



TBC CAPITAL

**VI International Conference
«Capital market of the Republic of Uzbekistan»
Tashkent, September 2024**

**Georgian Corporate Bond Market
New Investment Opportunities**

TBC CAPITAL – Leading Investment Bank in Georgia



Leading Investment Bank
in Georgia

\$900 million



Assets under management

53%



Market share in AUM

56%



Debt Capital Market Share

39



TBCC - bond transactions
(2021-2023)

8 +



Eurobond transactions during last 5
years



Best Investment Bank
2024



Best Investment Bank
2023



Best Investment Bank
2022

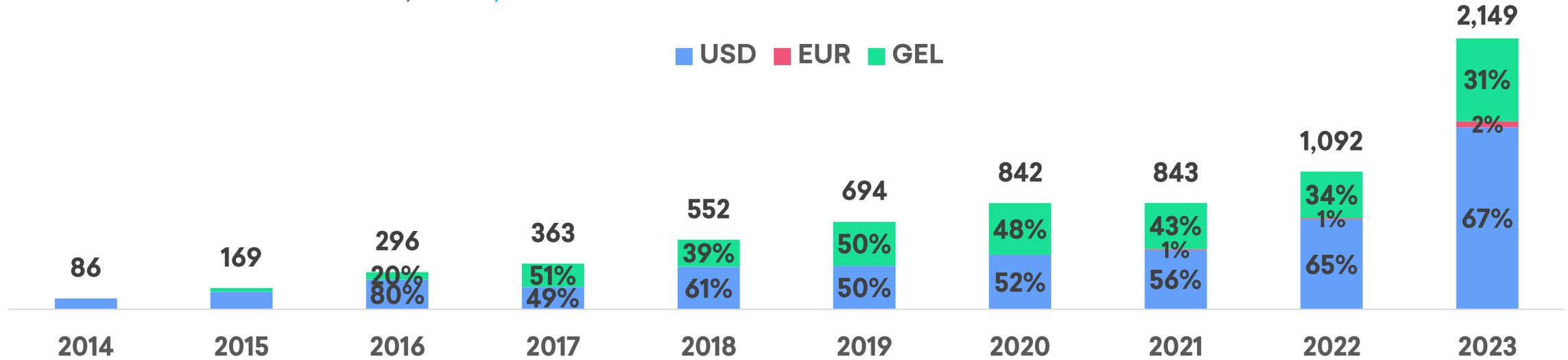
Georgia's Local Corporate Bond Market development timeline



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Local bond market size, GEL, m

■ USD ■ EUR ■ GEL



- Regulator allows USD denom. bond Issuances
 - IFI's bonds become eligible for repo transactions
- Rated GEL denom. corporate bonds become eligible for repo transactions

- New Tax code for publicly listed financial instruments - No tax on coupon and capital gain
- Launch of Pension Reform

- Fund Law enacted
- GDN Framework
- Derivatives law and ISDA agreement

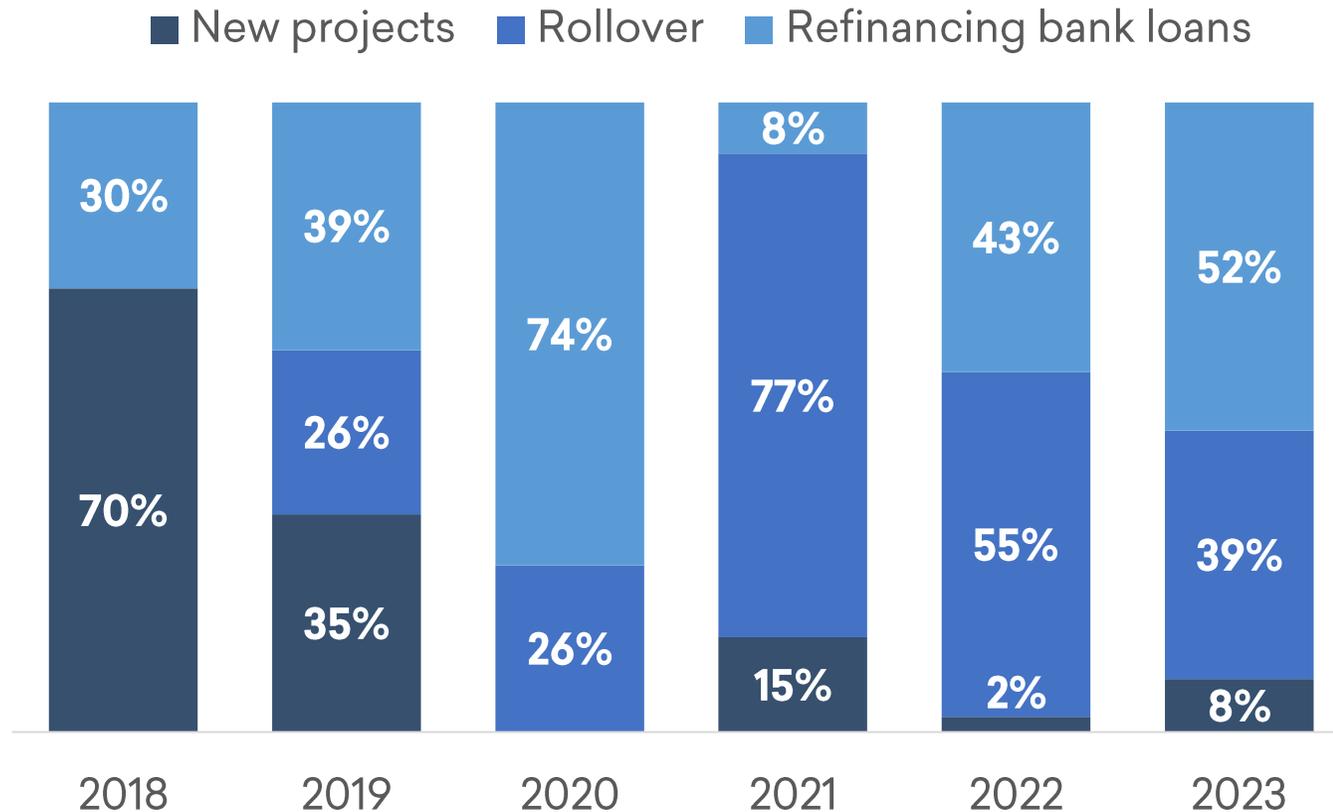
- EBRD's Capital Market Support Program
- Securities Holding Law

- Covered Bond Law

- Law on Securitization

Shift in use of proceeds from funding new projects to refinancing bank loans

Purpose of issuance by years



Benefits of bond issuance



Diversify financing sources



Reduce collateralized assets



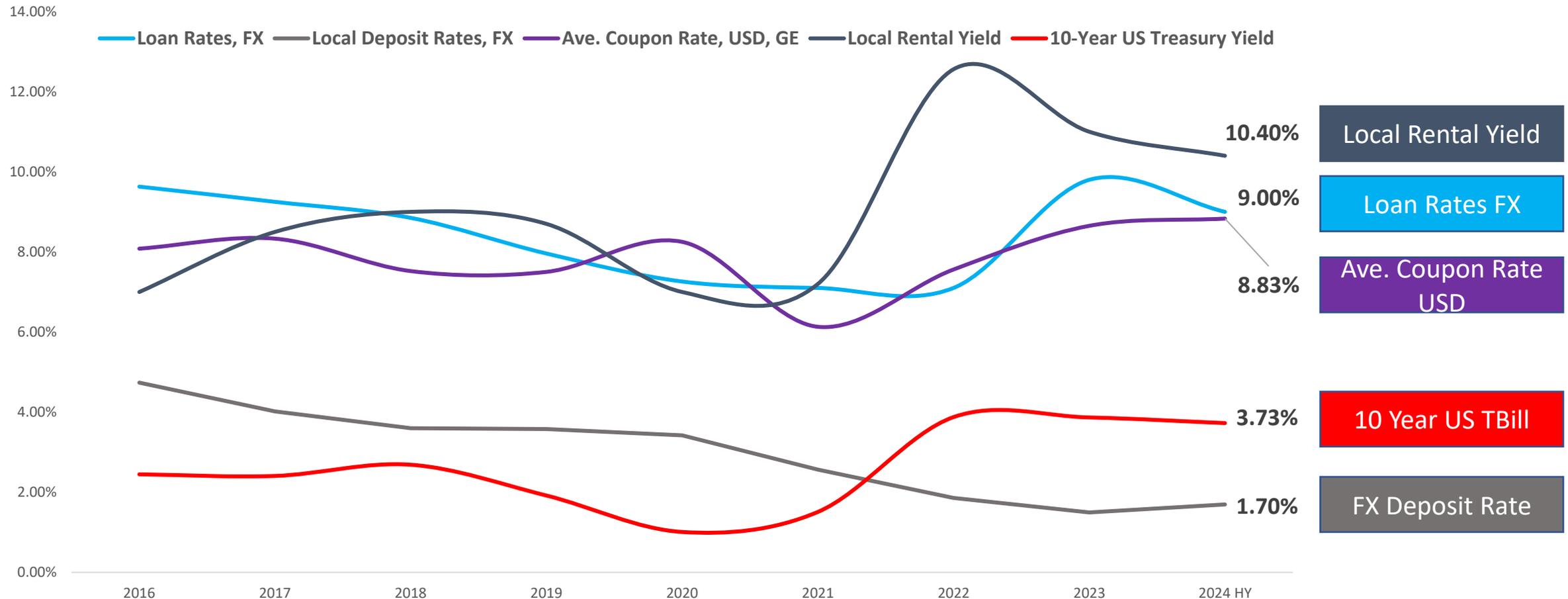
Reduce cost of financing



Optimize cash flow

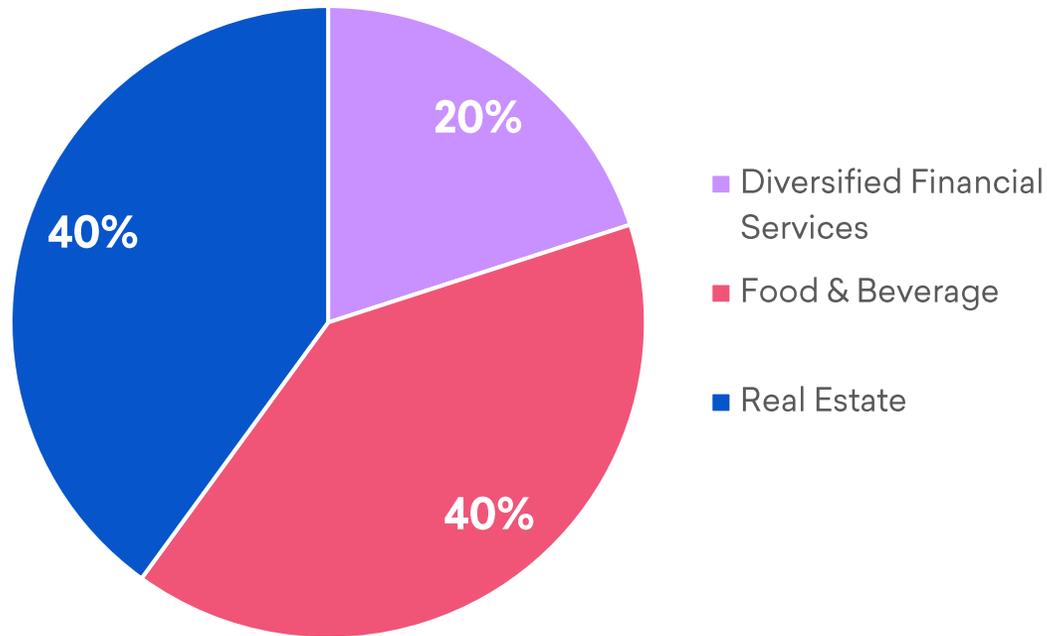
Rental yields pose significant competition to bond returns, however bonds remain a favorable investment option for investors and offer a cheaper funding alternative for corporations

Historical interest rates across the range of asset classes

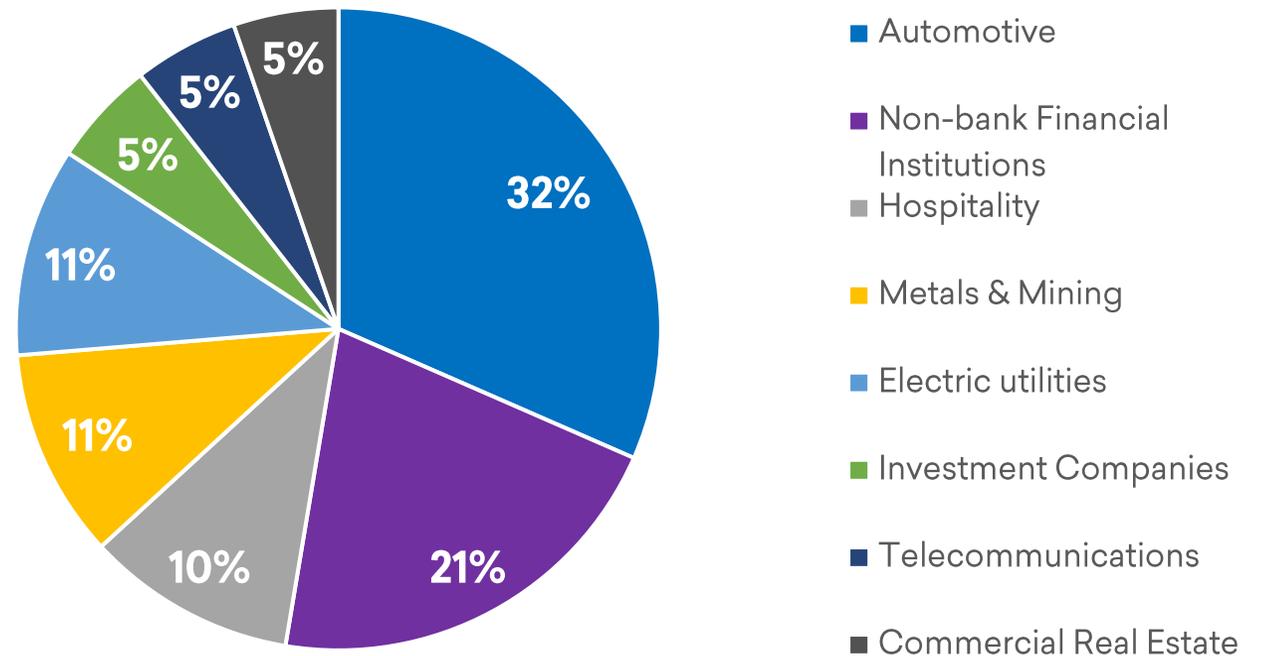


Bond financing is becoming attractive for local corporates across the range of industries

Number of issues by industry 2018

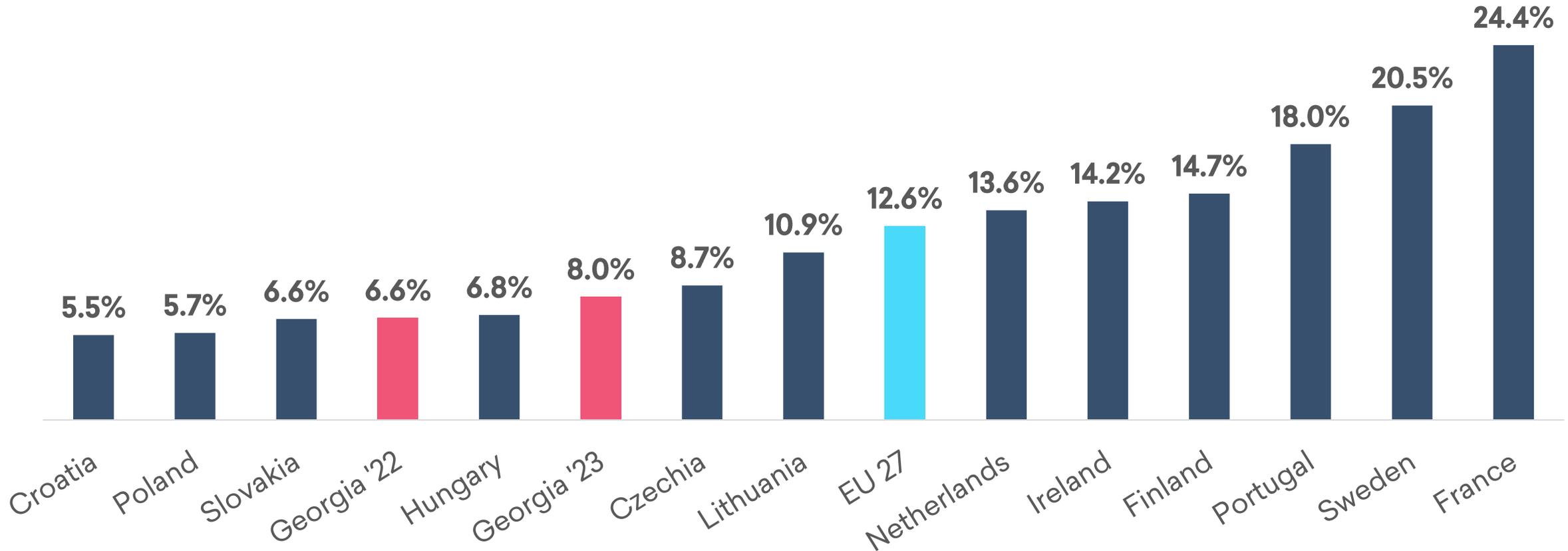


Number of issues by industry 2023



Georgian bond market still has significant room for growth as suggested by comparable European countries

Share of dept securities in private sector's indebtedness, latest available data





Thank You