

JSC CARTU BANK

Pillar 3 Annual Report

(As of 31st December 2017)

Table of Contents

1. Overview	3
2. Management Announcement	3
3. Key Metrics	4
3.1: Capital Adequacy Ratio	4
3.2: Liquidity Coverage Ratio (LCR)	4
4. Group Structure	5
5. Capital Structure	6
6. Capital Adequacy	7
6.1: Risk Weighted Assets	7
6.2: Credit Risk Weighted Risk Assets	8
6.3: Market Risk Weighted Risk Exposure	9
7. Liquidity Coverage Ratio (LCR)	10
8. Shareholders	11
9. Corporate Management	11
9.1: The Supervisory Board	11
9.2: Management Board	12
9.3: Audit Committee	16
9.4: Risk Management Committee	16
9.5: Credit Committee	17
9.6: Small Credit Committee	18
9.7: Assets and Liabilities Management Committee	18
9.8: Business Process Management Committee	19
9.10: Information Technology Committee	19
9.11: Marketing Committee	20
10. Risk Management	21
10.1: Corporate Strategy	21
10.2: Risk Management Framework	21
10.3: Credit Risk Management	25
10.4: Interest Rate Risk Management	26
10.5: FX Risk Management	26
10.6: Operational Risk Management	27
10.7: Liquidity Risk Management	27
11. Information About Remuneration	28

1. Overview

Pillar 3 annual report is a document based on requirements of the Basel Committee on Banking Supervision, on EU 575/2013 directives (EU regulation N575/2013) and on the Regulation by the National Bank of Georgia on Disclosure requirements for commercial banks within Pillar 3.

The document discloses information on the banks capital in relations with the existing requirements, on risk management policies, strategies and corporate governance model.

Pillar 3 annual report is published annually. The document is available on web-sites of the commercial and central banks, in Georgian, as well as English languages.

2. Management Announcement

The management board of the bank hereby confirms the trustworthiness of all the figures and information provided in given Pillar 3 report. The report is prepared in accordance with internal control systems and procedures approved by the Supervisory Board. The given report satisfies requirements set by the June, 2017 Order #92/04 by the President of the National Bank of Georgia about the Disclosure requirements for commercial banks within Pillar 3 and other directives and norms of the National Bank of Georgia. According to the regulation Pillar 3 Annual Report is not required to be audited by an external auditor.

3. Key Metrics

The table of Key Metrics presents information about regulatory requirements of the capital and liquidity. Additional information is given in respective paragraphs.

3.1: Capital Adequacy Ratio

In 1,000 GEL	31.12.2017	31.12.2016
Common Equity Tier 1 Capital	222,347	181,026
Additional Tier 1 Capital	-	-
Tier 2 Capital	231,320	238,141
Total Regulatory Capital	453,667	419,168
Risk Weighted Assets (RWA)	1,384,981	1,817,525
<u>Current Ratios</u>		
Common Equity Tier 1 Ratio	16.05%	9.96%
Tier 1 Capital Ratio	16.05%	9.96%
Total Regulatory Capital Ratio	32.76%	23.06%

Significant changes between these two reporting periods is due to changes in NBG's methodology of calculating Risk Weighted Risk Exposures, in particular excluding Currency induced credit risk (CICR) from RWRA, which will be reflected in Pillar 2 capital buffer requirements. For the further details see the link of NBG's official press-release: <https://www.nbg.gov.ge/index.php?m=340&newsid=3248&lng=eng>

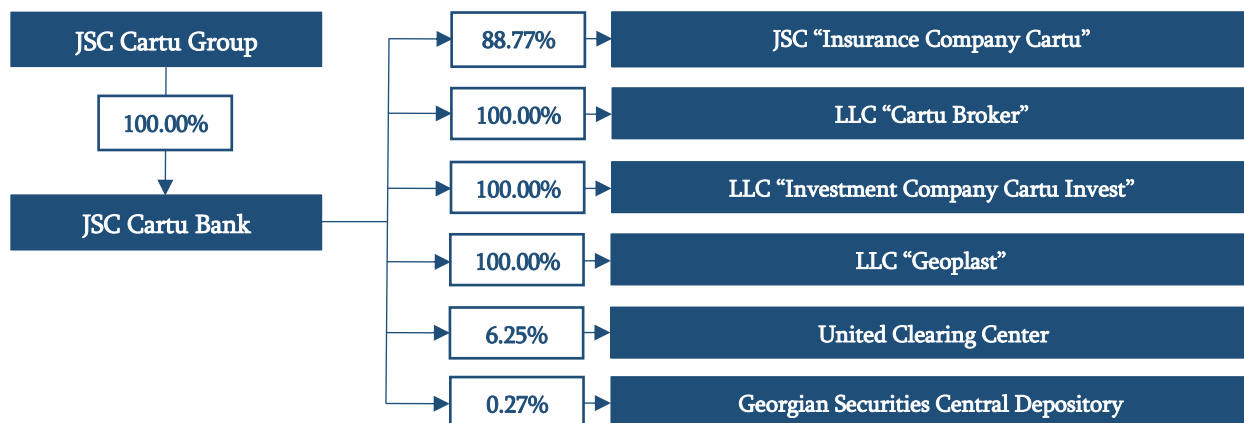
3.2: Liquidity Coverage Ratio (LCR)

In 1,000 GEL	31.12.2017
Total HQLA	321,657
Net Cash Outflow	119,615
Liquidity Coverage Ratio (%)	268.9%

Other key financial ratios of the bank is given as an annex on the page “Key Ratios” of the 2017’s 4th quarter report of quarterly report form, table 1.

4. Group Structure

The ultimate beneficial owner of the bank is Uta Ivanishvili. The group's structure is illustrated in the following graph:



JSC Insurance Company Cartu – The company has been established in 2001 and holds health, as well as non-health insurance licenses. The company information is provided on the following URL: <http://insurance.gov.ge/Insurance-companies/Qartu.aspx?lang=en-US>;

LLC Cartu Broker - The company has been established in 2001 and is licensed by the National Bank of Georgia, as the regulator of the securities exchanges market, as broker. The company information is provided on the following URL: <http://gse.ge/broker-companies/cartubroker>

LLC Investment Company Cartu Invest - the company was established in 1999. The company is inactive since its establishment.

LLC Geoplast – the bank established the company in 2017 for effective managing of its repossessed assets. No investments have been made for the moment.

United Clearing Center – the company owns and manages huge online portal MYPAY.GE which provides online payments for the plastic (debt/credit) cards owners. The company information is provided on the following URL: <https://www.mypay.ge/Payments/main>

Georgian Securities Central Depository – the company is the system operator of GSCD since 1999. The purpose of this system is to nominally hold securities that are held by its partners, provide clearing and payments, but excluding government securities. GSCD is owned by 4 local commercial banks and Georgian Stock Exchange. The company information is provided on the following URL: <http://www.gcsd.ge/>

5. Capital Structure

Common Tier 1 Capital (in 1,000 GEL)	31.12.2017	31.12.2016
Common Stocks	114,430	114,430
Other Reserves *	6,838	6,838
Retained Earning (Loss)	107,211	70,393
Intangible Assets (including Goodwill)	(6,132)	(3,713)
Holdings of the share capital of other commercial entities **	-	(6,922)
Common Tier 1 Capital	222,347	181,026
Tier 2 Capital (in 1,000 GEL)	31.12.2017	31.12.2016
Convertible Debt	221,585	132,940
Subordinated Loans	-	93,300
Reserves ***	9,735	11,902
Total Tier 2 Capital	231,320	238,141
Total Regulatory Capital	453,667	419,168

* Reserve fund of the bank was being formed by retained earning of the year and the purpose was to cover possible losses arising from the banking operations.

** Until December 31, 2016 holdings of the 10% or more share capital in commercial organizations was deducted from the common stock of the bank. As for December 31, 2017 this amount is taken in risk weighted assets, and hence is not deducted from common Tier 1 Capital.

*** According to regulations by the National Bank of Georgia, general reserves on standard loans are included in Tier 2 Capital, and is calculated by maximum 1.25% of Risk Weighted Assets/position.

6. Capital Adequacy

6.1: Risk Weighted Assets

In 1,000 GEL	31.12.2017	31.12.2016
Credit Risk Weighted Risk Assets	1,156,355	1,658,341
Market Risk Weighted Risk Assets	52,222	35,347
Operations Risk Weighted Risk Assets	176,404	123,837
Total	1,384,981	1,817,525

Significant changes between these two reporting periods is due to changes in NBG's methodology of calculating Risk Weighted Risk Exposures, in particular excluding Currency induced credit risk (CICR) from RWRA, which will be reflected in Pillar 2 capital buffer requirements. For the further details see the link of NBG's official press-release: <https://www.nbg.gov.ge/index.php?m=340&newsid=3248&lng=eng>

6.2: Credit Risk Weighted Risk Assets

Date: 31.12.2017 In 1,000 GEL	Balance Sheet Amounts	Risk Weighted Amounts	Risk Weights						Credit Risk Weighted Amounts			
			0%	20%	50%	100%	150%	250%	Before Mitigation	Mitigation	After Mitigation	
On-Balance Sheet Positions												
Due from Governments and Central Banks	211,607	211,607	41,122	-	-	170,485	-	-	170,485	-	170,485	
Due from Commercial Banks	161,242	161,242	-	65,320	89,736	6,185	-	-	64,118	-	64,118	
Due from Corporate Customers	629,967	629,967	-	-	-	629,967	-	-	629,967	6,698	623,269	
Overdue Loans	43,996	43,996	-	-	-	43,217	780	-	44,386	-	44,386	
Property And Equipment *	21,008	14,876	-	-	-	14,876	-	-	14,876	-	14,876	
Investments in FI's and Tax Assets	7,426	7,426	-	-	-	-	-	7,426	18,566	-	18,566	
Other Investments in FI's	57	57	-	-	-	57	-	-	57	-	57	
Other Assets **	110,954	110,954	-	-	-	87,546	-	23,407	146,065	2,291	143,774	
Total On-Balance Sheet Amounts	1,186,259	1,180,126	41,122	65,320	89,736	952,334	780	30,834	1,088,521	8,989	1,079,532	
Off-Balance Sheet Positions												
Guaranties	62,695	62,695	-	-	-	62,595	-	100	62,845	5,623	57,222	
Standby LC	8,245	8,245	-	-	-	8,245	-	-	8,245	-	8,245	
Credit Contingencies ***	22,310	11,155	-	-	-	11,155	-	-	11,155	6	11,149	
Total Off-Balance Sheet Positions	93,249	82,095	-	-	-	81,995	-	100	82,245	5,630	76,615	
Credit Risk Weighted Assets connected to counterparty												
Contracts with maturity less than 1 year ****	10,409	208	-	-	-	208	-	-	208	-	208	
Total	1,289,917	1,262,429	41,122	65,320	89,736	1,034,537	780	30,934	1,170,974	14,619	1,156,355	

* Differences between carrying value and risk exposure of property and equipment is due to intangible assets, which is deducted from the regulatory capital;

** The point includes risk exposure to retail customers, repossessed assets and other receivables.

*** Risk exposure is calculated by 50% of commitment

**** Risk exposure is calculated by 2% of FX Forwards

While calculating RWA, bank uses only money on deposit accounts or cash equivalent financial instruments as means of mitigation.

6.3: Market Risk Weighted Risk Exposure

Risk exposure exposed to Market Risk weighting equals to overall open FX position defined by “Regulation Setting, Calculating and Maintaining Overall Open Foreign Exchange Position Limit of Commercial Banks”.

6.4: Operational Risk Weighted Risk Exposure

In 1,000 GEL	2017	2016	2015
Net Interest Income	54,853	69,620	80,643
Profit (Loss) from property realisation	8	6	(23)
Total Non-Interest Income	25,566	27,270	24,285
Total Income	80,427	96,896	104,905
Average Total Income for last 3 Years	94,076		
Operational Risk Capital (15.00%)	14,111		
Operational Risk Weighted Risk Exposure	176,392		

7. Liquidity Coverage Ratio (LCR)

Liquidity Coverage Ratio (According to NBG)			
31.12.2017 (in 1,000 GEL)	GEL	FX	Total
Total HQLA	94,166	227,491	321,657
Net Cash Outflow	54,313	65,302	119,615
Liquidity Coverage Ratio (%)	173.4%	348.4%	268.9%
Minimum Requirement	>75%	>100%	>100%

Liquidity Coverage Ratio (According to BASEL)			
31.12.2017 (in 1,000 GEL)	GEL	FX	Total
Total HQLA	49,142	176,588	225,731
Net Cash Outflow	10,874	9,665	20,539
Liquidity Coverage Ratio (%)	451.9%	1,827.1%	1,099.1%

Ratios calculated based on NBG methodology represent minimum regulatory requirements for banks, while figures calculated based on Basel methodology are disclosed for illustrative purposes. Information can be found in quarterly appendix, table 11. LCR.

8. Shareholders

The charter regulates rights of the shareholder and general shareholders meetings. Shareholders rights include: amending charter, changing the company brand name, choosing and changing members of the supervisory board, approving bank's annual reports, financial reports and audit committee reports. General shareholders meeting is eligible for taking decision of the reorganization and liquidation of the bank.

According to the charter, shareholders meeting has to be held every year, normally, in 2 months after beginning of the reporting year. As bank has an only one shareholder, there is no necessity of the meeting and the shareholder makes individual decision.

In 2017, the shareholder of the bank made two decisions, about the allowing charity activity from the bank and about replacing the member of the supervisory board.

9. Corporate Management

9.1: The Supervisory Board

The Supervisory board of JSC “Cartu Bank” consists of three members:

1. Nikoloz Chkhetiani - The Chairperson
2. Besik Demetrashvili – Member
3. Eter Deminashvili – Member

The Chairperson of the Supervisory Board, Nikoloz Chkhetiani, graduated from the Faculty of Law of Iv. Javakhishvili Tbilisi State University in 2001, he also holds Master Degree in Law assigned by Bremen University. From 2012 he takes the position of the Chairman of the Management Board at International Charity Foundation Cartu. For 5 years during 2007-2012 years, he was a lawyer of the above-mentioned foundation. Simultaneously, in 2007-2014 years he was in charge of the Deputy Head of Legal Department and lately the Head of Legal Department at Cartu Group. Before joining Cartu Group, he used to be a lawyer at Law Firm “Gabisonia and Partners” between 2004-2006 years. He started his career at the Ministry of Foreign Affairs of Georgia at the Centre for Research and Analysis of the Foreign Policy, as the senior specialist.

Besik Demetrashvili has graduated from the Faculty of Law of Tbilisi State University. From 2012, he takes positions of the Head of LLC Management Service and LLC Georgian French School. From 2014, he is the Chief Executive Officer at LLC Agro Cartu, while from 2015 takes the same position in following companies LLC Riviera XXI and JSC Didveli. He is being a member of Georgian BAR Association from 2008. Simultaneously, he is a Legal Adviser at LLC FINSERVICE XXI. Mr. Demetrashvili used to be a Head of Legal Departments at LLC Burji and Non-Profit Organization Association ATU in 2005-2006 years, while in 2002-2006 took position of Securities Registrar at LLC Registry XXI. Besik Demetrashvili worked as a lawyer at Tbilisi City Council in 1999-2000 and at NGO Article 42 of the constitution.

Eter Deminashvili has graduated from Tbilisi State University with degree in Engineering and Economics. She is heading Department of Human Resources at Cartu Group from the year 2000. Before joining Cartu Group, she was head of Privacy Unit at Tbilisi City Hospital. Earlier in 1988-1995 Mrs. Deminashvili worked as an Economist-Engineer at aviation company Sakmshenebeli, in 1985-1988 as an Engineer at Sakgzamsheni. She took a position of an Economist at Rustavi Trolleybus Department in 1982-1983 years and position of Building

Engineer at Rustavi Elevator Building Company in 1980-1982 years. Mrs. Deminashvili was working as a Standards Specialist at Rustavi Canning Factory in 1977-1980 years and as an Assistant Nurse at Rustavi Chemical Factory in 1971-1977 years.

The authority period for the members of the Supervisory Board is set to 4 years. The board is responsible for determining and implementing the general policy of the bank. They are in charge of controlling activities of Management Board, creating or liquidating departments, divisions and representatives. In addition, board is responsible for establishing or liquidating entities, entering new unions, adopting bank structure and remuneration policy. The board confirms decrees of Management Board and Audit Committee.

Supervisory board is actively involved in planning and monitoring of all the ongoing processes and has the leading role in managing the bank.

During the period of 2017, supervisory board has made the following decisions:

- Renewed decrees for all current service centers were adopted
- Also was positively evaluated bank's initiative of becoming the member of the Business Association of Georgia. Process has been finalized successfully and the bank is already a member of the association.
- By the decision of the supervisory board, JSC Cartu Bank has invested twice in total of GEL 450,000, in the regulatory capital of the Insurance Company Cartu.
- At the same time, supervisory board made positive decision about changing Agreements of Subordinated Debts into Debt Convertible to Equity.
- Supervisory board of the bank has approved internal process of capital adequacy assessment, also internal regulations about setting buffers for currency, credit, operation and interest rate risks.

9.2: Management Board

Management board is the executive board of the bank and its authority period is set to 4 years. As of December 31, 2017 the Management Board consisted of following members:

1. Nato Khaindrava - Chief Executive Officer
2. Givi Lebanidze - Chief Financial Officer
3. Beka Kvaratskhelia - Chief Risk officer
4. Zurab Gogua - Chief Commercial Officer
5. David Galuashvili - Chief Operating Officer

Chief Executive Officer, Nato Khaindrava, graduated from Tbilisi State University with degree in Economics in 1988. She has been working at the Banking sector, since 1982. From year 2016, she takes position of CEO at Cartu Bank as well as Chief Non-executive Officer at JSC Cartu Group. Before taking the position of CEO, she used to serve as a Chief Financial Officer during years 2013-2015. From 2011 till 2013, Mrs. Khaindrava was the First Deputy Director at Cartu Bank. Between 2003-2011 years, she was Deputy Director of the bank as well was heading Internal Audit and Financial Departments of the bank. In 2002-2003 years was working as a liquidator in the National Bank of Georgia's Division of Banks Supervision. Before joining NBG was a Chief Accountant of the liquidation committee at Tbilkombank. From 1993 until 2001 was taking positions of Chief Accountant, Deputy Director and Chief Accountant of the Liquidation Committee at Sigma Bank. Before joining Sigma Bank, from 1982 was serving as a Chief Controller, Head of the Branch and the Chief Accountant at Saving Banks Nadzaladevi Branch.

Chief Financial Officer, Givi Lebanidze, graduated from the Economic Faculty of Tbilisi State University with the degree of Economic Cybernetics and qualification of Economist-Mathematician. From March 2016, takes current position of Chief Financial Officer at Cartu Bank. From January 2013, Mr. Lebanidze became Deputy Director of Risk Management Department as well as Head of Financial Risk Management Division at Cartu Bank before he was promoted to Director of Risk Management Department in January 2016. He was heading Investment Division of Cartu Bank in 2010-2013 years. In years 2009-2010 and 2007-2009 used to be Corporate Banker and SME Credit Expert respectively. From December 2012, he simultaneously was working at Global Contact Consulting, JSC as a member of the supervisory board and after 2 years became the Chairman of the Supervisory Board of the same company.

Chief Risk Officer, Beka Kvaratskhelia, got a degree in International Economic Relations at Tbilisi State University, Faculty of Economics. From 2013 until now, he is a Chief Risk Officer at Cartu Bank. Before being promoted to CRO, Mr. Kvaratskhelia served as a Director of Risks Management Department in years 2009-2013, whilst as a Head of Risks Management Division during 2006-2009 years. He used to work as a Deputy Director of the Credit Department and Head of Corporate Credit Division from 2004 until 2006. From 1997 to 2001 was a Credit Officer and later till 2004 the Chief Credit Officer at Cartu Bank.

Chief Commercial Officer, Zurab Gogua, holds graduate and postgraduate degrees in Economics and Macro Economics from Tbilisi State University and Ministry of Economy Institute of Economy and Social Problems. From 2013, Mr Gogua takes the current position of Chief Commercial Officer. He used to lead Credit Department in years 2004-2013, whilst Credit Division in 2002-2004 years. Starting from 2000, until 2002 he was serving as a Deputy Head of Credit Division. He was Head of Monitoring and Analysis Division in 1998-2000 years, whilst Credit Officer in 1997-1998 and Economist of Cartu Bank in 1997. Before joining Cartu Bank, Mr. Gogua was a Manager of Marketing Research Center in 1995-1997.

Chief Operating Officer, Mr. David Galuashvili, graduated from the Economic Faculty of Tbilisi State University in 1995. Mr. Galuashvili holds current position as a Chief Operating Officer from 2013, after being a Deputy General Director from 2011 until 2013. Before entering COO office, he used to take positions of the First Deputy Chief Accountant, Senior Accountant, Head of Control Group and Accountant during 1997-2011 years. In 1995-1997 years was a Front Desk Officer at Bank of Georgia, while in 1994-1995 was the Head of Division for International Transfers at commercial bank Narikala.

Management board organizes banks day-to-day activities, executes decisions made by supervisory board and general shareholders meeting. Board is responsible for banks financial standing.

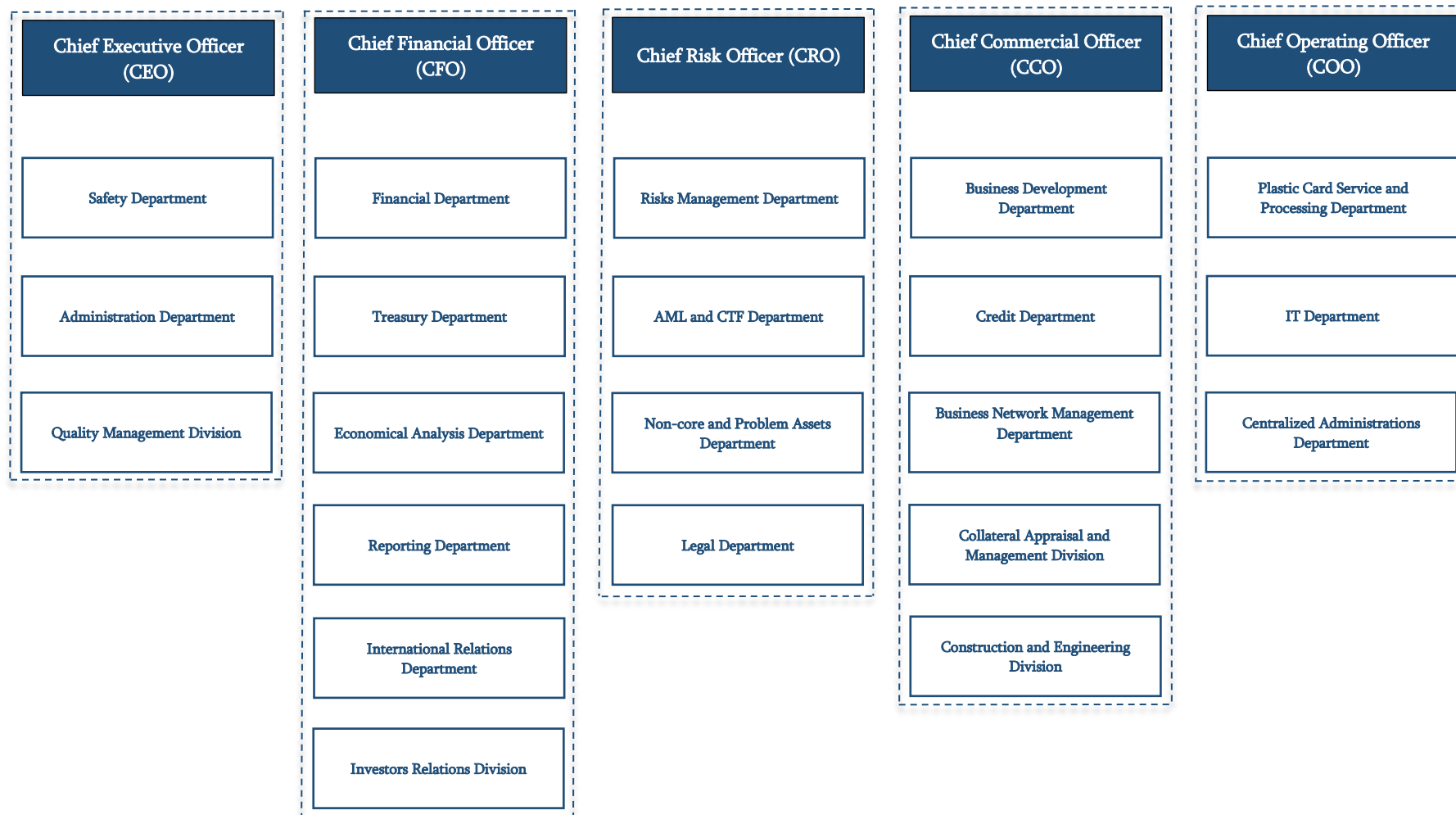
In case of equal distribution of votes during voting procedure, CEO's vote is decisive. At the same time, directors individually represent the bank in relation to third parties.

During the period of 2017, management board has discussed and made decision on the following issues:

- Renewed and approved statutes of departments and divisions of structural units and position instructions for employees of the bank. Renewed and approved Code of Corporate Ethics, which fully corresponds to modern standards.
- Cartu Bank, JSC has approved credit product - "Loans, which are included in the Process of Larization" within the frame of Larization program of the National Bank of Georgia. In addition, issuance of loans under GEL 100,000 (hundred thousand) in foreign currency has been forbidden according to demand of NBG.

- Management board has reviewed and adopted the document - “Banking Policy and Procedures Related to Risk Based Approaches” which was proposed by AML/CTF department. Abovementioned document makes the bank more solid and sophisticated for both local and international partners.
- Additionally, management board has successfully adopted Liquidity Risk Management Policy proposed by Risks Management Department and updated Provision Calculation Methodology for Impairment Loss of Credit Portfolio according to IFRS.

The following chart represents scheme of the bank according to leading directors.



9.3: Audit Committee

The Audit Committee represents the consultative body existing under surveillance of the Supervisory Board, decisions made by the Audit Committee serves as a recommendation to the Supervisory Board. The key role of the committee is to promote the functioning of the internal and external auditors.

The purpose of the committee is to support the Board to carry out supervising functions and to properly inform members of the board on the following issues:

- Completeness and reliability of the Banks financial statement;
- Efficient functioning of the Internal Audit Department;
- Independence and qualification level of the external auditor, also the quality of the service provided, amount of work and payment;
- Internal control system of the bank, efficiency and reliability of risks management;

The Audit Committee addresses the Supervisory Board with an oral or written recommendation, expresses its own view and valuation about improving the forms of supervision. At the end of the year it makes reports about the performed work.

The Audit Committee consists of three independent members. They are not connected to a bank, also, they or people related to them, according to the Civil Code of Georgia, who are among the circle of legal heirs, in the I and II grade, do not have the financial responsibility towards the bank. None of them is a member of a supervisory board or management board of any other commercial bank. The supervisory board, while choosing members, takes into consideration the compliance of the education and the experience also compliance of the quality of independence with the internal standards.

Committee shall meet in person minimum once in a quarter, as for special cases the meeting is called by the request of the chairman of the supervisory board, chairman of the committee or two members of the committee. Also, by the request of the head of Internal Audit Department of the bank.

The Audit Committee Statute approved by the supervisory board on February 10, 2016 regulates the work of the committee.

9.4: Risk Management Committee

Risk Management Committee represents the highest collegial body of the risk management in the bank. The committee has a delegated authority of decision-making and controlling risk management process from the supervisory board. The work of the committee is conducted according to the bank strategy and is based upon charter of the bank and other internal standards, also, the international practice is being taken into consideration. Amongst functions of the risk management are as follows: defining the risk management strategy, formulating risk management policy and preparing any changes for adoption, selecting risk management methods and models and constant monitoring of relevant processes.

The supervisory board appoints the risk management committee. The committee consists of the following authorized permanent members:

- General Director (Chairman of the committee)
- Chief Risk Officer
- Chief Financial Officer
- Chief Commercial Officer
- Chief Operating Officer
- Director of Risk Management Department
- Director of Economic Analysis department

The member of the risk management committee cannot be a person who is not an employee of the bank, additionally an employee of the Internal Audit Department or any other person of a controlling body, in order to avoid the conflict of interests due to his position. The Risk management meetings may be convened by the chairperson, as required.

The Risk management committee is directly responsible to the managing board of the bank and as a rule, once in a quarter submits the report about their activities. The report is represented by the Head of Risk Management Department.

The Risk Management Committee statute approved by the Supervisory Board on March 7, 2017 regulates the work of the committee.

9.5: Credit Committee

The committee represents the highest collegial body in the credit management of the bank. The supervisory board delegates the authority to the committee to adopt decisions about bank procedures connected to crediting and managing it. The work of the committee is fully based upon the charter of the bank, internal standards and the international practice used in crediting.

The direct functions of the committee are to discuss all types of credit applications; to make final decision on approval or rejection; to agree on parameters related to specific loans, such as limits, currency, validity periods and interest rates; to make decision on defining and changing them, restructuring, prolonging, and correcting the possible loan loss provisions.

The Committee is being appointed and approved by the supervisory board. The committee unites the following authorized permanent members:

- Chief Executive Officer (Chairman of the committee)
- Chief Risk Officer
- Chief Financial Officer
- Chief Operating Officer
- Chief Commercial Officer
- Director of Credit Department
- Director of Legal Department

The Credit committee member cannot be a person who is not an employee of the bank, an employee of the internal audit or any other person of a controlling body, in order to avoid the conflict of interests due to their position.

The committee meetings normally are held once in a week. The chairperson of the committee defines the agenda and topics to discuss.

The credit management committee is directly responsible towards the managing board of the bank and as a rule, once in a quarter submits the report about their activities.

9.6: Small Credit Committee

Like the credit committee, small credit committee also represents the banks collegial body in the credit business management, though it can operate within the limited frames defined by the supervisory board.

The supervisory board appoints members and defines people with the appropriate delegated authority. The committee consists of three authorized members: Chief Commercial Officer, Chief Risk Officer and Head of Credit Department.

Any loan application, which does not confront with the credit policy of the bank, may be reviewed by the committee, thereto the whole debt of the business group, approved loan or requested amount in total should not be more than USD 300, 000 or equivalent in other currency.

Committee is neither allowed to review the non-collateralized application, the application of the insider and of the enterprise created with the government share. Furthermore, it is not allowed to establish less interest rate on standard classified loans than it is already established, to introduce more than six-month grace period on profit payout and twelve- month grace period on capital amount.

The small credit committee is directly responsible towards the credit committee. Once in a quarter, the small credit committee submits the report to the credit committee about their activities.

9.7: Assets and Liabilities Management Committee

Assets and liabilities management committee represents a collegial body, its purpose is to maintain and improve the financial qualitative factors on the basis of effective management of assets and liabilities of the bank.

The main mission of the committee is to provide the compliance of the ALM policy with the strategy and other policies of the bank, to facilitate the operational management process of the mobilized resources in the bank by means of effective management, to allocate resources in liquid assets and income bearing assets in an optimal way, to define the desired volume and parameters of obligations and allocations. The committee is responsible for monitoring the execution and elaboration of the policy in order to protect economic standards established by the regulatory body.

The committee is appointed and approved by the Supervisory Board. The Committee consists of seven authorized members:

- Chief Executive Officer (Chairman of the committee)
- Chief Risk Officer
- Chief Financial Officer
- Chief Operating Officer
- Chief Commercial Officer
- Director of Economic Analysis Department
- Director of Treasury Department

Assets and Liabilities meeting is scheduled by the chairperson, if required. The ALM Committee charter approved by the supervisory board of the bank on March 13, 2014 regulates the activity of the committee.

9.8: Business Process Management Committee

The main functions of the Business Process Management Committee are to discuss new and renovated products, to approve all needed and related documents, block-diagrams of business processes, auxiliary documents, optimized and existing block-diagrams of business processes and their auxiliary documents.

Members of the committee are chosen and approved by the managing board of the bank. The committee consists of seven authorized members:

- Chief Operating Officer (Chairman of the committee)
- Head of Operational Risk Management Division
- Head of Quality Management Division
- Director of Commercial Network Management Department
- Director of Centralized Administration Department
- Director of Business Development Department
- Director of Legal Department

The member of the committee cannot be a person who is not an employee of the bank, an employee of the internal audit department or any other person of a controlling body, in order to avoid the conflict of interests due to their position.

The committee meeting is scheduled by the chairman, if required. The topics for discussion may be proposed by the Banking Product Division or by the Business Process and Procedure Administration Division.

The committee is directly responsible towards the managing board of the bank. Once in a quarter, the committee submits the report representing their activities and results.

9.10: Information Technology Committee

The IT Committee represents a collegial body in the field of Information Technologies and is directly responsible towards the managing board of the bank; therefore, the board supervises the activity of the above-mentioned committee.

The purpose of the committee is to ensure maximum support to the business goals of the bank from the side of information technology team, to define the resource consuming, effectiveness and competitiveness of the services, also supporting attraction and development of technical and HR perspective facilities.

The committee assesses the existing situation in the field of IT within its competence, reviews and approves the plans of implementation of new perspective products, renovates and develops approaches, ensures to meet the growing requirements of the developing bank and supports the safety of data circulation in the computer networks of the bank.

The committee is completed with seven authorized members, they are: Chief Operating Officer, Director and Deputy Director of IT Department, Heads of Infrastructural Project Management, Software Support and Information Security Divisions and Director of Commercial Network Management Department.

As far as the committee is responsible to the managing board, in case of requirement, it is obliged to represent the report about its activity, existing challenges and the ways of solving them.

9.11: Marketing Committee

The main mission of the committee is to discuss and monitor topics connected to marketing. Within its competence, adopts issues like: tariffs of new products proposed by the product division, short and long term plans for marketing development, design and content of marketing products, network development, event planning and staff connected to corporate book and other marketing business.

Committee consists of eight authorized members, including:

- Chief Financial Officer (Chairman of the committee)
- Chief Commercial Officer
- Director of Business Development Department
- Head of Marketing Division
- Director of Commercial Network Management Department
- Director of Economic Analysis Department
- Head of Quality Management Division
- Director of Risks Management Department

The member of the committee cannot be a person who is not an employee of the bank, an employee of the internal audit department or any other person of a controlling body, in order to avoid the conflict of interests due to their position.

As far as the committee is responsible to the managing board, in case of requirement, but in a compulsory manner as well, it is obliged to represent the report about its activity at least once in a year.

10. Risk Management

10.1: Corporate Strategy

The significant part of the bank's corporate strategy is credit granting to corporate and small and medium-sized enterprises (SMEs). The bank is planning to maintain existing profile and increase the share of SMEs in its credit portfolio in the medium term.

It is significant for the bank to improve the quality of assets, which implies the bank to reduce the share of repossessed assets in its total assets, reduce the share of non-performing loans in the total credit portfolio, upgrade its international credit ratings and diversify its credit portfolio across the different industries.

In the long term the bank is planning to change the structure of raised funds, in name, to substitute comparatively short-term funds by the longer-term funds and also to diversify funding sources.

10.2: Risk Management Framework

JSC Cartu Bank's business model is designed to ensure that the bank preserves above-average capitalization level, and resources are distributed to the sectors and assets that supports the achievement of sustainable and balanced growth.

The principal risks that Cartu Bank encounters in the pursuit of its strategic objectives have been categorised as follows: Credit, Market, Liquidity, Operational and Other Non-Financial Risks.

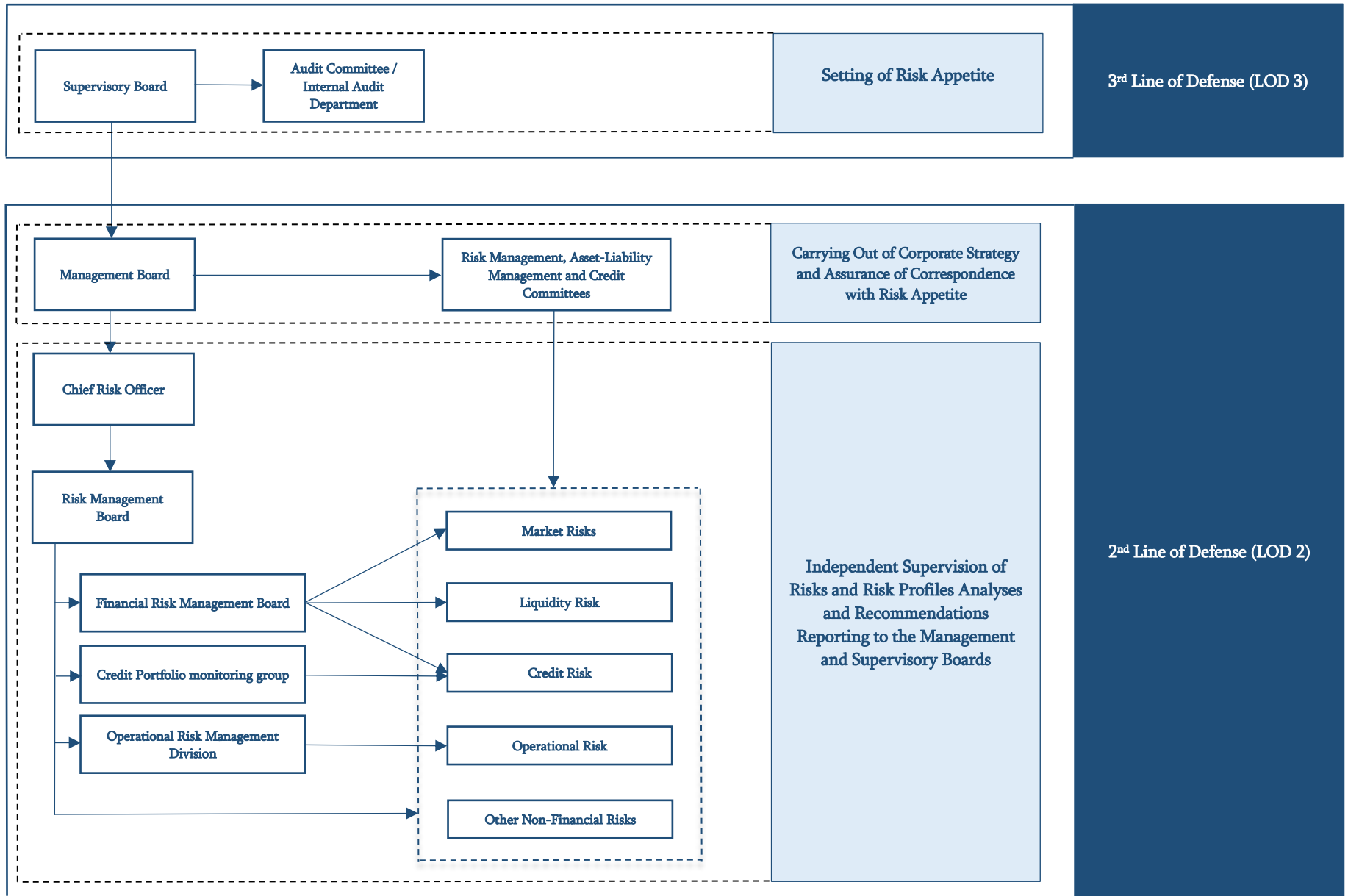
The Bank's risk management objectives are as follows:

- To determine a risk appetite that maximises risk/return whilst ensuring that the Bank maintains adequate capital at all times;
- To ensure that prudent levels of liquidity are in place to fulfill short-term liabilities of the Bank even under stressed conditions;
- To have an adequate and effective control mechanisms ;
- The complete compliance and adherence to the rules and regulations governing the bank's business.

The key principles that ensure an effective risk management strategy are:

- Existence of the robust 2nd Line of Defence in the bank;
- Correspondence of the overall principles set by the bank's corporate strategy and the level of risk the bank is able and willing to undertake (the bank's risk appetite);
- Ensuring that the risk issues associated with business development activities are being correctly identified, measured and properly reported;
- Obtaining appropriate assurance that there are sufficient controls in place for controlling risk.

Bank's risk management structure is given on the following chart:



Risk Appetite

Supervisory board reviews and approves risk appetite (within ICAAP), which facilitates the bank's long-term, sustainable growth and balances the need for long-term profitability with prudential risk management. The bank's risk appetite is defined by quantitative measures. The bank uses risk appetite to define the broad-based level of risk that the bank is able and willing to undertake in carrying out its business.

Capital Planning

The supervisory board assesses the capital requirements as for supporting the business plan, so to withstand the stressful environment. This is documented through the Internal Capital Adequacy Assessment Process ("ICAAP") and is available to regulators.

Liquidity Planning

Management board critically assesses the liquidity the bank needs as for supporting the business plan, so to withstand the stressful environment. Each month bank's treasury and risk management departments prepare liquidity forecasts of up to 1 month, 1-3 months, 3-6 months and 6-12 months buckets and submit to the management board.

Enterprise Risk Management Model

The Bank uses the 3 Lines Of Defense ("3 LOD") model to manage its risk across the enterprise. The model is used as a means of communicating clear accountabilities to achieve and assure overall effective risk governance, which facilitates reinforcing the Bank's internal control framework.

The 3 LOD approach separates the ownership/management of risk from the functions that oversee risk and the functions that provides independent assurance:

- **1st Line of Defense (LOD 1)** - bank's structural units, which own and manage risks. This line comprises business and operational units. Heads of divisions and directors of departments, as owners of risks and controls, are ultimately responsible for all risks and controls that fall within their area of responsibility.
- **2nd Line of Defense (LOD 2)** - structural units, that identify and supervise risks. Risk management process, that exists for functioning a robust second line of defense is as follows:
 - Risk Control Assessment;
 - Scenario Analysis;
 - Active Credit Portfolio Quality Management;
 - Key Risk Indicators / Early Warning Signs;
 - Governing Bank's Different In-house Models
 - New Products and Services
 - Internal Control Assessment/Attestation
 - Ongoing Monitoring of the key risk management Policies and Procedures
 - Operational risk events reporting
 - Etc.
- **3rd Line of Defense (LOD 3)** - Units that:
 - Set Risk Appetite;
 - Conduct Independent Audit;
 - Independently Control Processes and Key Indicators;

Risk measurement and monitoring systems

The main principles for effective risk measurement and monitoring are:

- Measure risk exposures by expected credit loss modelling, risk indicators and scenarios on enterprise level;
- Facilitate top management understanding of the severity of the risk;
- Reporting of risk profiles analyses to the supervisory Board and management board with risk indicators and mitigation means, in order the supervisory and management board to assess risk appetite and in case of necessity to adjust it;
- Proper record keeping of accepted risks.

Quarterly risk profile reports submitted to the supervisory and management boards include:

- Credit risk profile analysis;
- Liquidity risk profile analysis;
- FX risk profile analysis;
- Interest Rate risk profile analysis;

Standardised Approach

To calculate risk exposures for the regulatory purposes the bank uses only the standardized approach according to the NBG regulation about “capital adequacy requirements of commercial banks” (which is in correspondence to the Basel Committee on Banking Supervision’s capital adequacy framework).

Stress Tests

The bank conducts different stress tests and analyzes forecasted scenarios by changing different parameters. This ensures bank to assess/measure not only currently identified risks, but also the new potential risks arising in times of stressful development of events.

The bank is exposed to certain risks in conducting its business. The bank’s principal risk categories are shown below:

- **Credit Risk** - the risk of default of an exposure that may arise from a counterparty failing to make required payments. The Credit Risk may arise from the Bank’s various dealings with its clients, such as credit issuance, treasury and investment activities, trade financing and etc. The bank’s overall credit risk weighted exposure as of December 31, 2017 is equal to 1,156 mln GEL.
- **Market Risk** – the risk that may arise because of change of interest rates, foreign exchange rate, shares and/or tradable commodities on international exchanges will change the net asset value of the bank, which entails loss. For the regulatory purposes, the bank calculates market risk according to the overall open FX position, which as of December 31, 2017 is equal to 52 mln GEL.
- **Operational Risk**- the risk of loss resulting from inadequate or failed internal processes, people and systems, or from external events. For supervisory purposes, Bank calculates operational risk using Basic Indicator Approach. Risk-weighted exposure for Operational Risks as of 31 Dec 2017 is equal to 176.4 mln GEL.
- **Liquidity Risk** - the risk associated with the bank’s inability to meet its liabilities when they are due or meet them by disposing of assets with significant discount, which will reduce bank’s capital. The bank measures liquidity risk by liquidity coverage ratio (LCR) and average liquidity ratio.
- **Other Non-Financial Risks** - the bank while conducting its business may face other potential risks, such as reputational, legal, strategic, compliance and other risks. Because currently these risks are non-quantified and they are managed according to the corresponding policies, the bank currently does not assume necessity for additional capital buffers for such risks.

10.3: Credit Risk Management

The Credit Risk is the risk of default of an exposure that may arise from a counterparty failing to make required payments. The Credit Risk may arise from the bank's various dealings with its clients, such as credit issuance, treasury and investment activities, trade financing and etc.

The top-down management of the Credit Risk starts from the Top Management of the Bank, namely the Risk Management Committee, the scope of which should include the following responsibilities:

- Assess the Bank's risk tolerance in terms of credit risk;
- Ensure the implementation of credit risk identification, measurement, monitoring and controlling fundamental principles in the bank;
- Establish bank's limits on credit positions and concentrations;
- Predioidically review bank's credit portfolio and its riskiness;
- Periodically report to bank's management and supervisory boards about credit risk management process;
- Provide risk-taking divisions, credit department and financial risk management division, with appropriate qualified human and technical resources.

The first element of credit risk policy is to determine the risk level that the bank can take. Credit risk tolerance has to be determined by considering the amount of capital and general risk appetite of the bank.

Credit Risk Assessment

The Bank uses in-house rating system and provision methodology for impairment loss of credit portfolio (for IFRS reporting purposes), in order to effectively manage credit risks.

Credit Risk Monitoring

Monitoring process of credit risk is mainly performed by credit portfolio monitoring division, which represents part of risk management department. The above mentioned division performs financial analysis of the borrowers and prepares monitoring reports with appropriate recommendations on a quarterly or monthly basis (depends on the business specifics, amount of debt and financial strength of the borrower).

Collateral

The bank actively uses pledged collateral for the purpose of mitigating the credit risk arising from corporate and retail borrowers default probability. Pledged collateral is not considered as a risk mitigant in credit risk weighted assets for the regulatory purposes. Collateral risk assessment process includes assessing collateral value, liquidity and execution risks. Collateral is also grouped according to correlation with the financed business. During the decision-making process of loan disbursement higher haircuts are used for the collateral assets with high correlation with the business for LGD purposes. Information about the loans, in terms of collateral, is given in 2017 Audit report, Page 31.

Bank has collateral valuation and management division, which performs the valuation/revaluation process of the assets put forward as a collateral by the borrowers. On several occasions, bank uses valuation services of outside firms/individuals specialized in asset valuation.

External Credit Assessment Institutions (ECAIs)

Bank uses external ratings of the ECAIs for only capital adequacy ratios calculation purposes.

Bank considers Fitch, Moody's and Standard & Poor's credit ratings for only risk weighting bank's credit exposures to other commercial banks.

10.4: Interest Rate Risk Management

The top-down management of the market and interest rate risks starts on the Top Management level of the Bank. Regarding the market and interest rate risk management, the Risk Management Committee of the Bank has the responsibilities given below:

- Definition of the bank's risk tolerance towards the interest rate risks;
- Implementation of the guidelines of identification, measurement, monitoring and control of the interest rate risks;
- Determination of the bank limits for various transactions;
- Periodical revision of the bank's investment and trade portfolio results and consideration of the interest rate risk strategy;
- Periodical submission of the interest rate risk management report to the Supervisory Board of the Bank;
- Supply of the qualified staff and technical resources to the interest risk bearing and managing structural units.

Determination of the risk level that the bank can assume shall be the key element of the bank's market and interest rate risk policy. The market and interest rate risk tolerance and appetite shall be defined according to the capital of the bank and commonly, in consideration of its risk tolerance.

The risk arising from the interest rate change due to various terms of the interest earning assets and interest-bearing liabilities is a key aspect of the interest risk. In order to measure the above mentioned risk, the bank employs the "revaluation gap" method involving comparison of the same term assets and liabilities by their amounts. A potential loss arises when there is a gap (in terms of sums) between the same term interest-earning assets and the interest-bearing liabilities and the market interest rate changes.

10.5: FX Risk Management

The FX risk is the risk of reducing net foreign currency denominated assets or the increase of net foreign currency denominated liabilities, caused by exchange rate fluctuations, which reduces bank's regulatory capital.

Managing FX risks starts from the top management of the bank. Risk management committee of the bank has the following responsibilities for managing FX risk:

- Defining the bank risk tolerance level towards FX risks;
- Providing the establishment of main (fundamental) principles of detecting, measuring, monitoring and controlling of FX risks;
- Determining the Bank's limits for open foreign-currency position for various currencies;
- Periodically evaluating Bank's currency position in current cash assets as well as in long term credit investments;
- Periodically submitting FX risk management report to the Supervisory Board of the Bank;

For the purpose of FX risk management, the Bank determines the following limits: Common open foreign-currency positions limit for all foreign currencies, both according to on-balance sheet and off-balance sheet as well as the overall FX positions, shall not exceed 20% of the Bank's regulatory capital.

10.6: Operational Risk Management

Operational risk is the risk of loss resulting from inadequate or failed internal processes, people and systems, or from external events.

Operational risk arises due to the bank's day to day operations and is relevant to every aspect of the business. Bank formally identifies, assesses and manages its operational risks through the following processes and tools:

- **Operational Risk Event Reporting** – this is the process of reporting losses arising from operational risks, process failure and other non-monetary events. These events are captured and logged centrally and are analysed to pro-actively manage risk through root cause analysis.
- **Scenario Analysis (RCA)** – this process seeks to identify the high impact, low likelihood but plausible events that could impact the bank and also estimate the respective severities and probabilities used across main risk categories to ensure that the bank can adequately understand and quantify not only risks as they currently exist, but also those in extreme circumstances. The analysis focuses on high impact, low probability events.
- **Risk and Control Self Assessment (RCSA)** – this process is used to assess the Banks' existing key or expected risks. It assesses the inherent risks, control effectiveness and resultant residual risks of the key risks that the Bank is exposed to and which could negatively impact the achievement of strategic objectives. In this way the Bank ensures that appropriate controls and/or remediation plans are in place to mitigate risk and loss impact.
- **Risk Acceptance** – the first line and department heads are expected to identify risks, risk issues or control failings that need to be mitigated. In certain circumstances, risk mitigation may not be possible or may require a longer period for remediation. In those situations, the risk must be accepted. This process supports this need and describes the approach for raising, accepting, monitoring and reporting a Risk Acceptance.

The output from the above processes are analysed in order to give a view of the operational risks that the Bank is exposed to versus its risk appetite, and therefore mitigated or risk acceptance (as required) and act as a further input into the business activities and strategy of the Bank.

The framework of the operational risk management constantly expands and updates.

10.7: Liquidity Risk Management

The liquidity Risk is a risk associated with the Bank's ability to meet its liabilities when they are due without disposing of assets with significant discount.

The first element of the liquidity risk policy is to define the level of risk, which the bank can assume. The liquidity risk tolerance and appetite must be defined according to the capital amount and general risk tolerance of the Bank. In developing the liquidity risk strategy, the Risk Management Department's Financial Risk Management Division and Asset and Liability Management Division of the Treasury Department should take into consideration the general economic and market situations and their possible impact upon the Bank's liquidity.

Management process of liquidity risk in JSC “Bank Cartu” is performed according to the limits set by the regulatory institution. Cash flow forecasts are performed systematically based on statistical analysis of factors influencing liabilities and liquid assets.

11. Information About Remuneration

Members of the supervisory board are not subject for remuneration.

Supervisory board determines the remuneration of members of management board. Remuneration consists of fixed salary, end-of-year bonus equivalent to one month salary and insurance. Information about 2017 year remuneration is given in Pillar 3 annual report, Appendix 24.Rem1.

According to EBA guideline, none of the bank employees, except members of the supervisory and management boards, take any material risks.

Stock related instruments are not involved in the bank's remuneration system. None of the employees total remuneration has exceeded 1 million GEL during the reporting year.