance at 31 December 2011</b>	<b>725,546</b>	<b>405,739</b>	<b>1,131,285</b>

Director

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G.Naskidashvili

Chief Accountant

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N.Begheluri

Notes on pages 9-34 are the integral part of these financial statements.

Joint Stock Company Georgian Credit

STATEMENT OF CASH FLOWS

For the year ended 31 December 2011

(In GEL)

	Note	2011	2010
<b>Cash flows from operating activities:</b>			
Profit before income tax		219,100	164,724
Adjustment for:			
Depreciation of fixed and intangible assets	8,9,10	53,719	31,254
Loss from disposal of fixed assets		-	513
Loan provision expenses and written off	7,17	125,832	201,134
Loss/Gain from exchange rate difference	18	(7,977)	(29,747)
Interest expenses	16	761,518	463,972
Interest income	16	(1,842,613)	(1,211,877)
<b>Cash flows from operating activities before changes in working capital</b>		<b>(690,421)</b>	<b>(380,027)</b>
Movements in working capital			
Increase in loans to customers		(410,232)	(1,616,591)
Increase in tax asset		(577)	(1,413)
Decrease/(increase) in other assets		13,681	(57,063)
Increase in other liabilities		13,833	12,866
Increase in Borrowings		4,664,546	4,600,846
Decrease in Tax payable		(13,276)	(22,345)
<b>Cash inflow from operating activities</b>		<b>4,267,975</b>	<b>2,916,300</b>
Interest paid		(674,597)	(387,803)
<b>Net cash flows from operating activities carried forward</b>		<b>2,902,957</b>	<b>2,148,470</b>
<b>Investing activities</b>			
Purchase of property, plant and equipments	9	(60,006)	(98,015)
Proceeds from sale investment property	8	10,131	34,798
Purchase of investment property	8	(45,751)	(125,340)
Purchase of intangible assets	10	(1,613)	(4,452)
<b>Net cash outflow from investing activities</b>		<b>(97,239)</b>	<b>(193,009)</b>
<b>Cash flows from financing activities:</b>			
Repayment of borrowings		(3,139,538)	(1,700,820)
Dividends paid		(62,360)	-
Statutory capital		-	(23,727)
<b>Net cash outflow from financing activities</b>		<b>(3,201,898)</b>	<b>(1,724,547)</b>
<b>Net Increase/(decrease) in cash and cash equivalents</b>		<b>(396,180)</b>	<b>230,914</b>
<b>Cash and cash equivalents at beginning of year</b>	6	<b>563,528</b>	<b>325,130</b>
Effect of changes in foreign exchange rate on cash and cash equivalents		(18,637)	7,484
<b>Cash and cash equivalents at end of year</b>	6	<b>148,711</b>	<b>563,528</b>

Director \_\_\_\_\_ G.Naskidashvili

Chief Accountant \_\_\_\_\_ N.Begheluri

Notes on pages 9-34 are the integral part of these financial statements.



## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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#### 1. General information

Microfinance Company Georgian Credit was established on September 12, 2006 in Tbilisi, Georgia, accordance with the Georgian legislation. The Company's legal form was Limited Liability Company. The initial founders were Business Management Bureau Ltd and Mamuka Kajrishvili. The initial charter capital was defined in 250,000GEL with respective shares between the two parties - 75% and 25%.

On 3 July 2009 the Company underwent reorganisation and instead of Business Management Bureau Ltd the founders of the Company were determined: Consulting Group GT Ltd and Baad Group Ltd. Charter capital remained the same, but the shares were allocated as follows: Consulting Group GT Ltd - 37.5%, Baad Group Ltd - 37.5% and Mamuka Kajrishvili - 25%.

As a result of second reorganisation on 3 November 2009 the founder of the Company became EMIC Invest GbR - a company acting under German law incorporated in Germany. Charter capital was defined in 749,273 GEL and allocated in following shares: Consulting Group GT Ltd - 18.375%, Baad Group Ltd - 18.375%, Mamuka Kajrishvili - 12.25% and EMIC Invest GbR - 51%.

As the result of third reorganisation on 30 December 2010 charter capital was defined 725,546 GEL and allocated in following shares: EMIC Invest GbR - 81,63%, Dimitri Gozalishvili - 18,37%.

At 14 March of 2011 legal form and the name of the Company have been changed. The Company was re-organized into the Joint Stock Company "Georgian Credit" in accordance with the Georgian legislation.

The director of the MFO Georgian Credit JSC was determined Giorgi Naskidashvili.

Main objectives of the fund are support and development of micro, small and medium business to improve the social and economical conditions in Georgia and ensuing small entrepreneurs by fast, easy and high-grade financial services.

Scope of Activities:

- Granting Micro-loans, including business, consumers, pawnshop, mortgage, unsecured, group and any other loans (credits) to legal entities and natural persons;
- Investing in government and public securities;
- Implementing of money transfer
- Discharging the function of an insurance agent;
- Providing consultations as regards to micro-crediting;
- Obtaining loans (credits) from resident and non-resident legal entities and natural persons;

## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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The Company has a head office in Tbilisi and three branches. The address of the Company is 30 Kazbegi Avenue, Tbilisi 0186, Georgia.

As for December 31, 2011 and 2010 the shareholders of the Company are as follows:

Share capital	2011	2010
Shareholder		%
EMIC Invest GBR	51%	81.63%
Dimitri Gozalishvili	18.375%	18.37%
Jochen Zimmermann	8.5%	0%
Gert Warneke	13.625%	0%
Alea Equity GBR	8.5%	0%

All ordinary shares have a nominal value of GEL 1 per share.

Total authorized capital for 31 December 2011 totalled 725,564 shares with a nominal value of GEL 1 per share.

During 2011 dividend payment was made amounting 65,642.

#### 2. Adoption of new IFRSs

##### a) New standards, interpretations and amendments effective from 1 January 2011

None of the new standards, interpretations and amendments, effective for the first time from 1 January 2011, have had a material effect on the Company's financial statements.

##### b) New standards, interpretations and amendments not yet effective

None of the other new standards, interpretations and amendments, which are effective for periods beginning after 1 January 2011 and which have not been adopted early, are expected to have a material effect on the Company's future financial statements.

#### 3. Critical accounting estimates and judgments

The Company makes certain estimates and assumptions regarding the future. Estimates and judgments are continually evaluated based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. In the future, actual experience may deviate from these estimates and assumptions. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

- **Fair value of financial instruments.** Where the fair value of financial assets and financial liabilities recorded in the statement of financial position cannot be derived from active markets, there are determined using variety of valuation techniques that include the use of mathematical models. The input to these models is taken from observable markets where possible, but if it is not feasible, a degree of judgment is required in establishing a fair value.

- **Useful lives of intangible assets and property, plant and equipment.** Intangible assets and property, plant and equipment are amortized or depreciated over their useful lives. Useful lives are based on the management's estimates of the period that the assets will generate revenue, which are periodically reviewed for continued appropriateness. Changes to estimates can result in significant variations in the

## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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carrying value and amounts charged to the statement of comprehensive income in specific periods.

- **Initial recognition of related party transactions.** In the normal course of business the Company enters into transactions with its related parties. IAS 39 requires initial recognition of financial instruments based on their fair values. Judgement is applied in determining if transactions are priced at market or non-market interest rates, where there is no active market for such transactions. The basis for judgement is pricing for similar types of transactions with unrelated parties and effective interest rate analysis. In management judgment, at December 31, 2011 and 2010, there were no loans and advances at other than market conditions. Terms and conditions of related party balances are disclosed in Note 20.

- **Income taxes.** During the ordinary course of business, there are many transactions and calculations for which the ultimate tax determination is uncertain. As a result, the company recognizes tax liabilities based on estimates of whether additional taxes and interest will be due. These tax liabilities are recognized when, despite the company's belief that its tax return positions are supportable, the company believes that certain positions are likely to be challenged and may not be fully sustained upon review by tax authorities. As a result company minimizes the risks related to this fact. The company believes that its accruals for tax liabilities are adequate for all open audit years based on its assessment of many factors including past experience and interpretations of tax law. This assessment relies on estimates and assumptions and may involve a series of complex judgments about future events. To the extent that the final tax outcome of these matters is different than the amounts recorded, such differences will impact income tax expense in the period in which such determination is made.

- **Legal proceedings.** The Company only recognizes a provision where there is a present obligation from a past event, a transfer of economic benefits is probable and the amount of costs of the transfer can be estimated reliably. In instances where the criteria are not met, a contingent liability may be disclosed in the notes to the financial statements. Realization of any contingent liabilities not currently recognized or disclosed in the financial statements could have a material effect on the Company's financial position. Application of these accounting principles to legal cases requires the Company's management to make determinations about various factual and legal matters beyond its control. The Company reviews outstanding legal cases following developments in the legal proceedings and at each balance sheet date, in order to assess the need for provisions in its financial statements. Among the factors considered in making decisions on provisions are the nature of litigation, claim or assessment, the legal process and potential level of damages in the jurisdiction in which the litigation, claim or assessment has been brought, the progress of the case (including the progress after the date of the financial statements but before those statements are issued), the opinions or views of legal advisers, experience on similar cases and any decision of the Company's management as to how it will respond to the litigation, claim or assessment.

#### 4. Summary of significant accounting policies

##### Basis of preparation

The principal accounting policies adopted in the preparation of the financial statements are set out below. The policies have been consistently applied to all the years presented, unless otherwise stated.

These financial statements have been prepared in accordance with International Financial Reporting Standards, International Accounting Standards and Interpretations (collectively IFRS) issued by the International Accounting Standards Board (IASB) as adopted by the European Union ("adopted IFRSs"), and are in accordance with IFRS as issued by the IASB.

The Company keeps its books and records in Georgian lary in accordance with the requirements to the accounting in Georgia. The aforesaid financial statements are prepared on the basis of the Company's accounting records, which are respectively adjusted and re-classified for the reliable presentation in accordance with IFRS.

## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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The financial statements have been prepared on the historical cost basis. The reporting period for the Company is the calendar year from January 1 to December 31.

#### Foreign currency translation

The functional currency of the company is the currency of the primary economic environment in which the entity operates. The Company's functional currency and the Company's presentation currency is the national currency of Georgia, Lari.

Monetary assets and liabilities are translated into functional currency at the official exchange rate for the respective balance sheet dates. Foreign exchange gains and losses resulting from the settlement of transactions and from the translation of monetary assets and liabilities at year-end official exchange rates are recognised in profit or loss. Translation at year-end rates does not apply to nonmonetary items.

At 31 December 2011 and 2010 the closing rate of exchange used for translating foreign currency balances was:

	<i>Official rate of the National Bank of Georgia</i>	
	<i>USD</i>	<i>EUR</i>
Exchange rate as at 31.12.11	1,6703	2,1614
Exchange rate as at 31.12.10	1.7728	2.3500
Average exchange rate for 2011	1,6860	2,3473
Average exchange rate for 2010	1.7829	2.3642

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#### Financial Instruments

**Initial recognition.** Financial assets in the scope of IAS 39 are classified as either financial assets at fair value through profit or loss, loans and receivables, held to maturity investments, or available for sale financial assets. The Company determines the classification of its financial assets upon initial recognition.

#### Fair value through profit or loss

This category comprises only in-the-money derivatives. They are carried in the statement of financial position at fair value with changes in fair value recognised in the statement of comprehensive income in the finance income or expense line Other than derivative financial instruments which are not designated as hedging instruments, company does not have any assets held for trading nor does it voluntarily classify any financial assets as being at fair value through profit or loss.

#### Held to maturity investments

Non derivative financial assets with fixed or determinable payments and fixed maturity are classified as held to maturity when the company has positive intention and ability to hold them upon maturity. The Company does not have any assets as being classified held to maturity.

#### Loans to customers

These assets are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are initially recognised at fair value plus transaction costs that are directly attributable to their acquisition or issue, and are subsequently carried at amortised cost using the effective interest rate method, less provision for impairment.

## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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#### Provision for loan losses

The Management assesses at the end of each reporting period whether there is any objective evidence that a loans and receivables are impaired. If any such evidence exists, the Company determines the amount of any impairment loss. If there is objective evidence that an impairment loss on loans and receivables carried at amortized cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate (ie the effective interest rate computed at initial recognition). The carrying amount of the asset is reduced through use of an allowance account. The amount of the loss is recognized in profit or loss. If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized (such as an improvement in the debtor's credit rating), the previously recognized impairment loss is reversed by adjusting an allowance account. The reversal does not result in a carrying amount of the financial asset that exceeds what the amortized cost would have been had the impairment not been recognized at the date the impairment is reversed. The amount of the reversal is recognized in profit or loss.

The Company has changed its accounting estimate of calculating provision for loan losses from 1 January 2011. As long as loan portfolio consists of collateralized and non-collateralized loans, it was decided to not calculate any provision for the collateralized part of loan portfolio. Such decision was derived from the lending policy of collateralized loans. Above mentioned policy concludes that liquid price of collateralized asset should be 40% more than the disbursed amount of loan. According to company's historical data analysis management came to decision of setting the loan loss provision for non-collateralized loans at the rate of 2%. As a result the provision increased by 49,464 GEL if it calculated as in 2010.

#### Loans write-off policy

Company writes off loans only in the following cases:

- Owner of business dies and business stops functioning.
- Court receives appropriate decision.

Write-offs are taken out of the outstanding loans to customers and deducted from the provisions for loan loss.

#### Available-for-sale

Non-derivative financial assets not included in the above categories are classified as available for sale and comprise principally the company's strategic investments in entities not qualifying as subsidiaries, associates or jointly controlled entities as well as corporate bonds. They are carried at fair value with changes in fair value generally recognised in other comprehensive income and accumulated in the available-for-sale reserve; Where there is a significant or prolonged decline in the fair value of an available for sale financial asset (which constitutes objective evidence of impairment), the full amount of the impairment, including any amount previously recognised in other comprehensive income, is recognised in profit or loss.

Purchases and sales of available for sale financial assets are recognised on settlement date with any change in fair value between trade date and settlement date being recognised in the available-for-sale reserve. On sale, the cumulative gain or loss recognised in other comprehensive income is reclassified from the available-for-sale reserve to profit or loss.

## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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**Fair value** is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction. Fair value is the current bid price for financial assets and current asking price for financial liabilities which are quoted in an active market.

**Cost** is the amount of cash or cash equivalents paid or the fair value of the other consideration given to acquire an asset at the time of its acquisition and includes transaction costs.

**Transaction costs** are incremental costs that are directly attributable to the acquisition, issue or disposal of a financial instrument. An incremental cost is one that would not have been incurred if the transaction had not taken place. Transaction costs include fees and commissions paid to agents (including employees acting as selling agents), advisors, brokers and dealers, levies by regulatory agencies and securities exchanges, and transfer taxes and duties. Transaction costs do not include debt premiums or discounts, financing costs or internal administrative or holding costs.

**Amortised cost** is the amount at which the financial instrument was recognised at initial recognition less any principal repayments, plus accrued interest, and for financial assets less any write-down for incurred impairment losses. Accrued interest includes amortisation of transaction costs deferred at initial recognition and of any premium or discount to maturity amount using the effective interest method. Accrued interest income and accrued interest expense, are not presented separately and are included in the carrying values of related balance sheet items.

#### **Derecognition of financial assets**

The company derecognises financial assets when (a) the assets are redeemed or the rights to cash flows from the assets otherwise expired or (b) the company has transferred the rights to the cash flows from the financial assets or entered into a qualifying pass-through arrangement while (i) also transferring substantially all the risks and rewards of ownership of the assets or (ii) neither transferring nor retaining substantially all risks and rewards of ownership but not retaining control. Control is retained if the counterparty does not have the practical ability to sell the asset in its entirety to an unrelated third party without needing to impose additional restrictions on the sale.

#### **Offsetting**

Financial assets and liabilities are offset and the net amount reported in the statement of financial position only when there is a legally enforceable right to offset the recognised amounts, and there is an intention to either settle on a net basis, or to realise the asset and settle the liability simultaneously.

#### **Cash and cash equivalents**

Cash and cash equivalents include cash on hand, non-restricted cash on current accounts in banks, and non-restricted cash on bank deposits with original maturity of less than 3 months.

#### **Advances to customers**

Advances to customers are recorded when the company advances money to purchase or originate an unquoted non-derivative receivable from a customer due on fixed or determinable dates and has no intention of trading the receivable. Advances to customers are carried at amortised cost. When impaired financial assets are renegotiated and the renegotiated terms and conditions differ substantially from the previous terms, the new asset is initially recognised at its fair value.

#### **Impairment of financial assets carried at amortised cost**

Impairment losses are recognised in profit or loss when incurred as a result of one or more events ("loss events") that occurred after the initial recognition of the financial asset and which have an impact on the amount or timing of the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated. The primary factors that the company considers whether a financial asset is impaired is its overdue status and reliability of related collateral, if any. The following other principal criteria are also used to determine that there is objective evidence that

## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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an impairment loss has occurred:

- Any instalment is overdue and the late payment cannot be attributed to a delay caused by the settlement systems;
- The borrower experiences a significant financial difficulty as evidenced by borrower's financial information that the bank obtains;
- The borrower considers bankruptcy or a financial reorganisation;
- There is adverse change in the payment status of the borrower as a result of changes in the national or local economic conditions that impact the borrower;
- The value of collateral significantly decreases as a result of deteriorating market conditions.

The impairment is calculated based on the analysis of assets subject to risks and reflects the amount sufficient, in the opinion of the management, to cover relevant losses. The provisions are created as a result of an individual evaluation of assets subject to risks regarding financial assets being material individually and on the basis of an individual or joint evaluation of financial assets not being material individually.

For the purposes of a collective evaluation of impairment, financial assets are grouped on the basis of similar credit risk characteristics. Future cash flows in a group of financial assets that are collectively evaluated for impairment are estimated on the basis of historical loss experience and the success of recovery of overdue amounts. Historical experience is adjusted on the basis of current observable data to reflect the effects of current conditions that did not affect past periods and to remove the effects of past conditions that do not exist currently. If the terms of an impaired financial asset held at amortised cost are renegotiated or otherwise modified because of financial difficulties of the borrower or issuer, impairment is measured using the original effective interest rate before the modification of terms.

Impairment losses are always recognised through an allowance account to write down the asset's carrying amount to the present value of expected cash flows (which exclude future credit losses that have not been incurred) discounted at the original effective interest rate of the asset. The calculation of the present value of the estimated future cash flows of a collateralised financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.

It should be noted that the evaluation of losses includes a subjective factor. The management of the Company believes that the amount of recorded impairment is sufficient to cover losses incurred on assets subject to risks at the reporting date, although it is probable that in certain periods the Company can incur losses greater than recorded impairment.

#### **Property, plant and equipment and intangible assets**

All property plant and equipment is stated at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the income statement during the financial period in which they are incurred.

Depreciation, based on a component approach, is calculated using the straight-line method to allocate the cost over the asset's estimated useful lives, as follows:

## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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Group	Useful life (year)
Furnishing the leased property	3
Furniture and office equipment	7
Computer and communication equipment	4
Buildings	50

---

The month of acquisition is considered as a whole month for depreciation purpose and the month when property plant and equipment is sold is not included in the calculation of depreciation.

Gains and losses on disposals are determined by comparing proceeds with carrying amount. These are included in the income statement.

#### Impairment of Assets

The Company's accompanying financial statements reflect the effect of the requirements of IAS 36 "Impairment of assets" in force for the reporting periods starting from January 1, 2005 and after this date. The above standard stipulates that the cost of fixed assets and intangibles should be revised when indications of possible impairment of the asset cost exist.

According to the requirements of IAS 36 the asset cost should be calculated as the higher of the net selling price or profitability of the asset use. The net selling price is the amount obtainable from the sale of an asset to non-related parties in an arm's length transaction less direct sales expenses. Profit from an asset use is the current value of expected cash flows from an asset use during its useful life and its disposal.

The above standard stipulates that during determination of an asset use profitability the Company should apply expected cash flows which should reflect current state of an asset and present qualitative estimation made by the management regarding the totality of economic conditions existed during remaining useful life of an asset. Expected cash flows should be discounted at the rate that reflects current market assessments of the value of money in time and risks associated with the asset.

#### Intangible assets

Intangible assets are stated at the amount initially recognized; less accumulated amortization and accumulated impairment losses.

Intangible assets acquired separately from a business are carried initially at cost. The initial cost is the aggregate amount paid and the fair value of any other consideration given to acquire the asset.

Intangible assets with a finite life are amortized on a straight-line basis over their expected useful lives, as follows:

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Group	Useful life (year)
Computer programmes	7
Other intangible assets	7

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## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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#### **Taxation**

The tax expense for the period comprises current and deferred tax. Tax is recognized in the statement of comprehensive income, except to the extent that it relates to items recognized in other comprehensive income or directly in equity. In this case the tax is also recognized in other comprehensive income or directly in equity, respectively.

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the balance sheet date in the country where the company operates and generates taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is recognized, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. However, the deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit and loss. Deferred income tax is determined using tax rate (and laws) that has been enacted or substantially enacted by the balance sheet date and is expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled.

Deferred income tax assets are recognized only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized. Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes assets and liabilities relate to income taxes levied by the same taxation authority on either the taxable entity where there is an intention to settle the balances on a net basis.

#### **Borrowings**

Borrowings are initially recognized at fair value. Subsequently, amounts due are stated at amortized cost and any difference between net proceeds and the redemption value is recognized in the statement of operations over the period of the borrowings, using the effective interest method.

#### **Contingencies**

Contingent liabilities are not recognized in the statement of financial position but are disclosed unless the possibility of any outflow in settlement is remote. A contingent asset is not recognized in the statement of financial position but disclosed when an inflow of economic benefits is probable.

#### **Recognition of income and expense**

Interest income and expense are recorded in the income statement for all debt instruments on an accrual basis using the effective interest method. This method defers, as part of interest income or expense, all fees paid or received between the parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts.

Fees integral to the effective interest rate include origination fees received or paid by the entity relating to the creation or acquisition of a financial asset or issuance of a financial liability, for example fees for evaluating creditworthiness, evaluating and recording guarantees or collateral, negotiating the terms of the instrument and for processing transaction documents. Commitment fees received by the Company to originate loans at market interest rates are integral to the effective interest rate if it is probable that the Company will enter into a specific lending arrangement and does not expect to sell the resulting loan shortly after origination.

When loans and other debt instruments become doubtful of collection, they are written down to present value of expected cash inflows and interest income is thereafter recorded for the unwinding of

## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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the present value discount based on the asset's effective interest rate which was used to measure the impairment loss.

All other fees, commissions and other income and expense items are generally recorded on an accrual basis by reference to completion of the specific transaction assessed on the basis of the actual service provided as a proportion of the total services to be provided.

#### **Post balance-sheet events**

Post-balance sheet events and events before the date of financial statements authorization for issue that provide additional information about the Company's financial statements are reported in the financial statements. Post-balance sheet events that do not affect the financial position of the Company at the balance sheet date are disclosed in the notes to the financial statements when material.

#### **Staff costs and related contributions**

Wages, salaries, bonuses are accrued in the year in which the associated services are rendered by the employees of the Company.

#### **Provisions, Contingent Liabilities and Contingent Assets**

Contingent liabilities are not reflected in the financial statements, except for the cases when the outflow of economic benefits is likely to occur and the amount of such liabilities can be reliably measured. The information on contingent liabilities is disclosed in the Notes to the financial statements with the exception of cases, when the outflow of economic benefits is unlikely.

Contingent assets are not reflected in the financial statements, but the information on them is disclosed when inflow of economic benefits is possible. If economic benefits are sure to occur, an asset and related income are recognized in the financial statements for the period, when the evaluation change occurred.

A provision is a liability of uncertain timing or amount. A liability is a present obligation of the entity arising from past events, the settlement of which is expected to result in an outflow from the entity of resources embodying economic benefits. An obligating event is an event that creates a legal or constructive obligation that results in an entity having no realistic alternative to settling that obligation. A legal obligation is an obligation that derives from:

- (a) A contract (through its explicit or implicit terms);
- (b) Legislation; or
- (c) Other operation of law.

A constructive obligation is an obligation that derives from an entity's actions where:

- (a) By an established pattern of past practice, published policies or a sufficiently specific current statement, the entity has indicated to other parties that it will accept certain responsibilities; and
- (b) As a result, the entity has created a valid expectation on the part of those other parties that it will discharge those responsibilities.

Joint Stock Company Georgian Credit

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

5. Prior period reclassifications

The following reclassifications were made to 31 December 2010 balances to conform to the presentation of the current year amounts:

Financial Statement Caption	As previously stated	Reclassification	As reclassified
Administrative expenses	(515,463)	(11,308)	<b>(526,771)</b>
Operating expenses	(11,308)	11,308	-
Tax asset	23,766	(22,354)	<b>1,412</b>
Income tax assets	-	22,354	<b>22,354</b>
Inventories	2,065	(2,065)	-
Other assets	60,994	2,065	<b>63,059</b>

6. Cash and cash equivalents

	2011	2010
Cash on hand	140,345	102,375
Cash on current accounts with banks in Georgian Lari	6,118	2,189
Cash on current accounts with banks in other currencies	2,248	458,964
	<b>148,711</b>	<b>563,528</b>

7. Loan to customers

	2011	2010
Originated loans to customers	5,531,936	3,729,549
Accrued interest	190,790	114,997
	<b>5,722,726</b>	<b>3,844,546</b>
Less: allowance for impairment losses	(52,802)	(69,412)
	<b>5,669,924</b>	<b>3,775,134</b>
Analysis by sector:		
Sustainable loan	3,915,224	2,072,325
Free loan	759,092	937,989
Consumer loan	720,507	641,431
Lombard loan	317,435	191,463
Agricultural installment	10,468	1,338
	<b>5,722,726</b>	<b>3,844,546</b>
Less: allowance for impairment losses	(52,802)	(69,412)
	<b>5,669,924</b>	<b>3,775,134</b>

Joint Stock Company Georgian Credit

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

8. Investment property

Historical cost	Land	Buildings	Total
<b>Historical cost 31.12.2009</b>	<b>50,883</b>	<b>46,000</b>	<b>96,883</b>
Additions	96,462	28,878	125,340
Disposals	(34,798)	-	(34,798)
<b>Historical cost 31.12.2010</b>	<b>112,547</b>	<b>74,878</b>	<b>187,425</b>
Additions	45,751	-	45,751
Disposals	(10,131)	-	(10,131)
<b>Historical cost 31.12.2011</b>	<b>148,167</b>	<b>74,878</b>	<b>223,045</b>
<b>Accumulated depreciation</b>			
<b>Accumulated depreciation 31.12.2009</b>	-	<b>(1,182)</b>	<b>(1,182)</b>
Depreciation 2010	-	(920)	(920)
Accumulated depreciation of disposals 2010	-	-	-
<b>Accumulated depreciation 31.12.2010</b>	-	<b>(2,102)</b>	<b>(2,102)</b>
Depreciation 2011	-	(1,498)	(1,498)
Accumulated depreciation of disposals 2011	-	-	-
<b>Accumulated depreciation 31.12.2011</b>	-	<b>(3,600)</b>	<b>(3,600)</b>
<b>Net book value</b>			
<b>Net book value 31.12. 2010</b>	<b>112,547</b>	<b>72,776</b>	<b>185,323</b>
<b>Net book value 31.12. 2011</b>	<b>148,167</b>	<b>71,278</b>	<b>219,445</b>

Joint Stock Company Georgian Credit

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

9. Property, plant and equipment

Historical cost	Buildings	Furniture and office equipment	Computer and communication equipment	Vehicles	Office maintenance	Total
Historical cost 01.01.2010	403,067	35,323	22,172	-	4,658	465,220
Additions	-	47,230	39,528	11,258	-	98,016
Disposals	-	-	(4,928)	-	-	(4,928)
Historical cost 31.12.2010	403,067	82,553	56,772	11,258	4,658	558,308
Additions	-	10,391	49,616	-	-	60,007
Disposals	-	-	-	-	-	-
Historical cost 31.12.2011	403,067	92,944	106,388	11,258	4,658	618,315
<b>Accumulated depreciation</b>						
Accumulated depreciation 31.12.2009	(651)	(12,260)	(13,366)	-	(2,595)	(28,872)
Depreciation 2010	(8,062)	(9,220)	(7,523)	(395)	(1,553)	(26,753)
Accumulated depreciation of disposals 2010	-	-	4,415	-	-	4,415
Accumulated depreciation 31.12.2010	(8,713)	(21,480)	(16,474)	(395)	(4,148)	(51,210)
Depreciation 2011	(8,062)	(16,477)	(20,931)	(2,252)	(510)	(48,232)
Accumulated depreciation of disposals 2011	-	-	-	-	-	-
Accumulated depreciation 31.12.2011	(16,775)	(37,957)	(37,406)	(2,647)	(4,658)	(99,443)
<b>Net book value</b>						
Net book value 31.12. 2010	394,354	61,073	40,298	10,863	510	507,098
Net book value 31.12. 2011	386,292	54,987	68,982	8,611	-	518,872

Joint Stock Company Georgian Credit

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

10. Intangible assets

	Computer programs	Other intangible assets	Total
<b>Historical cost</b>			
Historical cost 31.12.2009	19,615	2,930	22,545
Additions	2,652	1,800	4,452
Disposals	-	-	-
Historical cost 31.12.2010	22,267	4,730	26,997
Additions	1,613	-	1,613
Disposals	-	-	-
Historical cost 31.12.2011	23,880	4,730	28,610
<b>Accumulated amortization</b>			
<b>Accumulated amortization 31.12.2009</b>			
Amortization 2010	(6,142)	(609)	(6,751)
Accumulated amortization of disposals 2010	(3,064)	(518)	(3,582)
Accumulated amortization of disposals 2010	-	-	-
Accumulated amortization 31.12.2010	(9,206)	(1,127)	(10,333)
Amortization 2011	(3,562)	(427)	(3,989)
Accumulated amortization of disposals 2011	-	-	-
Accumulated amortization 31.12.2011	(12,768)	(1,554)	(14,322)
<b>Net book value</b>			
Net book value 31.12. 2010	13,061	3,603	16,664
Net book value 31.12. 2011	11,112	3,176	14,288

11. Other assets

	2011	2010
Receivables from accountable persons	21,527	38,280
Money transfers	-	16,674
Other asset	26,832	8,105
	<b>48,369</b>	<b>63,059</b>

Joint Stock Company Georgian Credit

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

12. Deferred tax liability

	2011	2010
At 1 January	(50,483)	(17,043)
Recognized in profit and loss	-	-
Tax income (expense)	(21,960)	(33,440)
At 31 December	(72,443)	(50,483)

Temporary differences as at December 31, 2011 can be presented as follows:

	Asset	Liability	Net	(Charged)/ credited to profit or loss	(Charged)/ credited to equity
	2011	2011	2011	2011	2011
Property plant and equipment	-	(77,706)	(77,706)	(1,816)	-
Intangible assets	-	(93)	(93)	36	-
Salaries and bonuses	-	(1,282)	(1,282)	(1,282)	-
Loans written off	6,638	-	6,638	6,638	-
Tax loss carry-forwards	-	-	-	(25,536)	-
<b>Tax asset/(liabilities)</b>	<b>6,638</b>	<b>(79,082)</b>	<b>(72,443)</b>	<b>(21,960)</b>	<b>-</b>
Set off of tax	(6,638)	6,638			
<b>Net tax assets/(liabilities)</b>	<b>-</b>	<b>(72,443)</b>	<b>(72,443)</b>	<b>(21,960)</b>	<b>-</b>

Temporary differences as at December 31, 2010 can be presented as follows:

	Asset	Liability	Net	(Charged)/ credited to profit or loss	(Charged)/ credited to equity
	2010	2010	2010	2010	2010
Property plant and equipment	-	(75,890)	(75,890)	(10,438)	-
Intangible assets	-	(129)	(129)	(129)	-
Tax loss carry-forwards	25,536		25,536	(22,873)	
<b>Tax asset/(liabilities)</b>	<b>25,536</b>	<b>(76,020)</b>	<b>(50,483)</b>	<b>(33,440)</b>	<b>-</b>
Set off of tax	(25,536)	25,536			
<b>Net tax assets/(liabilities)</b>	<b>-</b>	<b>(50,483)</b>	<b>(50,483)</b>	<b>(33,440)</b>	<b>-</b>

Joint Stock Company Georgian Credit

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

13. Borrowings

	Interest rate	Currency	2011	2010
JSC Kor Standard Bank	24%	USD	29,895	229,150
JSC BTA bank	18%	USD	609,268	-
JSC BTA bank	16%	USD	1,225,860	-
JSC BTA bank	20%	GEL	40,263	-
JSC BTA bank	17%	USD	-	1,889,194
			<b>1,905,286</b>	<b>2,118,344</b>
Nonresident	15%	EUR	971,141	747,018
Nonresident	16%	USD	1,024,438	-
			<b>1,995,579</b>	<b>747,018</b>
Individuals	17%	USD	1,295,102	-
Individuals	20%	USD	-	988,230
Individuals	17%	EUR	129,797	190,277
Individuals	17%	GEL	62,309	-
Individuals	22%	GEL	-	8,092
			<b>1,487,208</b>	<b>1,186,599</b>
			<b>5,388,073</b>	<b>4,051,961</b>

The Company has received loans from resident and non-resident individuals in various currencies and at various interest rates. The Note discloses the average interest rate according to the currencies of the received loans.

14. Tax payable

	2011	2010
Property tax payable	7,564	6,694
Personal income tax payable	9,458	4,351
	<b>17,022</b>	<b>11,045</b>

15. Other liabilities

	2011	2010
Accounts payable to suppliers	17,026	4,699
Accounts payable to employees	6,840	5,240
Other liabilities	1,966	2,070
	<b>25,832</b>	<b>12,009</b>



Joint Stock Company Georgian Credit

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

**16. Interest income, expenses**

Interest income, expenses for the year ended December 31, 2011 and 2010 can be presented as follows:

	<b>2011</b>	<b>2010</b>
<b>Interest income comprises:</b>		
<i>Interest income on financial assets recorded at amortized cost:</i>		
Interest income on impaired financial assets	1,707,333	417,949
Interest income on unimpaired financial assets	141,280	793,928
<b>Total interest income</b>	<b>1,848,613</b>	<b>1,211,877</b>
 <i>Interest income on financial assets recorded at amortized cost comprises:</i>		
Interest on loans to customers	1,824,361	1,202,254
Other	18,252	9,623
<b>Total interest income on financial assets recorded at amortized cost</b>	<b>1,842,613</b>	<b>1,211,877</b>
 <b>Interest expense comprises:</b>		
<i>Interest expense on financial liabilities recorded at amortized cost comprise:</i>		
Interest on borrowings	(761,518)	(463,972)
<b>Total interest expense</b>	<b>(761,518)</b>	<b>(463,972)</b>
 <b>Net interest income before recovery for impairment losses on interest bearing financial assets</b>	<b>1,081,096</b>	<b>747,905</b>

**17. Loans written off**

	<b>2011</b>	<b>2010</b>
Loans written off	(125,991)	(164,501)
Loans recovered	20,177	16,506
	<b>(105,814)</b>	<b>(147,995)</b>

**18. Gain (loss) from exchange rate difference**

Gain/ (loss) on foreign exchange operations comprises:

	<b>2011</b>	<b>2010</b>
Gain from exchange rate	828,333	479,619
Loss from exchange rate	(820,356)	(449,872)
<b>Gain from exchange rate</b>	<b>7,977</b>	<b>29,747</b>

Joint Stock Company Georgian Credit

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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\* Gain from exchange rate difference includes gain from exchange rate differences on borrowings Gel 275,817 as at 31 December, 2011 (Gel 7,939 in 2010).

**19. Fee and commission income**

Fee and commission income for the year ended December 31, 2011 and 2010 can be presented as follows:

	<b>2011</b>	<b>2010</b>
Commission income from issued loans	134,262	95,333
Commission income from utility taxes	-	163
Commission income from money transfers	-	14
	<b>134,262</b>	<b>95,510</b>

**20. Administrative expenses**

Administrative expenses for the year ended December 31, 2011 and 2010 can be presented as follows:

	<b>2011</b>	<b>2010</b>
Salaries and bonuses	(518,794)	(288,972)
Rent expenses	(85,817)	(40,808)
Other administrative expenses	(56,731)	(30,335)
Depreciation and amortization expenses	(53,717)	(31,255)
Business trip expenses	(32,457)	(7,020)
Communication expenses	(28,453)	(13,175)
Professional services	(19,092)	(15,164)
Audit and consulting services fees	(15,489)	(27,517)
Commercial expenses	(15,380)	(1,680)
Insurance expenses	(13,054)	(7,059)
Utility expenses	(15,902)	(9,033)
Computer expenses	(10,212)	(4,802)
Security expenses	(8,890)	(5,957)
Stationary	(7,715)	(6,648)
Bank fees	(6,082)	(7,790)
Property tax expenses	(6,279)	(13,272)
Maintenance expenses	-	(12,001)
Other expenses	(1,859)	(4,283)
	<b>(895,923)</b>	<b>(526,771)</b>

## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

#### 21. Other income, expenses

Net other income/expenses for the year ended December 31, 2011 and 2010 can be presented as follows:

	2011	2010
Gain from disposal of land	18,145	15,963
Other income	1,544	3,504
Other expenses	(2,169)	-
	<b>17,520</b>	<b>19,467</b>

#### 22. Income tax expenses

Income tax expenses for the year ended December 31, 2011 and 2010 can be presented as follows:

	2011	2010
Current tax	(9,287)	-
Effect of temporary differences	(21,960)	(33,440)
Effect of changes in tax rate	-	-
<b>Profit tax expense</b>	<b>(31,247)</b>	<b>(33,440)</b>

	2011	2010
<b>Profit tax expense</b>		
Profit before profit tax	219,100	164,724
Applicable tax rate	15%	15%
Theoretical income tax	(32,865)	(24,709)
Effect of changes in not recognized deferred tax and tax effect of expenses that are not include for tax purposes	1,618	(8,731)
<b>Profit tax expense (income)</b>	<b>(31,247)</b>	<b>(33,440)</b>

#### 23. Financial instruments - risk management

Georgian Credit's approach to risk managements is quite complex and sophisticated. These approaches had been formed through detailed analysis of past performance and are adjusted to the current reality of not only company but also of Georgian micro financial market.

Georgian Credit's risk management consists of well-established internal control systems, adequate asset-liability forming systems, credit risk factor identifiers and their analysis and quantitative valuation systems.

Georgian Credit has complex experience in using informational technology systems (Scoring Systems), which ensures the forming of all the necessary data-base for effective risk management in each levels of company's activity and provides ability to analyse and monitor the effectiveness of risk management results.

The Company is exposed through its operations to the following financial risks:

- Credit risk
- Liquidity risk
- Interest rate risk

## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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- Currency risk

In common with all other businesses, the Company is exposed to risks that arise from its use of financial instruments. This note describes the Company's objectives, policies and processes for managing those risks and the methods used to measure them. Further quantitative information in respect of these risks is presented throughout these financial statements.

#### Principal financial instruments

The principal financial instruments used by the Company, from which financial instrument risk arises, are as follows:

- Cash at bank;
- Issued loans portfolio (with fixed-rate);
- Other asset;
- Borrowings (with fixed-rate);
- Other liabilities.

#### General objectives, policies and processes

The Management has overall responsibility for the determination of the Company's risk management objectives and policies and, whilst retaining ultimate responsibility for them, it has delegated the authority for designing and operating processes that ensure the effective implementation of the objectives and policies to the Company's finance function.

The overall objective of the Management is to set policies that seek to reduce risks as far as possible without unduly affecting the Company's competitiveness and flexibility. Further details regarding these policies are set out below.

#### Credit Risk

Georgian Credit's credit risk valuation is divided in two parts, standard and non-standard valuation. Non-Standard valuation consists of two level credit committees with tough and detailed analysis of presented business projects. Standard valuation implicates the use of "Georgian Credit Scoring System", which was locally developed through collected historical data and experience and is still being in the process of development in order to reflect all the changes not only in company's experience but also in overall market.

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. Exposure to credit risk arises as a result of the lending and other transactions with counterparties giving rise to financial assets.

#### Maximum exposure of credit risk

The Company' maximum exposure to credit risk varies significantly and is dependent on both individual risks and general market economy risks.

The following table presents the maximum exposure to credit risk of balance sheet and off balance sheet financial assets. For financial assets in the balance sheet, the maximum exposure is equal to the carrying amount of those assets prior to any offset or collateral. The Company's maximum exposure to credit risk under contingent liabilities and commitments to extend credit, in the event of non-performance by the other party where all counterclaims, collateral or security prove valueless, is represented by the contractual amounts of those instruments.

## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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As at December 31, 2011:

	<u>Maximum exposure</u>
Loans to customers	5,669,924

As at December 31, 2010:

	<u>Maximum exposure</u>
Loans to customers	3,775,134

#### **Market Risk**

Market risk is the risk that the fair value of a financial instrument will decrease because of changes in market factors.

Market risk arises from the Company's use of interest bearing, tradable and foreign currency financial instruments. It is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in interest rates (interest rate risk) and foreign exchange rates (currency risk).

#### **Interest Rate Risk**

The interest rate risk is the risk (with variable value) related to the interest-bearing assets - loans, because of the variable rate. The Company gives all credits at fixed interest rate and respectively is never exposed to the risk of losing even small part of the interest receivables due to the market interest rate fall.

#### **Foreign Exchange Risk**

Foreign exchange risk arises through changing the value of the currency against the other currency. From 2006 the Company takes and gives loans both in operating currency and US dollars, so the exchange rate risk plays vital role in determining the financial risks of the Company. However, the fact that the Company receives and gives loans are mostly in the same currency helps to reduce the exchange rate risk.

#### **Liquidity Risk**

Liquidity risk refers to the availability of sufficient funds to meet loan repayments and other financial commitments associated with financial instruments as they actually fall due. The Management controls these types of risks by means of maturity analysis, determining the Company's strategy for the next financial period. In order to manage liquidity risk, the Company performs regular monitoring of future expected cash flows, which is a part of assets/liabilities management process. An analysis of the liquidity and interest rate risks is presented in the following table:

Joint Stock Company Georgian Credit

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

As at 31 December 2011	Up to 1 month	Between 1 and 3 months	Between 3 and 12 months	Between 1 and 2 years	Between 2 and 5 years	Over 5 years	2011 Total
<b>Assets</b>							
Loan to customers	178,652	380,853	1,325,440	1,938,543	1,846,436	-	5,669,924
<b>Total interest bearing financial assets</b>	<b>178,652</b>	<b>380,853</b>	<b>1,325,440</b>	<b>1,938,543</b>	<b>1,846,436</b>	-	<b>5,669,924</b>
Cash and cash equivalents	148,711	-	-	-	-	-	148,711
<b>Total financial assets</b>	<b>327,363</b>	<b>380,853</b>	<b>1,325,440</b>	<b>1,938,543</b>	<b>1,846,436</b>	-	<b>5,818,635</b>
<b>Liabilities</b>							
Borrowings	-	-	-	3,630,185	1,757,889	-	5,388,073
<b>Total interest bearing financial liabilities</b>	-	-	-	<b>3,630,185</b>	<b>1,757,889</b>	-	<b>5,388,073</b>
<b>Total financial liabilities</b>	-	-	-	<b>3,630,185</b>	<b>1,757,889</b>	-	<b>5,388,073</b>
Net liquidity gap	327,363	380,853	1,325,440	(1,691,642)	88,547	-	
<b>Cumulative liquidity gap</b>	<b>327,363</b>	<b>708,216</b>	<b>2,033,656</b>	<b>342,014</b>	<b>430,562</b>	<b>430,562</b>	
Interest sensitivity gap	178,652	380,853	1,325,440	(1,691,642)	88,547	-	
<b>Cumulative interest sensitivity gap</b>	<b>178,652</b>	<b>559,505</b>	<b>1,884,945</b>	<b>193,303</b>	<b>281,851</b>	<b>281,851</b>	
<b>Cumulative interest sensitivity gap as a percentage of total assets</b>	<b>3%</b>	<b>10%</b>	<b>32%</b>	<b>3%</b>	<b>5%</b>	<b>5%</b>	

Joint Stock Company Georgian Credit

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

As at 31 December 2010	Up to 1 month	Between 1 and 3 months	Between 3 and 12 months	Between 1 and 2 years	Between 2 and 5 years	Over 5 years	2010 Total
<b>Assets</b>							
Loan to customers	-	265,350	671,717	944,261	1,893,806		3,775,134
<b>Total interest bearing financial assets</b>	<b>-</b>	<b>265,350</b>	<b>671,717</b>	<b>944,261</b>	<b>1,893,806</b>	<b>-</b>	<b>3,775,134</b>
Cash and cash equivalents	563,528	-	-	-	-	-	563,528
<b>Total financial assets</b>	<b>563,528</b>	<b>265,350</b>	<b>671,717</b>	<b>944,261</b>	<b>1,893,806</b>	<b>-</b>	<b>4,338,662</b>
<b>Liabilities</b>							
Borrowings	867	-	1,338,479	668,956	2,044,526	-	4,051,961
<b>Total interest bearing financial liabilities</b>	<b>867</b>	<b>-</b>	<b>1,338,479</b>	<b>668,956</b>	<b>2,044,526</b>	<b>-</b>	<b>4,051,961</b>
<b>Total financial liabilities</b>	<b>867</b>	<b>-</b>	<b>1,338,479</b>	<b>668,956</b>	<b>2,044,526</b>	<b>-</b>	<b>4,051,961</b>
Net liquidity gap	562,661	265,350	(666,762)	275,305	(150,720)	-	
<b>Cumulative liquidity gap</b>	<b>562,661</b>	<b>828,011</b>	<b>161,249</b>	<b>436,554</b>	<b>285,834</b>	<b>285,834</b>	
Interest sensitivity gap	(867)	265,350	(666,762)	275,305	(150,720)	-	
<b>Cumulative interest sensitivity gap</b>	<b>(867)</b>	<b>264,483</b>	<b>(402,279)</b>	<b>(126,974)</b>	<b>(277,694)</b>	<b>(277,694)</b>	
<b>Cumulative interest sensitivity gap as a percentage of total assets</b>	<b>0%</b>	<b>6%</b>	<b>-9%</b>	<b>-3%</b>	<b>-6%</b>	<b>-6%</b>	

Joint Stock Company Georgian Credit

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

**Currency risk**

Currency risk is defined as the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Company is exposed to the effects of fluctuations in the prevailing foreign currency exchange rates on its financial position and cash flows.

The Company's exposure to foreign currency exchange rate risk is presented in the table below:

	GEL	USD USD 1 = 1.6703 GEL	EUR USD 1 = 2.1614 GEL	2011
<b>Financial assets</b>				
Loan to customers	432,387	5,095,931	141,606	5,669,924
Cash and cash equivalents	32,086	94,941	21,684	148,711
<b>Total financial assets</b>	<b>464,473</b>	<b>5,190,872</b>	<b>163,290</b>	<b>5,818,635</b>
<b>Financial liabilities</b>				
Borrowings	102,572	4,184,563	1,100,938	5,388,073
<b>Total financial liabilities</b>	<b>102,572</b>	<b>4,184,563</b>	<b>1,100,938</b>	<b>5,388,073</b>
<b>Open balance sheet position</b>	<b>361,901</b>	<b>1,006,309</b>	<b>(937,648)</b>	

	GEL	USD USD 1 = 1.7728 GEL	EUR USD 1 = 2.35 GEL	2010
<b>Financial assets</b>				
Loan to customers	281,682	3,486,330	7,122	3,775,134
Cash and cash equivalents	11,742	480,542	71,244	563,528
<b>Total financial assets</b>	<b>293,424</b>	<b>3,966,872</b>	<b>78,366</b>	<b>4,338,662</b>
<b>Financial liabilities</b>				
Borrowings	8,092	3,106,574	937,295	4,051,961
<b>Total financial liabilities</b>	<b>8,092</b>	<b>3,106,574</b>	<b>937,295</b>	<b>4,051,961</b>
<b>Open balance sheet position</b>	<b>285,332</b>	<b>860,298</b>	<b>(858,929)</b>	



## Joint Stock Company Georgian Credit

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

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#### Currency risk sensitivity

The following table details the Company's sensitivity to a 20% increase and decrease in the USD against the GEL. 20% is the sensitivity rate used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the possible change in foreign currency exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the end of the period for a 20% change in foreign currency rates.

Impact on net profit and equity based on asset values as at 31 December 2011 and 2010:

2011	USD impact		EUR impact	
	GEL/USD + 20%	GEL/USD - 20%	GEL/EUR + 20%	GEL/EUR - 20%
Profit/(loss)	836,913	(836,913)	220,188	(220,188)

2010	USD impact		EUR impact	
	GEL/USD + 20%	GEL/USD - 20%	GEL/EUR + 20%	GEL/EUR - 20%
Profit/(loss)	621,315	(621,315)	187,459	(187,459)

#### Capital disclosures

The Company's objectives when maintaining capital are:

- To safeguard the Company's ability to continue as a going concern, so that it can continue to provide returns for shareholders; and
- To provide an adequate return to shareholders by pricing services commensurately with the level of risk.

The Company sets the amount of capital it requires in proportion to risk. The Company manages its capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares, or sell assets to reduce debt.

#### 24. Transactions with related parties

Related parties or transactions with related parties, as defined by IAS 24 "Related party disclosures", represent:

- a) Parties that directly, or indirectly through one or more intermediaries: control, or are controlled by, or are under common control with, the Company (this includes parents, subsidiaries and fellow subsidiaries); have an interest in the Company that gives them significant influence over the Company; and that have joint control over the Company;
- b) Members of key management personnel of the Company or its parent;

**Joint Stock Company Georgian Credit**

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2011

(In GEL)

- c) Close members of the family of any individuals referred to in (a) or (b);
- d) Parties that are entities controlled, jointly controlled or significantly influenced by, or for which significant voting power in such entity resides with, directly or indirectly, any individual referred to in (c) or (b);

In considering each possible related party relationship, attention is directed to the substance of the relationship, and not merely the legal form. Details of transactions between the Company and other related parties are disclosed below:

Balance sheet caption	Relationship	Related party transactions	Total category as per the financial statements caption
<b>Loan to customers</b>			
Individuals	Employee	58,434	5,669,924
		<b>58,434</b>	<b>5,669,924</b>
<b>Other assets</b>			
Individuals	Employee	-	46,335
			<b>46,335</b>
<b>Other liabilities</b>			
Individuals	Employee	6,840	25,832
			<b>25,832</b>

The remuneration of directors and other members of key management were as follows:

Income Statement caption	Relationship	Related party transactions	Total category as per the financial statements caption
<b>Interest income</b>			
Individuals	Employees	(650)	(1,842,613)
		<b>(650)</b>	<b>(1,842,613)</b>

Included in the statement of comprehensive income for the year ended December 31, 2011 is the following amounts which were recognized in transactions with related parties:

	2011	
Key management personnel compensation	Related party transactions	Total category as per the financial statements caption
Short-term employee benefits	(64,732)	(518,794)
	<b>(64,732)</b>	<b>(518,794)</b>

**25. Post balance sheet events**

There have been no subsequent events that need to be disclosed in the financial statements