



Ministry of Finance of Georgia



Georgia – The Outlook

January 2018

Axes of Georgia's Long-Term Growth Strategy

The Government of Georgia's long-term strategy seeks sustained and inclusive growth that is based on macroeconomic stability

- The Government aims to maintain a sound macroeconomic environment, backed by prudent fiscal, monetary and financial policies.
 - Structural reforms to improve governance, encourage employment, and reduce poverty are priorities on the agenda
- The Authorities are striving to deliver reforms aiming at promoting the formation of a robust and free private sector assisted by an efficient and fully transparent government
 - Fostering a vibrant, competitive private sector, both on an internal and external levels, is perceived as a top priority for the Georgian authorities
- In that regard, Georgia set a two-legged long term growth strategy (Georgia 2020 and sectoral development policies) aiming to achieve a profound transformation of the country's macroeconomic framework. Goals of these two strategic plans are highlighted below



Four-Point Plan For Rapid Development of The country



Improve Business Environment

- Deposit Insurance
- Pension Reform
- PPP Framework
- Capital Market Reforms
- Insolvency Legislation
- Public Investment Management Reform



Promoting Open Governance

- Inclusive Governance – Involvement of the Private Sector in Legislative Process
- Building physical and virtual space for one stop service
- Public Finance Management Reform



Infrastructure Development

- Road Infrastructure
- Land Reform
- Expansion of the South Caucasus Pipeline through Azerbaijan and Georgia
- Spatial development



Education Reform

- Promotion of Professional Education
- General Education Reform
- Fundamental Reform of Higher Education

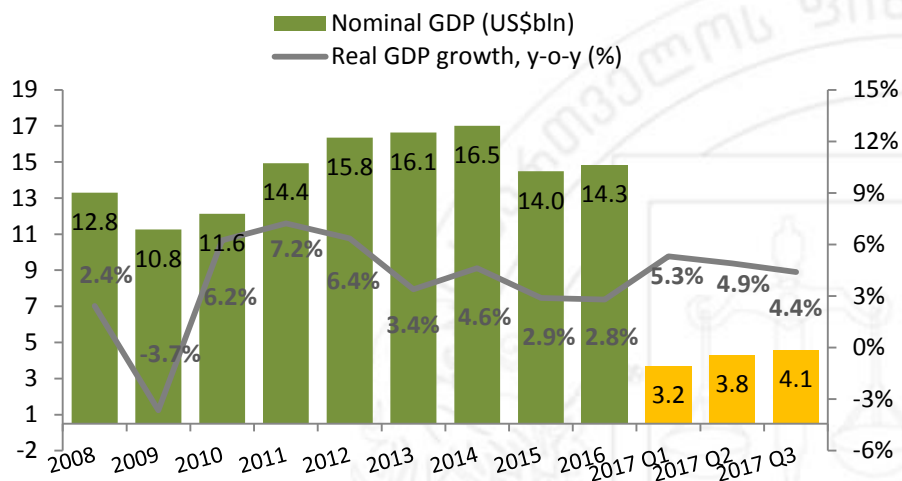


Economic Structure and Trends

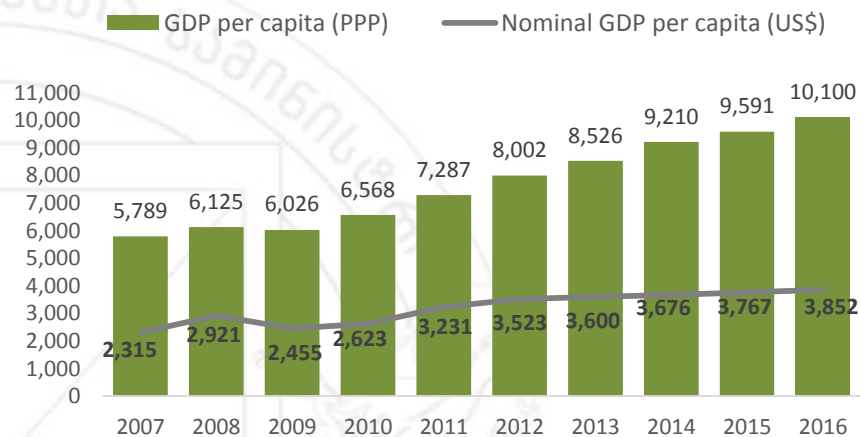
Economic Structure and Trends

Reform-driven economic success: story in numbers

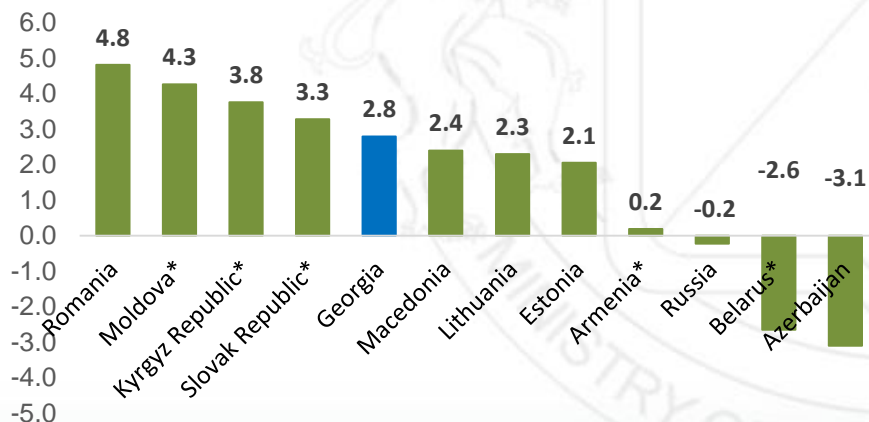
GDP: 2008-2009 crisis had temporary impact on steady growth



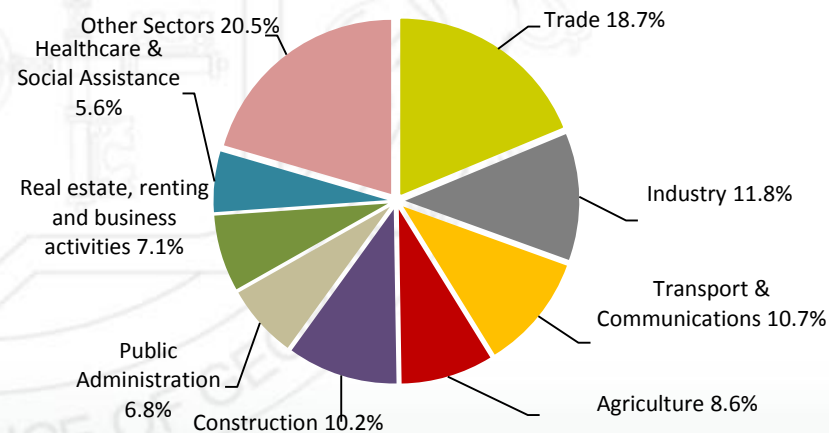
Rapidly growing GDP per capita – PPP and Nominal



Economic growth comparison across countries, 2016



Broad-based and diversified nominal GDP structure, 2017 Q3



The Historic Signing of the EU-Georgia Association Agreement is a huge step forward in Georgia's external relations



The EU-Georgia Association Agenda, signed on 27 June 2014, deepen and strengthen the political, economic and cooperative relations between the EU and Georgia

- The Association Agreement establishes a long-term foundation for future EU-Georgia relations, based on set of jointly agreed priorities for the period 2014-2016, including a Deep and Comprehensive Free Trade Area (“DCFTA”)
- The Association Agreement creates a practical framework for achieving EU-Georgia political association and economic integration
 - The Association Agreement incorporates political elements, reforms to strengthen democratic institutions, cooperation on foreign and security policy, amongst others
 - All axes will have significant positive impacts in strengthening Georgia's economy, institutions and external perception
 - The agreement with the EU will also help to reduce the perception of geopolitical risk, as cooperation on a security level is also a priority
 - Russia has not sent the same negative signals after Georgia signed EU cooperation agreement, contrary to what it did for Ukraine and Moldova
 - The recent lift of the Russian ban is symbolic of a new trend of commercial relations between Georgia and Russia
 - The Association Agenda also includes economic and trade elements, including a dedicated DCFTA chapter and cooperation in a number of sectors such as energy, transport, employment and social policy
 - The signing of the Agenda will allow for EU financial support, technical expertise and advice, information sharing, and capacity building, all of which will support Georgia in its economic development
 - The signing of the Association Agreement with the EU on June 27th sends a very positive message to the markets, and helps to promote exports to the area from 2014-2015 onwards
- The strengthening of EU-Georgia ties will help to contribute to economic recovery and growth, and will help to better integration of the Georgian economy within the world markets

■ **The signing of the Agreement proves Georgia's commitment to sustainable growth, democracy and transparency, will add momentum to the consolidation of Georgia's stance as an interesting country for investment**

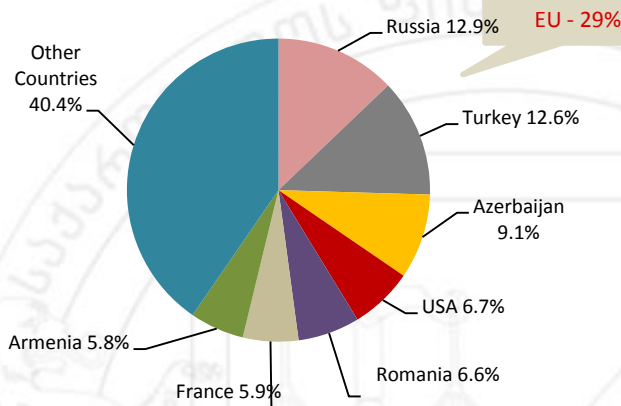
Economic Structure and Trends

Liberalized trade, diverse partners, significant and growing network of free trade agreements

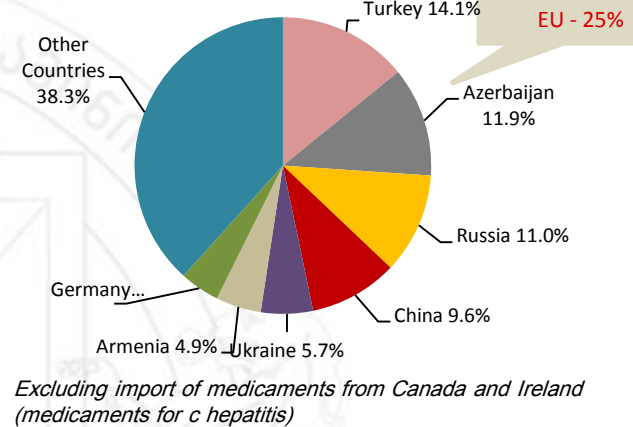


- ✓ Simple tax and customs policy and user friendly procedures
- ✓ No quantitative restrictions or tariff barriers
- ✓ Genuine commitment to trade liberalism and openness
- ✓ Free trade agreement signed with neighboring countries
- ✓ Deep and Comprehensive Free Trade Agreement (DCFTA) with the EU was ratified by many members of the EU
- ✓ Georgia has returned to Russian market
- ✓ Free trade agreement signed with China

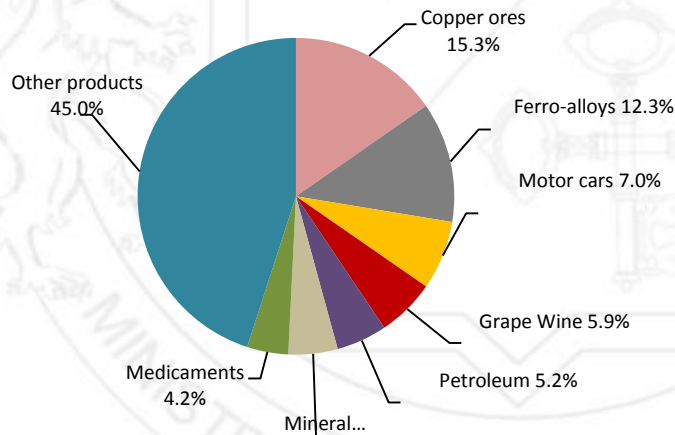
Export Structure by Country 2018 January



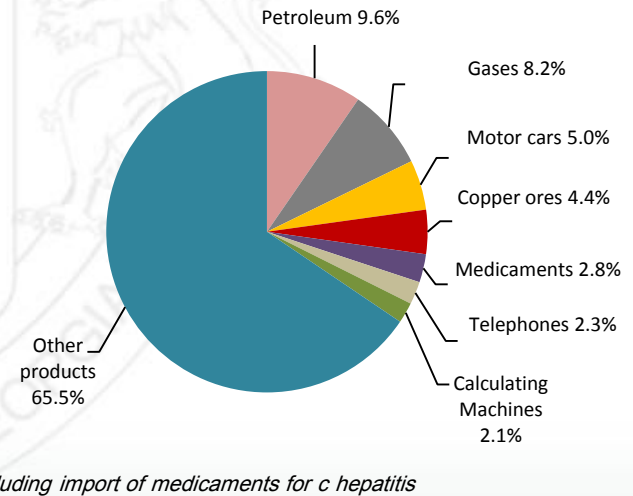
Import Structure by Country 2018 January



Export Structure by Product 2018 January



Import Structure by Product 2018 January



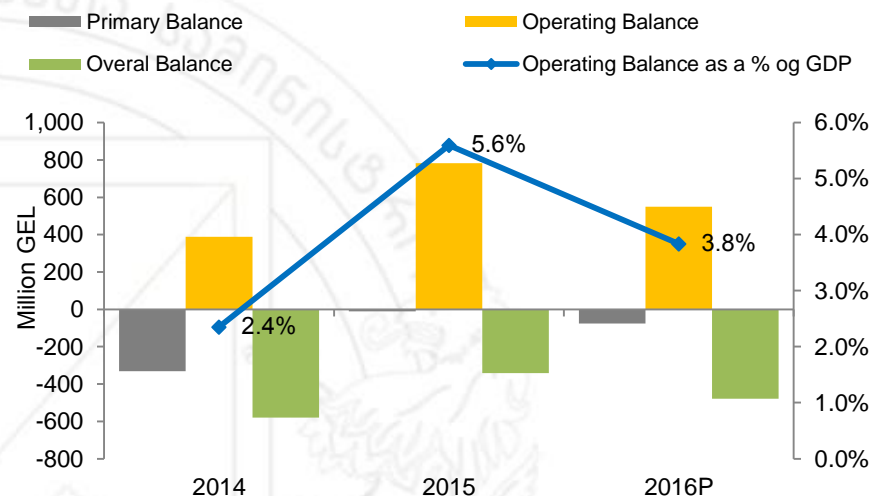
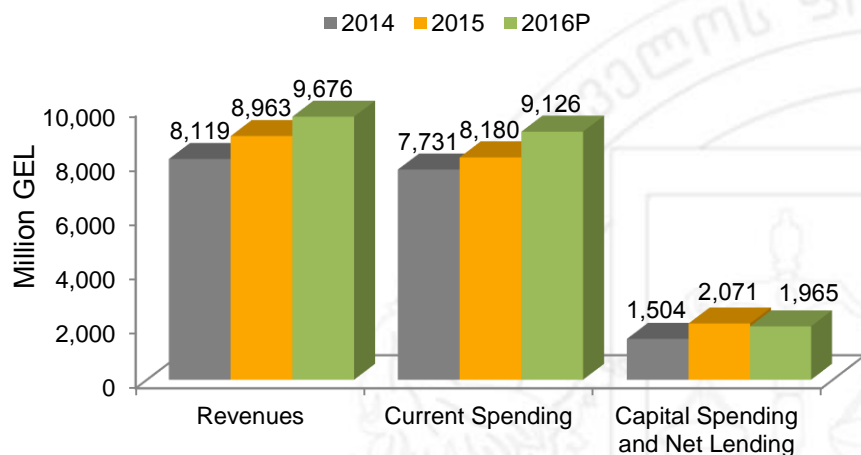


Fiscal Framework and Public Debt Performance

Fiscal Framework and Public Debt Performance

Strong fiscal consolidation path driven by sustainably high revenues and prudent government spending

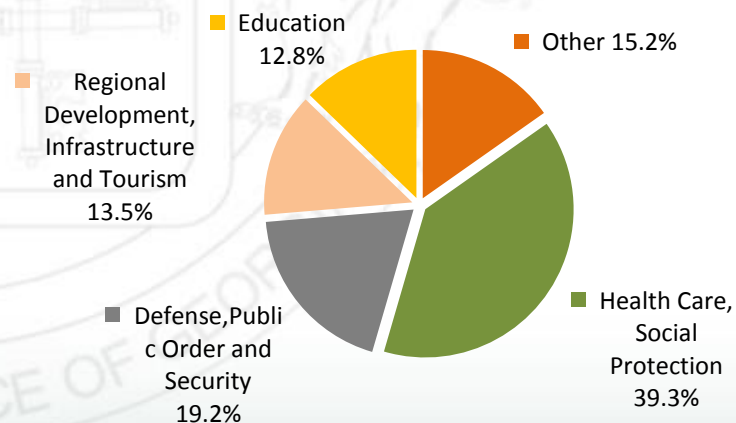
Fiscal Consolidation



Fiscal Balance as a percentage of GDP



Composition of the 2016 State Budget Outlays



Fiscal Framework and Public Debt Performance

Strategic Infrastructure Projects with Significant Positive Externalities and Strong Spillovers into the Rest of the Economy

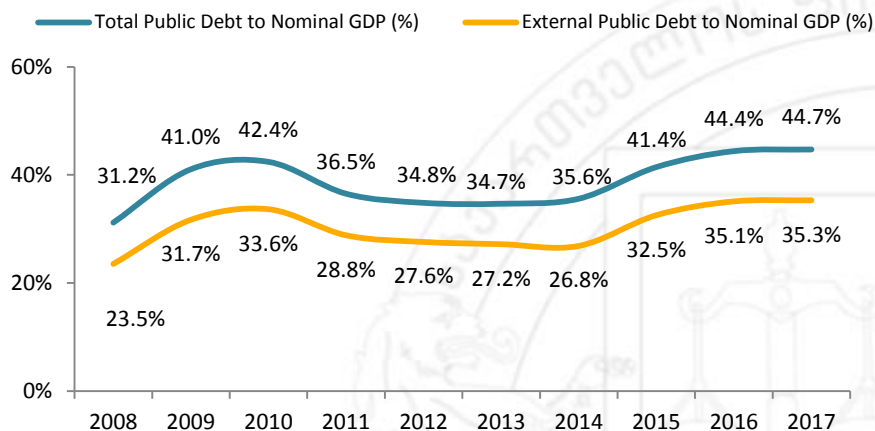


- ✓ Energy Infrastructure
 - Rehabilitation/construction of transmission line network
 - Rehabilitation/ Construction of HPPs
- ✓ Roads Infrastructure
 - Construction of the East-West Highway
 - Rehabilitation of regional road networks, secondary and local roads
- ✓ Municipal and Regional Infrastructure
 - Regional Municipal and Urban Infrastructure Development Projects
 - Water supply, sanitation and storm water projects
 - Solid waste management projects
- ✓ Agriculture
 - Rehabilitation of irrigation and drainage systems

Fiscal Framework and Public Debt Performance

External Public Debt Situation

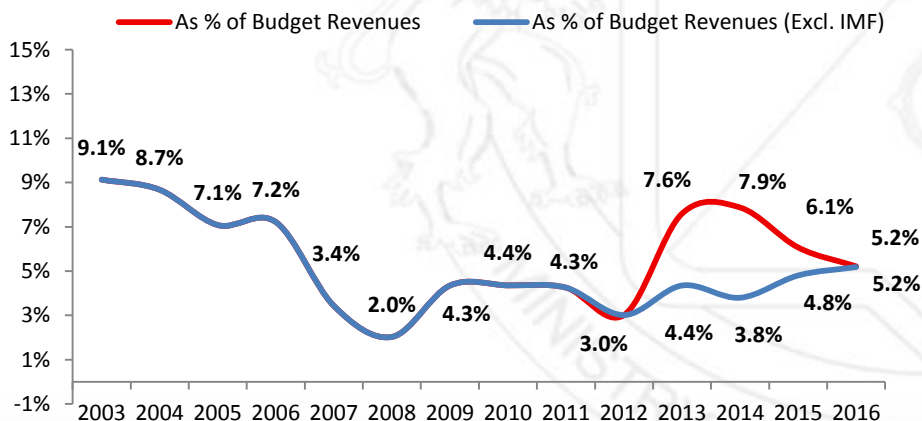
Debt Indicators are at Comfortable level



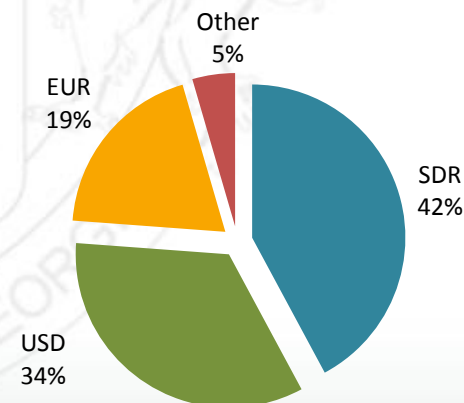
Public Debt Ratios are Stable and Annual Repayment Volumes are Easily Affordable

- ✓ In 2015, public debt increased to **41.4%** of GDP and external public debt to **32.5%**. The growth of total public debt to GDP ratio was driven mostly by depreciation of Georgian Lari. According the preliminary data, in 2016 both public debt and external public debt have increased to **44.6%** of GDP and **35.2%** of GDP respectively.
- ✓ Based on the IMF Debt Sustainability Analysis the public debt ratio would remain sustainable under the most standard shocks.
- ✓ Average Weighted Interest Rate (AWIR) on External Public Debt is around 2%.
- ✓ The bulk of External Public Debt portfolio is owed to official multilateral and bilateral development partners, mainly on concessional terms 70% of the external public debt portfolio carries fixed interest rate. This keeps Georgia's external public debt service parameters to a large extent shielded from exogenous interest (base) rate fluctuations and ensures that external public debt service costs remain low and affordable despite global economic uncertainties.
- ✓ No refinancing risk exists in the foreseeable future

Government External Debt Service



External Public Debt Currency Composition as for June, 2017



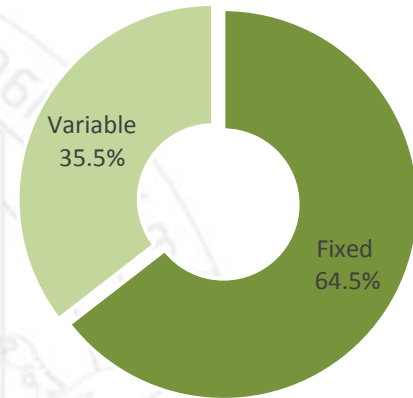
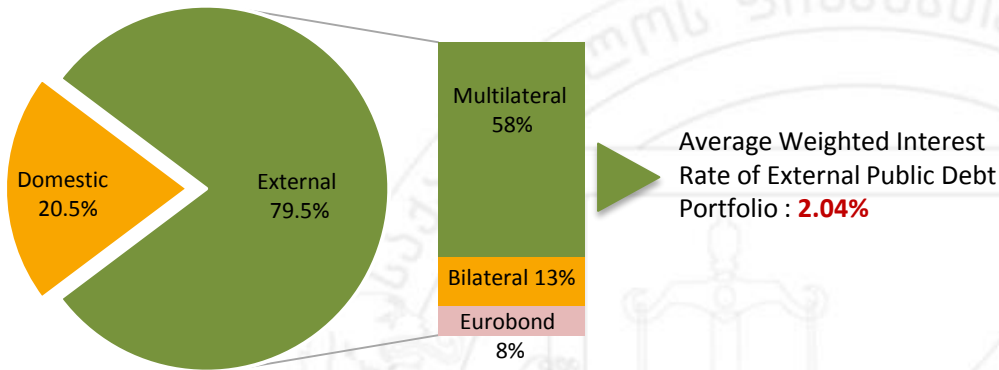
Fiscal Framework and Public Debt Performance

External Public Debt Situation (As for June, 2017)



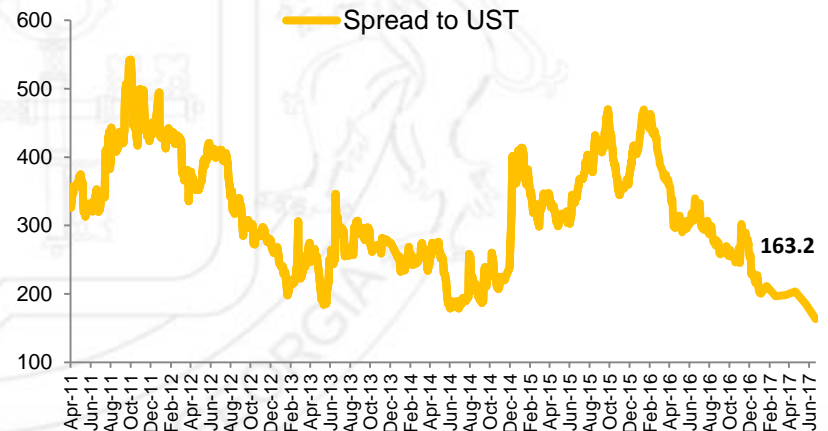
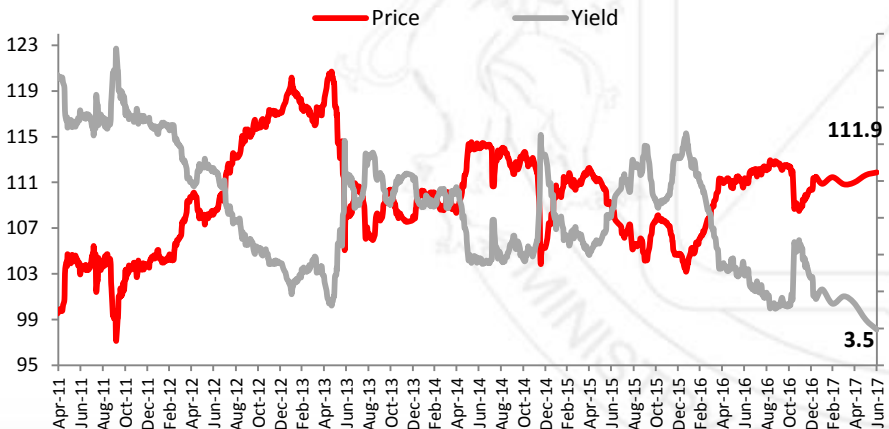
Affordable Public Debt Stock and Very Low Interest Rate on External Public Debt

External Public Debt by Interest Type: Interest Rate Risk Brought to a Minimum



Georgian Sovereign Eurobond 2021

Georgian Sovereign Eurobond 2021

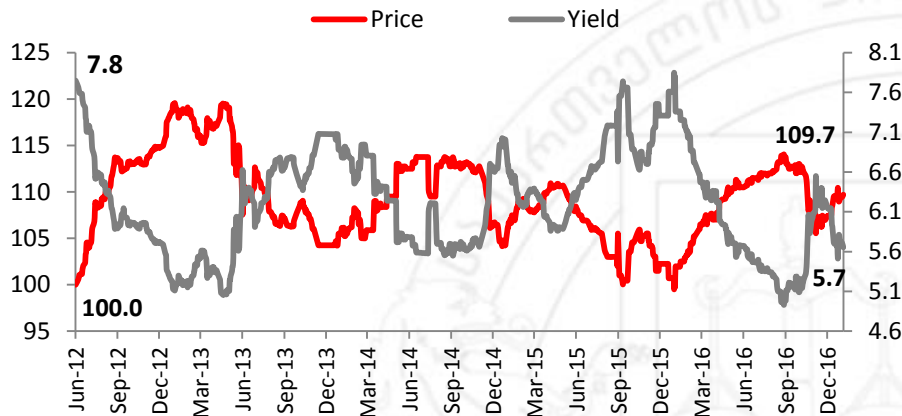


Fiscal Framework and Public Debt Performance

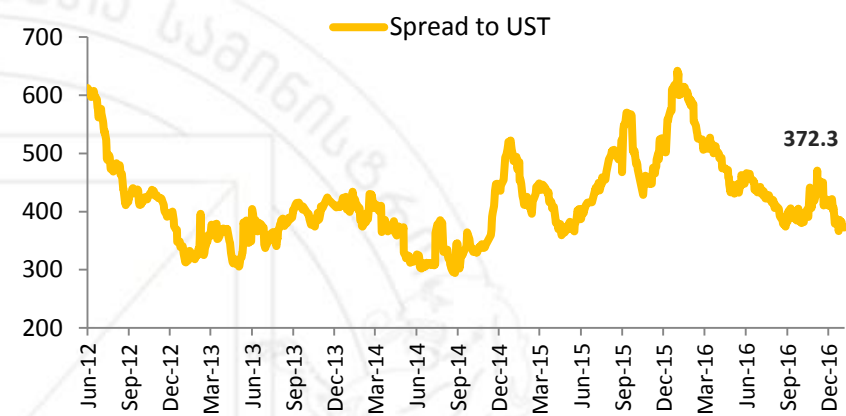
Eurobonds Issued by the State Owned Enterprises (As for December, 2016)



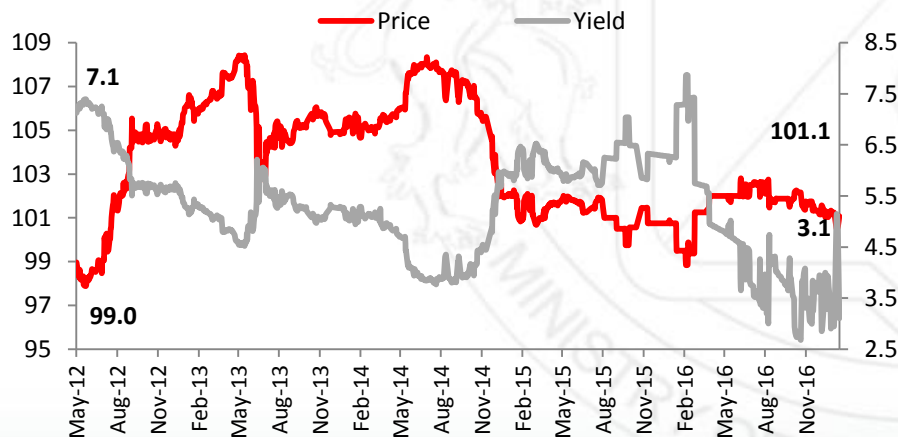
Georgian Railway Eurobond 2022



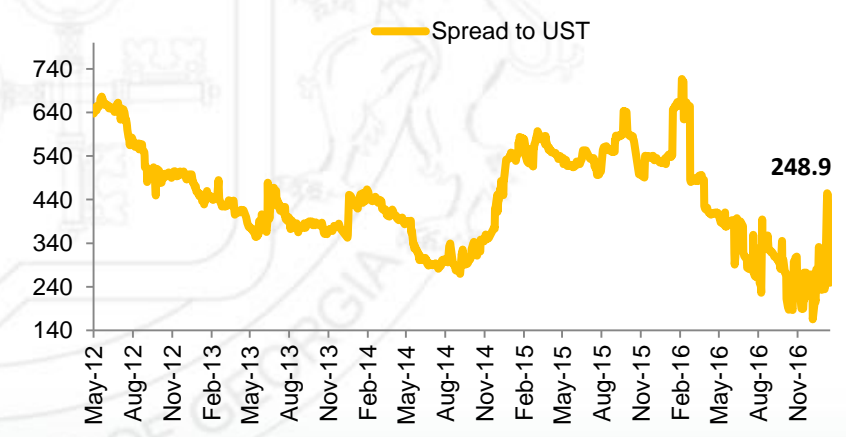
Georgian Railway Eurobond 2022



Georgian Oil and Gas Company Eurobond 2017



Georgian Oil and Gas Company Eurobond 2017



Fiscal Framework and Public Debt Performance

Taxation is Simple, Low, Efficient and Fair



Taxes	
VAT	18%
Income Tax	20%
Corporate Income Tax	15%
Dividend & Interest Income Tax	5%

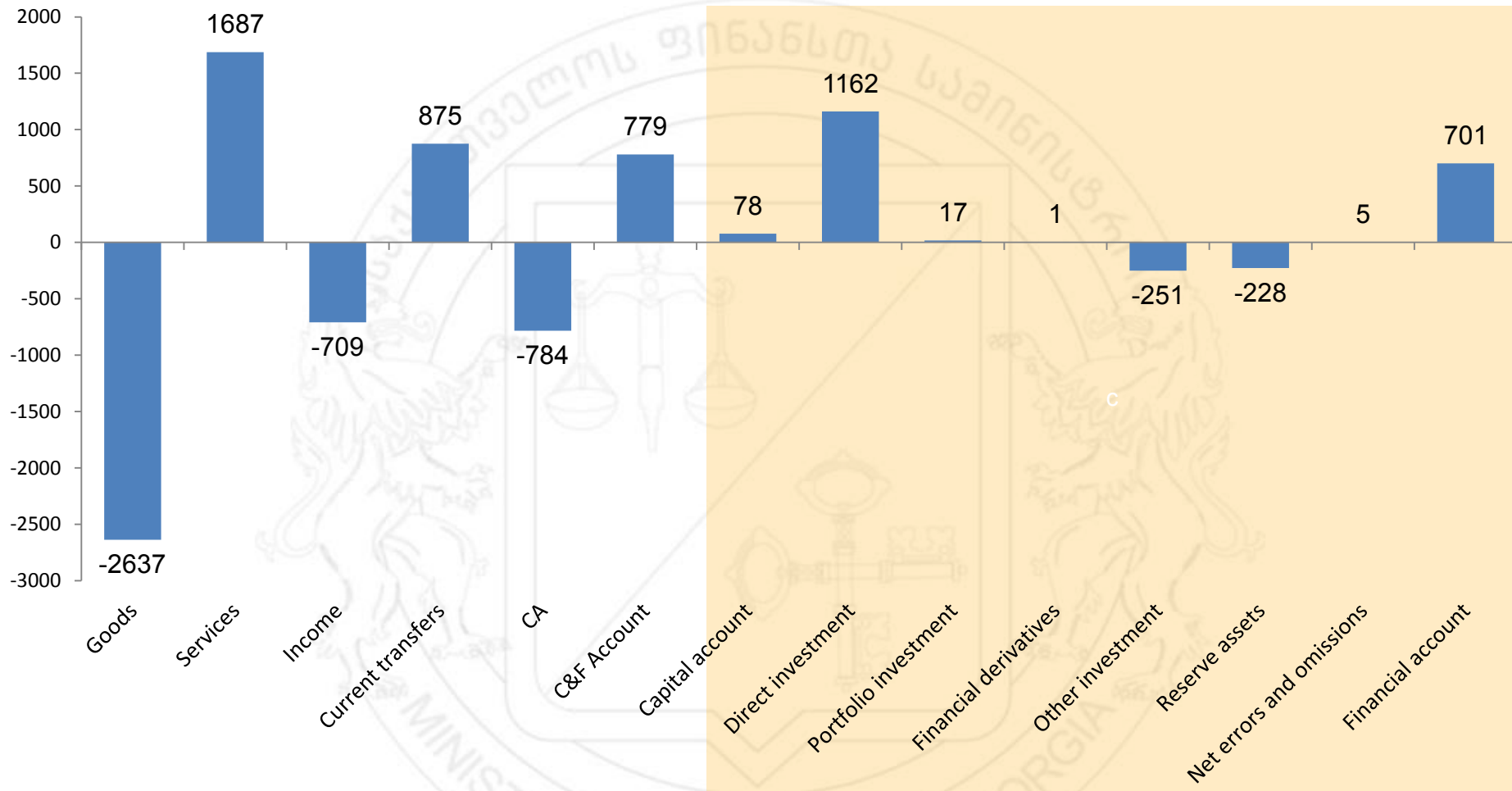
- ✓ No payroll tax or social insurance tax
- ✓ No capital gains tax
- ✓ No wealth tax, inheritance tax or stamp duty
- ✓ Foreign-source income of individuals fully exempted
- ✓ A new CIT model has launched since January 1, 2017, which means that reinvested profit will be free from taxes until distribution of dividends
- ✓ Very strong political commitment to low and simple taxation and improvement of services
- ✓ Significantly streamlined tax and customs administration geared towards provision of maximum comfort to businesses and investors
- ✓ Georgia has double taxation avoidance treaties with 54 countries

A large, faint watermark of the Ministry of Finance of Georgia logo is centered on the page. It features the same shield with scales and a cross, flanked by two lions, and the text "საქართველოს ფინანსთა სამინისტრო" and "MINISTRY OF FINANCE OF GEORGIA" around the perimeter.

External Sector

External Sector

Current Account funding structure 2017 Q1-Q3

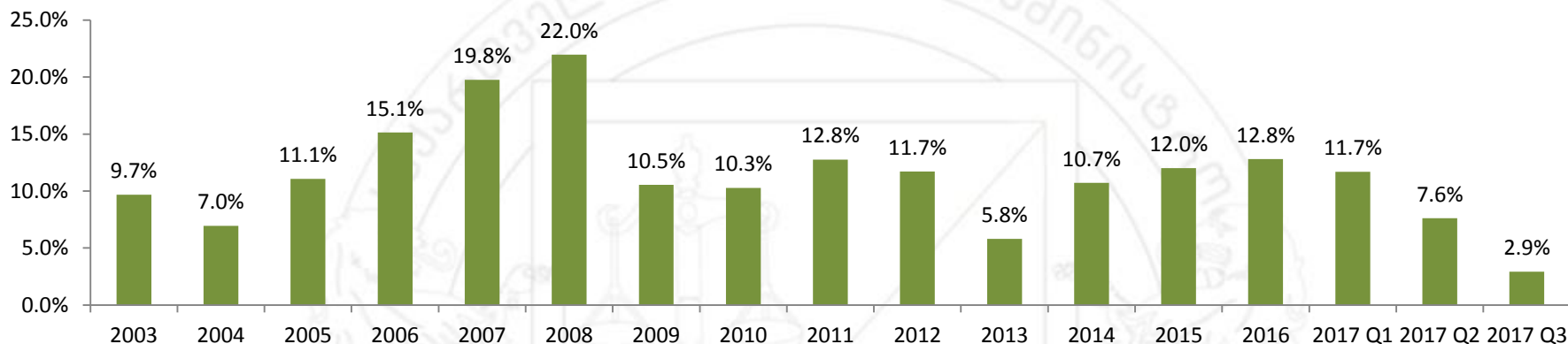


Goods and Current transfers exclude transactions regarding medicaments for c hepatitis

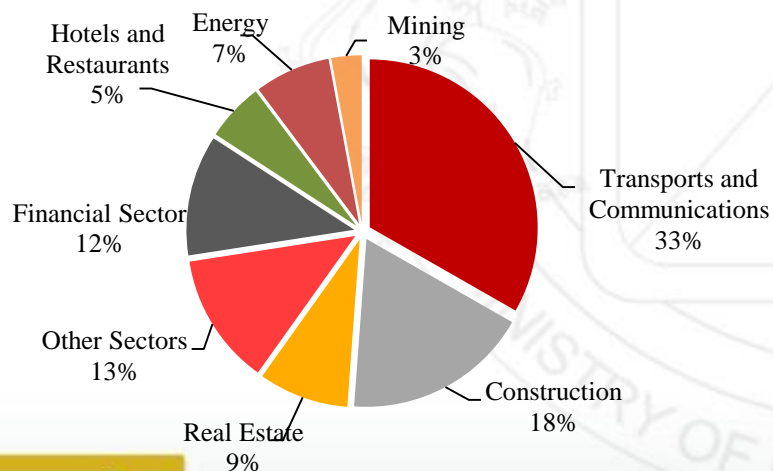
External Sector

Balance of payments - in sustainable equilibrium

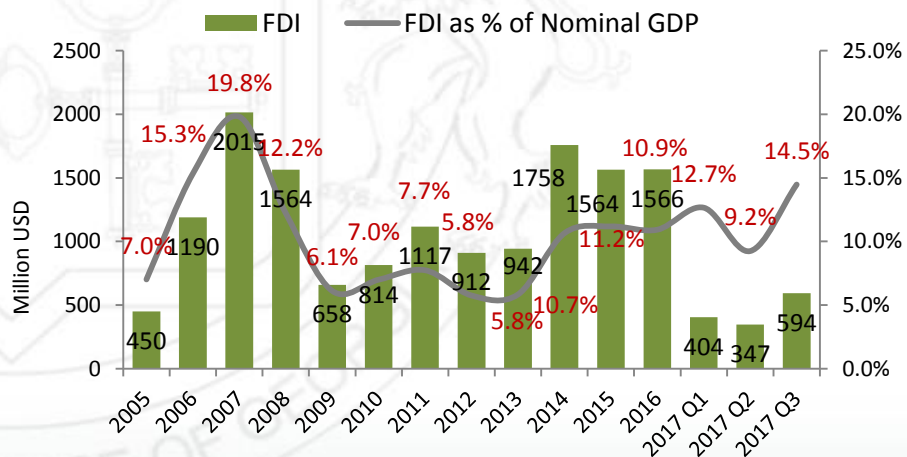
Current Account Deficit (% of Nominal GDP)



FDI Breakdown by Sectors 2017 Q1-Q3



Foreign Direct Investment Dynamics



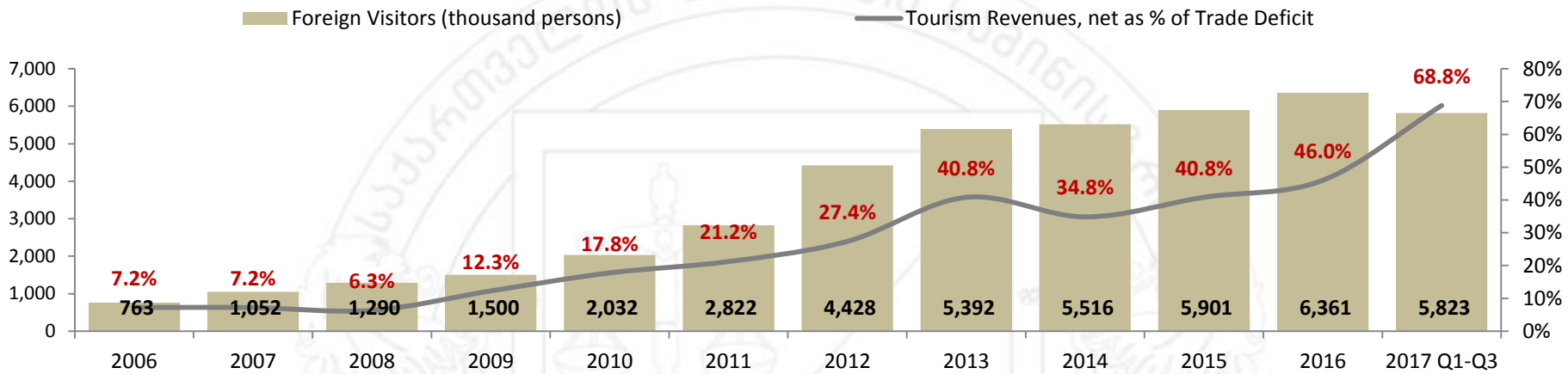
Note: 2006-2008 spikes are due to large privatization

External Sector

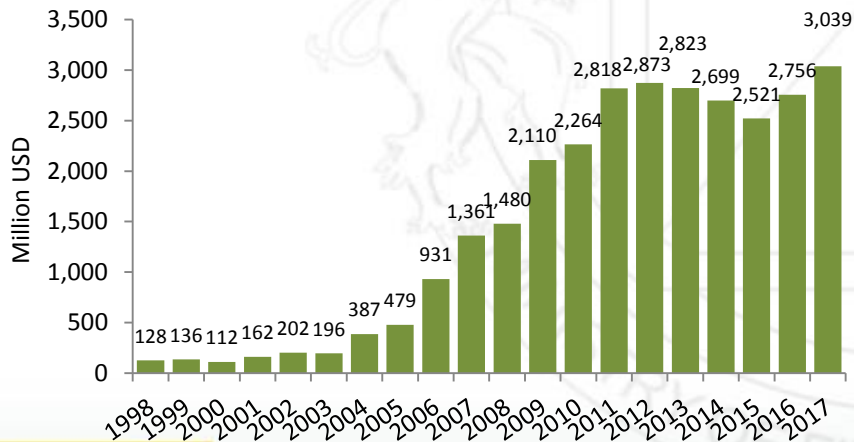
Current Account - steadily growing external revenues



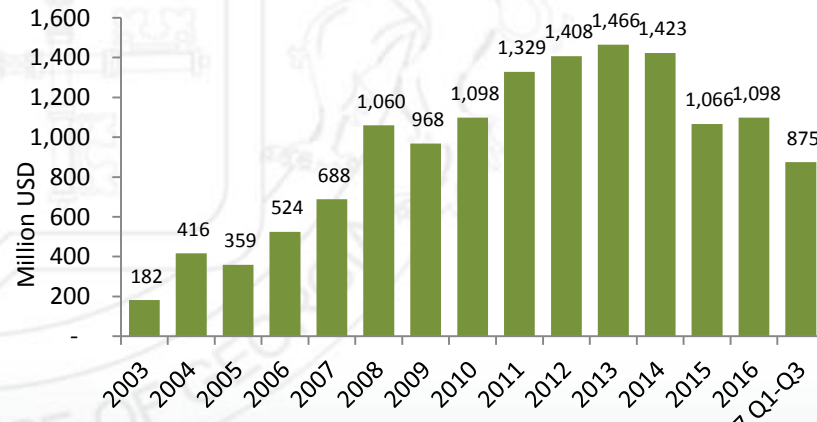
Rapidly Growing Contribution of the Tourism Sector, with significant untapped potential



Gross International Reserves



Current transfers (net)





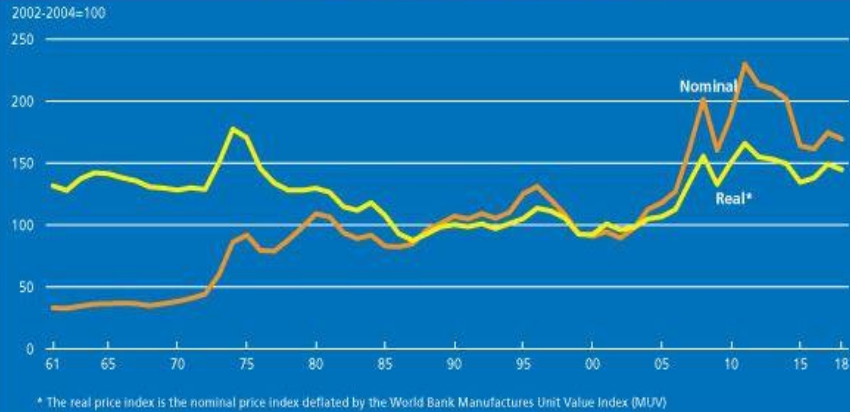
Monetary and Banking Sector

Monetary and Banking Sector



World Food Prices

FAO Food Price Index in nominal and real terms



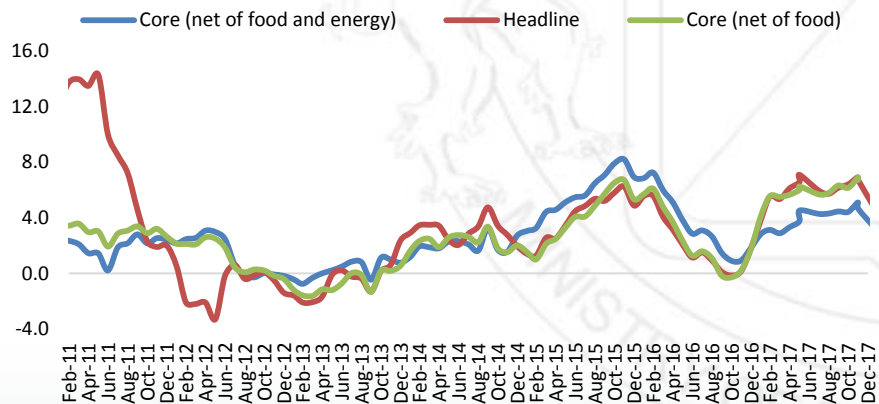
Average Inflation Rate

Average Inflation Rate

(12 month average over the previous 12 month average, percentage change)



Inflation Dynamics



Annual Inflation Rate

Annual Inflation Rate in Georgia

(Year-on-Year Change)



Monetary and Banking Sector

Exchange rate flexibility a policy priority

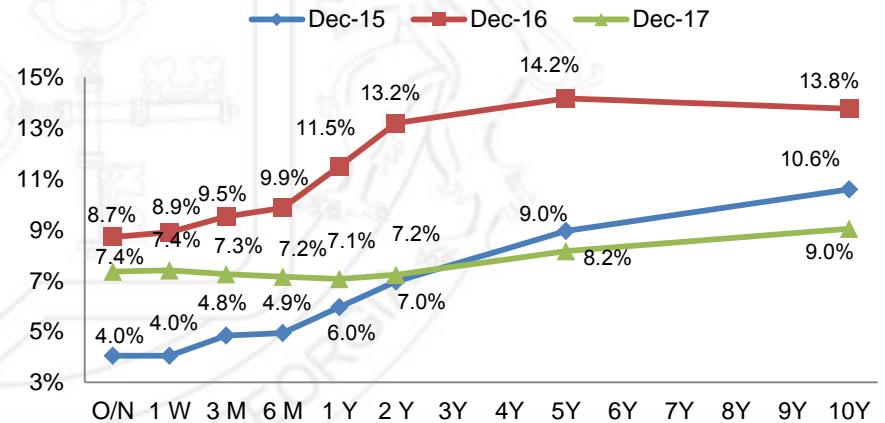


- ✓ Shift to the inflation targeting mode has provided an enhanced exchange rate flexibility.
- ✓ Floating exchange rate has increased resilience of the economy. Central Bank participation at the market is limited.
- ✓ GEL Yield Curve – relationship between interest rates and remaining maturity. Downward short-term yield creates the expectations of decreasing future interest rates.

Exchange Rate Evolution



Georgia: Yield Curve



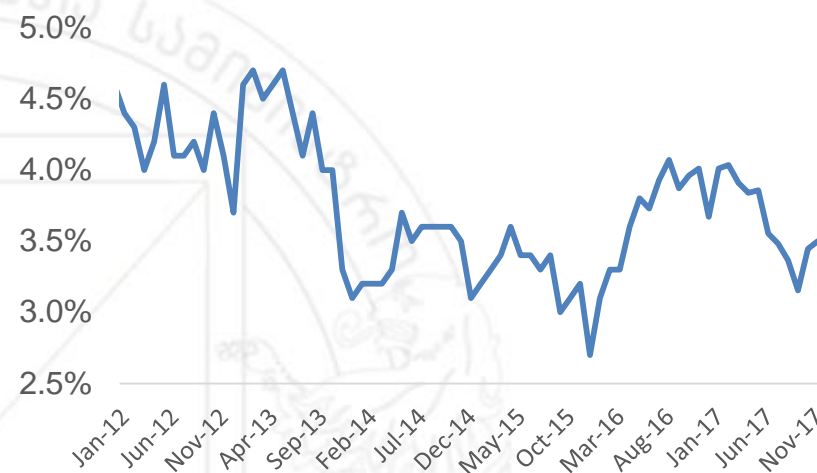


Monetary and Banking Sector

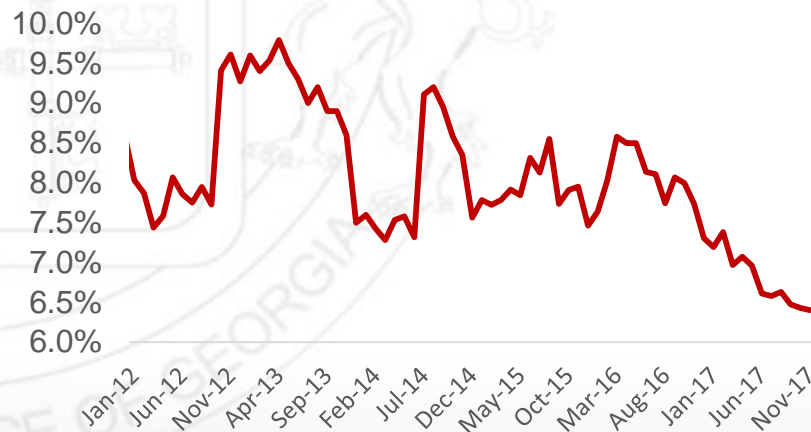
Banks well-capitalized with low NPLs

- ✓ Banking system shows resilience with respect to general and bank specific shocks.
- ✓ Banks highly capitalized with average Basel I capital adequacy ratio of 23% (15% by local standards) and liquidity ratio of 40%; NPLs are around 4% (by IMF definition) as of November, 2017
- ✓ ER depreciation had only a minor effect on NPLs
- ✓ Borrowings from IFIs represent large share of the banking sector's non-deposit funding
- ✓ Banking system privately owned since 1995; no restrictions on foreign ownership

NPL by IMF Definition



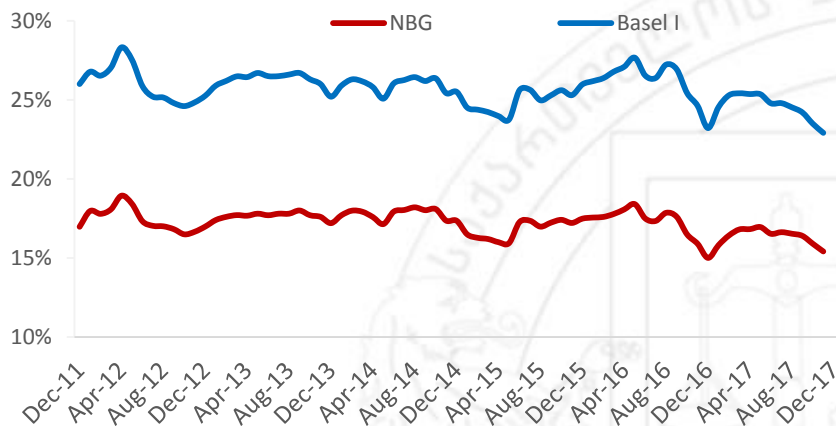
NPL by NBG Definition



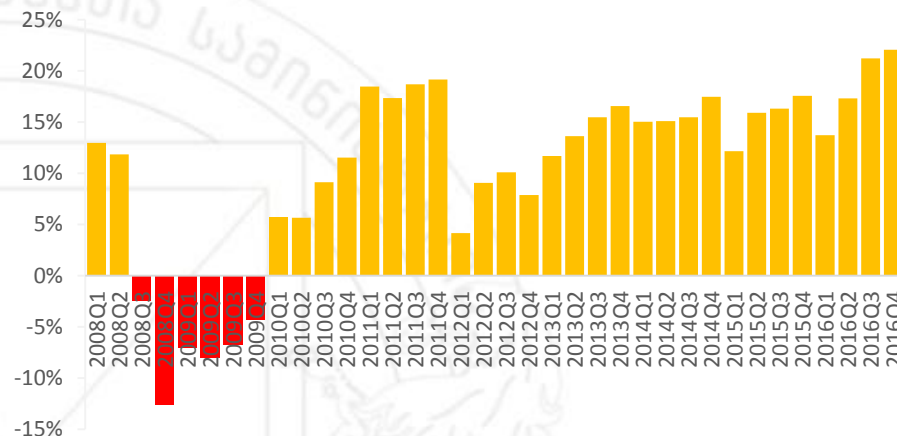
Monetary and Banking Sector

Sound Performance of the Banking Sector

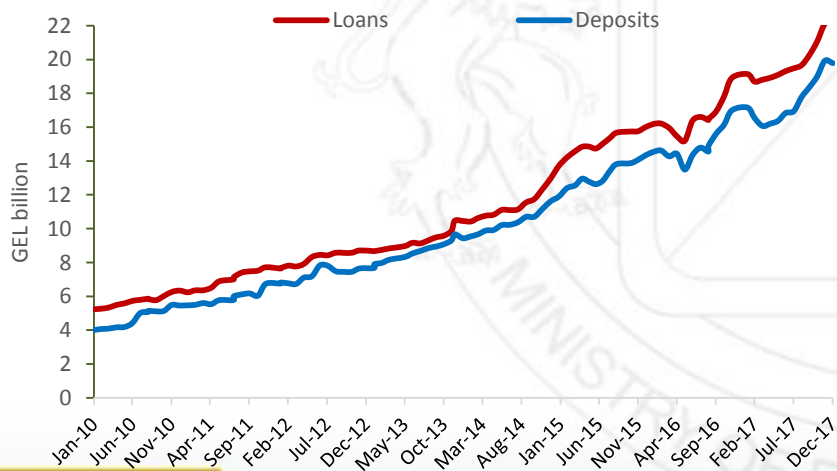
Traditionally High Capital Adequacy Ratio (NBG and Basel I Definition)



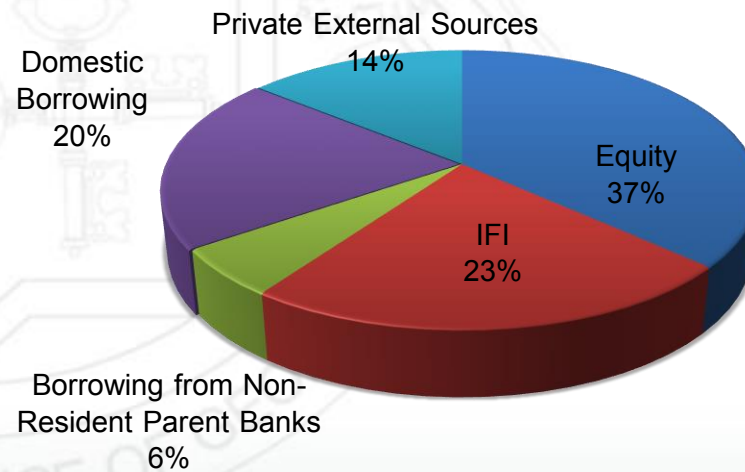
High Profitability as Measured by ROE



Total Bank Deposits and Loans – moving in tandem



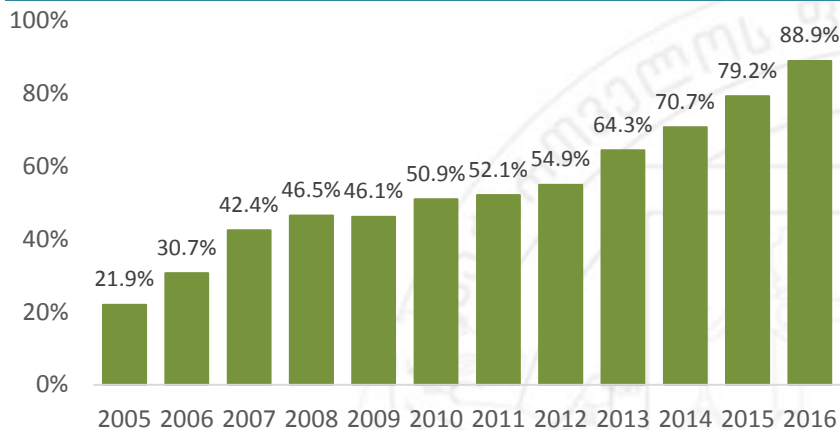
Sound Non-Deposit Funding Structure as of November-2017



Monetary and Banking Sector

Credit growth at a healthy rate

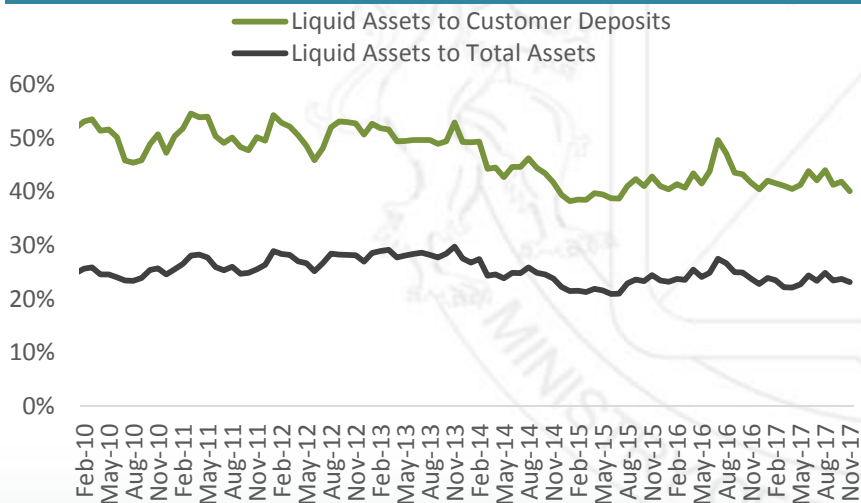
Assets of the Banking Sector as % of GDP



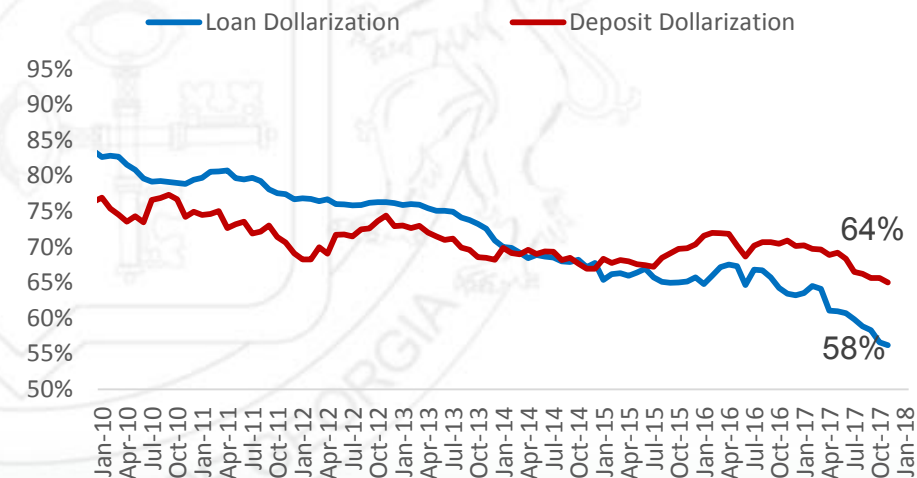
Commercial Bank Lending, GEL mln



Banking Sector Liquidity Ratios – Ample Liquidity Buffers



Banking Sector Dollarization – on the Downward Path





International Rankings of Georgia

International Rankings of Georgia

Sovereign Credit Ratings



**STANDARD
& POOR'S**

Fitch Ratings

MOODY'S
INVESTORS SERVICE

BB- Stable

(Affirmed in November
2017)

BB- Stable

(Affirmed in September
2017)

Ba2 Stable

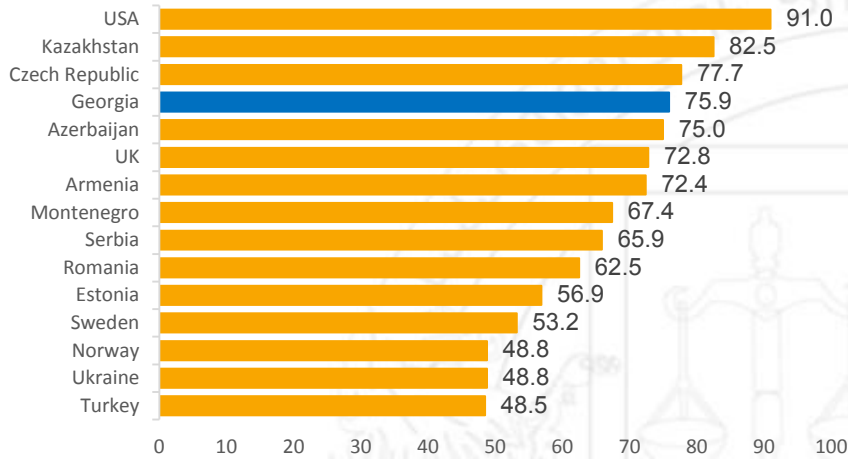
(Affirmed in September
2017)

International Rankings of Georgia

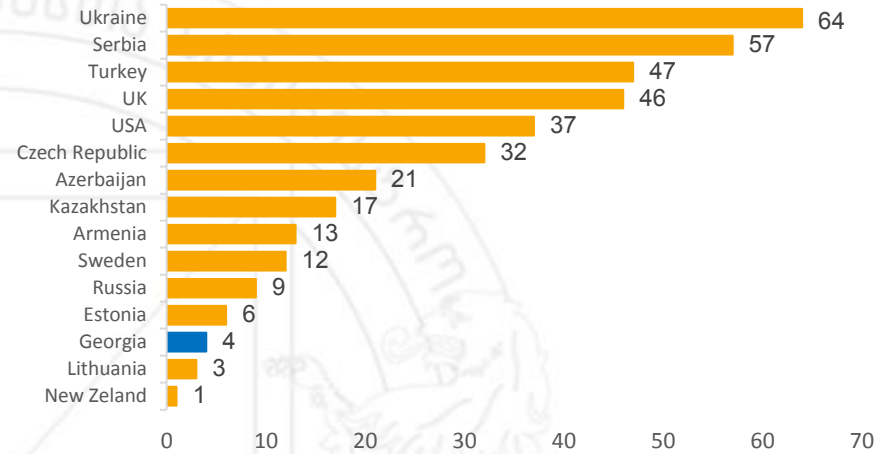
Consistently outperforming sovereign peers



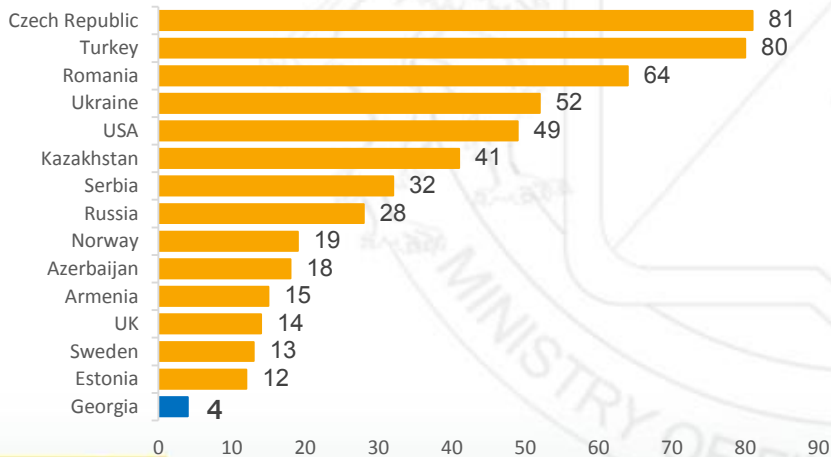
Georgia - one of the most liberal labor environments, according to the Heritage Foundation, 2017 (score)



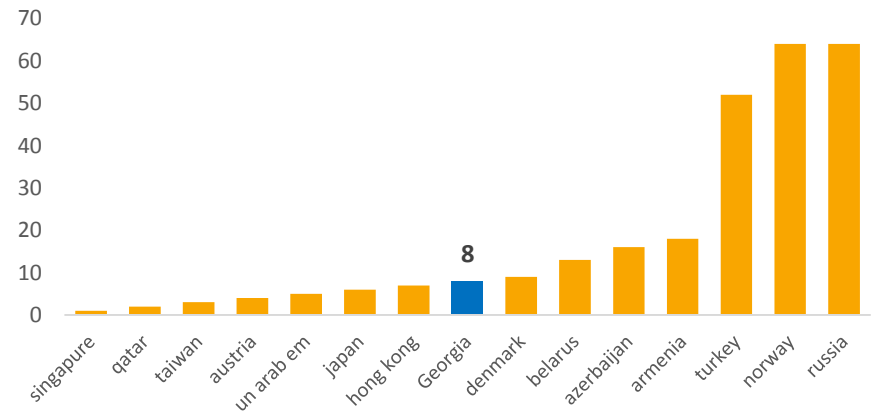
World Bank Doing Business, 2018: Registering Property



World Bank Doing Business, 2018: Starting a Business



Crime Index, 2017 Mid-Year (ranking)

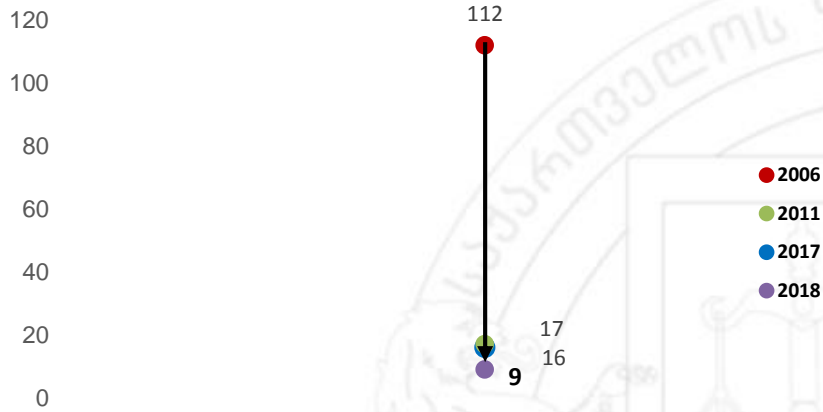


International Rankings of Georgia

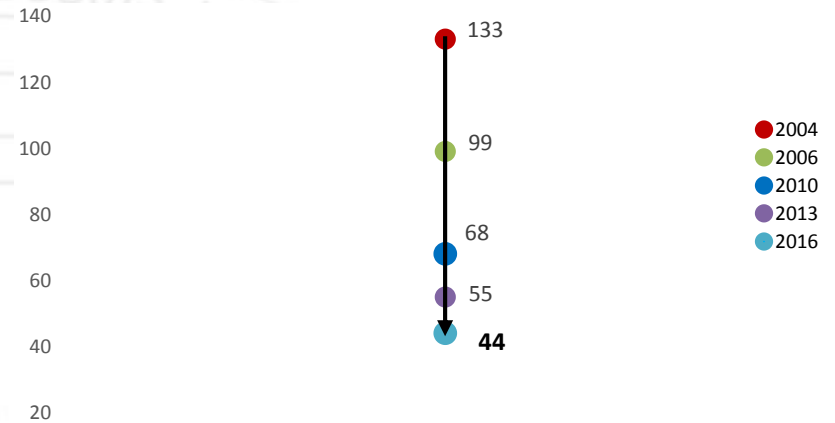
Improved positions



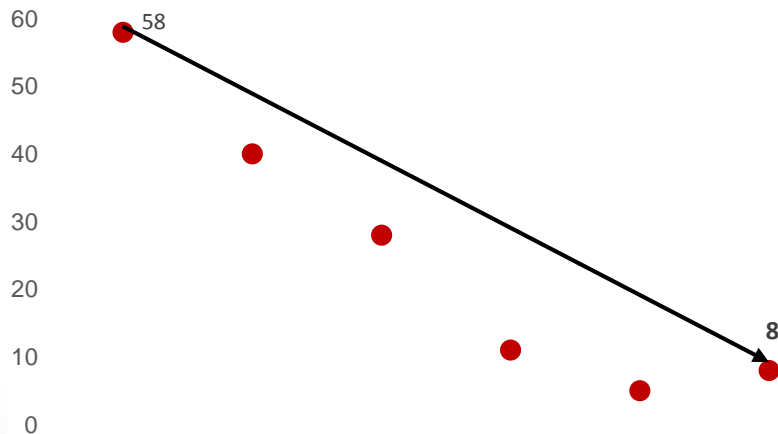
WB Doing Business: Ease of Doing Business
(ranking from 2006 to 2018)



Transparency International: Corruption Perception Index
(ranking from 2004 to 2016)



Fraser Institute: Economic Freedom Index
(ranking from 2004 to 2017)



Heritage Foundation: Economic Freedom Index
(ranking from 2004 to 2017)



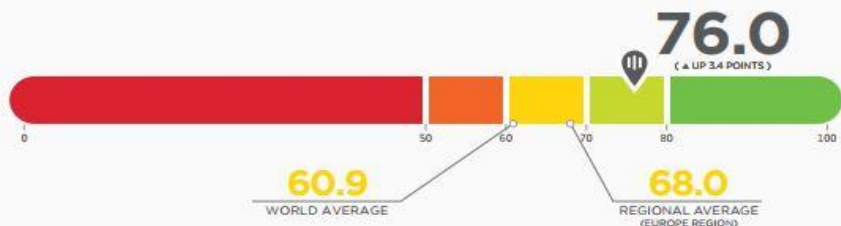
International Rankings of Georgia

Consistently outperforming sovereign peers



Economic Freedom Trend (Economic Freedom Index, 2017)

ECONOMIC FREEDOM SCORE



NOTABLE SUCCESSES:
Fiscal Policy, Regulatory Efficiency,
and Open Markets

CONCERNS:
Property Rights, Judicial
Effectiveness, and
Government Integrity

**OVERALL SCORE CHANGE
SINCE 2013:**
+3.8

FREEDOM TREND



Economic Freedom Index, 2017 (Heritage Foundation)

