



KEY PERFORMANCE INDICATORS

152,529 +10% from 3M 2023

REVENUE

GEL'000

OPEX

GEL'000

129,142

+5% from 3M 2023

NET II

NET INCOME

16,523

GEL'000

-80% from 3M 2023

ADJUSTED EBITDA

GEL'000

47,515

+29% from 3M 2023



CASH AND CASH eq.

GEL'000

286,626 -3% from 3M 2023



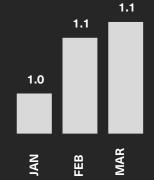
CAPEX

GEL'000

43,805

+25% from 3M 2023

FREIGHT VOLUME



3.2mln

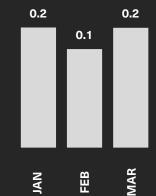
+3% from 3M 2023 -2% q-o-q

PASSENGERS TRANSPORTED



-1% from 3M 2023 -8% q-o-q

S&P Global



CREDIT DATE OF ASSIGNMENT / OUTLOOK REVIEW

12 December STABLE

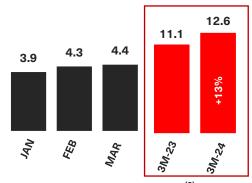
POSITIVE

BB- 12 December 2022

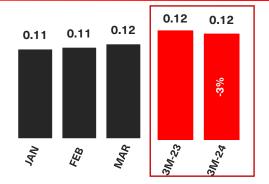
FitchRatings BB- 02 July 2024

KEY OPERATING MEASURES

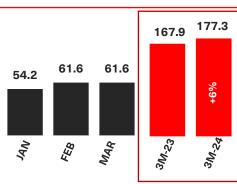
REVENUE PER AVG. N. OF EMPLOYEES (GEL '000)



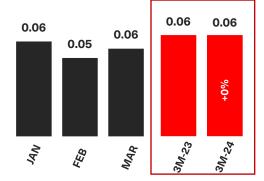
FREIGHT REVENUE PER TON-KM (GEL)



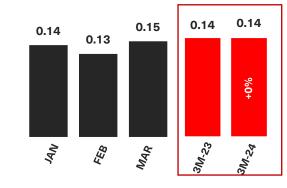
TON-KM PER AVG. N. OF FREIGHT SBU EMPLOYEES ('000)



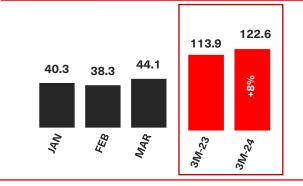
PASSENGER REVENUE PER PASS-KM (GEL)



OPERATING EXPENSES PER TON-KM (GEL)



PASS-KM PER AVG. N. OF PASS. SBU EMPLOYEES ('000)





98% FULLY ELECTRIFIED RAILWAY NETWORK



1,408KM NETWORK LENGTH



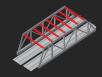
42
RAILROAD
TUNNELS



293KM
DOUBLE-TRACK
LINE LENGTH



4,392 N OF ROLLING STOCK



1,348
RAILROAD
BRIDGES



586 CONTAINERS



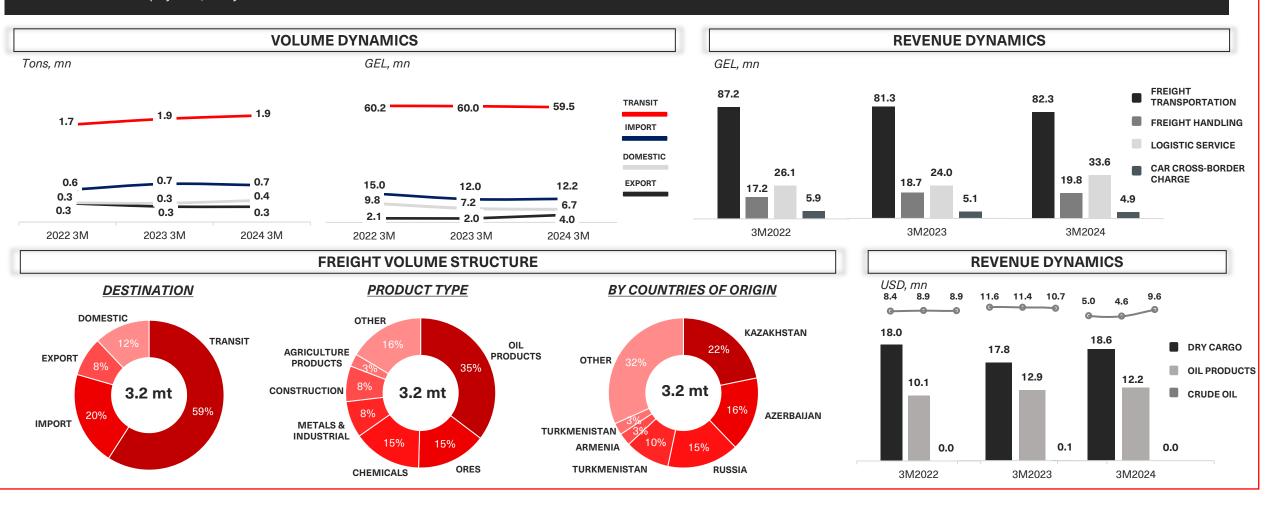
99 FREIGHT STATIONS



31
PASSENGER
STATIONS

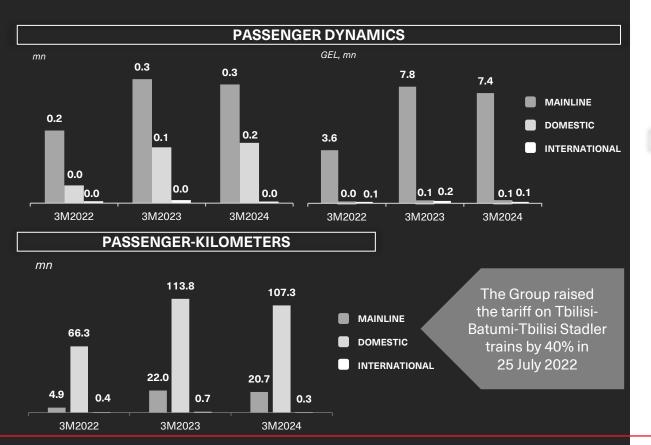
FREIGHT TRANSPORTATION SEGMENT OVERVIEW

- Freight Transportation SBU is the Group's key business segment, accounted for 71% of the GR's revenue in the first three months of 2024;
- Conducts all the Group's freight operations: Freight Transportation; Freight Handling; Rent of wagons and other rental income; Freight car cross-border charge;
- Most of the freight is transported from Kazakhstan and Azerbaijan to Georgia and Black sea ports;
- GR is mainly a transit railway and transports a large portion of its cargo using third-party rolling stock. In the first nine months of 2023, 36% of total cargo was transported by GR wagons;
- This reduces the need to own rolling stock and limits CAPEX requirement to support future growth;
- Number of employees 5,199 by the end of March of 2024.



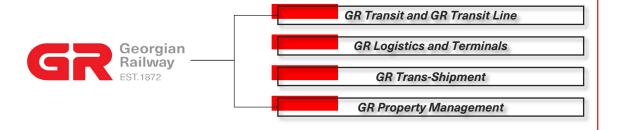
PASSENGER TRANSPORTATION SEGMENT

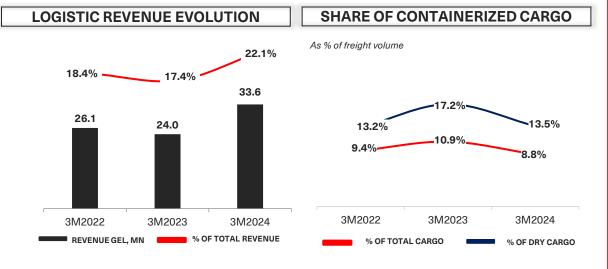
- GR is the national passenger railway of Georgia and has strategically important social function;
- Passenger SBU transports passengers within Georgia and on international routes, connecting Georgia with Azerbaijan and Armenia;
- GR and the Government are expected to enter into a public service contract for compensation of the Passenger SBU with effect from 2024;
- The 2024 State budget provides GEL 8.0 million designated for the compensation of passenger transportation;
- GR intends to modernize the railroad and electric supply infrastructure between Tbilisi and Batumi (315km), incl. the 64km mountainous Gorge region, after which the speed of the passenger train is expected to increase from 80km/h to 120km/h, and from 50km/h to 80km/h at the crossing area.



FREIGHT FORWARDING SERVICES

- GR Transit and GR Transit Line freight forwarders, which serve crude oil and oil products transportation mainly from Azerbaijan, Kazakhstan and Turkmenistan;
- GR Logistics and Terminals creates container terminals and other necessary infrastructure to develop presence in container transportation market;
- GR Trans-Shipment manages the oil terminal operator in Batumi Port;
- GR Property Management operates GR's railway-related assets such as land, depots and stations, and non-core assets.





IMPORT

	3M 2024	3M 2023	%	% const. curr.
Revenue (GEL mln)	12.2	12.0	1.6	0.3
Freight volume (tons mln)	0.7	0.7	(3.4)	NA
Freight turnover (ton-km mln)	85.5	80.3	6.6	NA
Revenue/ton-km (in Tetri)	14.26	14.95	(4.7)	(5.9)

Increased transportation from Bulgaria and Azerbaijan, partially offset by decreased transportation from Russia

Increased share of relatively less profitable directions, such as Romania, Bulgaria and Türkiye and decreased share of more profitable directions, such as Russia

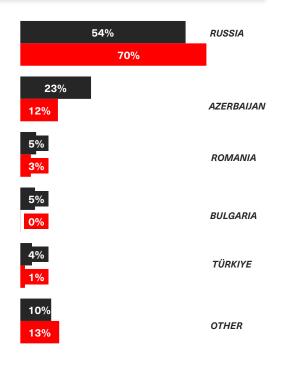
102 83 79 7 1 5 16 0 1 Beyuk-Kyasik Poti Sea Port Batumi Sea Parto tskali Sadakhlo Akhalkalaki

BEYUK-KYASIK AS BORDER CROSSING BLACK SEA PORTS AS BORDER CROSSINGS

Port

- Highest 70% share of Beyuk-Kyasik in total import.
- 13% decrease, compared to the same period of 2023 due to decreased import from Russia by 127 thousand tons.
- Main origin countries using Beyuk-Kyasik station - Russia (mostly petroleum product transportation) and Azerbaijan (mostly cement clinkers transportation) with 279 thousand tons and 150 thousand tons, respectively.
- The share of Black Sea Ports (Poti, Batumi and Parto Tskali) for imported product was
- 14% increase in share was due to increased transportation from Russia, Romania, Bulgaria and Türkiye.
- The main importer countries using Black Sea Ports for entering country were Romania, Russia, Bulgaria and Türkiye (mostly petroleum products transportation) with 31 thousand tons, 28 thousand tons, 27 thousand tons and 25 thousand tons, respectively.

TRANSPORTATION VOLUME BY COUNTRIES OF ORIGIN



MAIN IMPORTED PRODUCT TYPES AND TOP DIRECTIONS

Tons. mn 7.2 6.1 0.32 0.29 0.25 0.18 0.09 0.07 0.04 0.04 0.03 0.03 Petroleum Bituminous coal Cement clinkers **Gypsum** Other products Imorted from Azerbaijan, distributed to Rustavi and Poti, Imported from Azerbaijan, where the cement factories are distributed to Kaspi and located. Rustavi. Imported from Russia, distributed

Mostly imported from Russia (motor fuel, diesel fuel and bitumen),
Romania and Bulgaria (special petrol) mainly intended to satisfy the domestic demand, also imported from Türkiye, Greece, Romania and Turkmenistan (aviation fuel) mainly used by domestic aviation companies in Georgia.

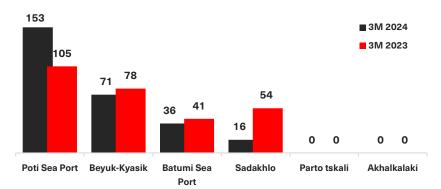
to Rustavi and Kaspi.

EXPORT 3M 2024 3M 2023 % % const. curr. Revenue (GEL mln) 7.2 (6.5)(7.7)6.7 NA Freight volume (tons mln) 0.3 (1.4)0.3 Freight turnover (ton-km mln) NA 76.5 77.6 (1.5)Revenue/ton-km (in Tetri) 8.78 9.26 (5.1)(6.3)

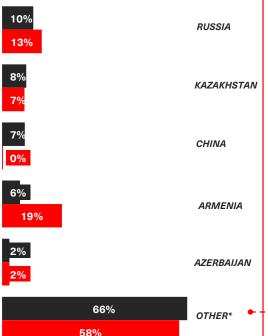
Decreased transportation to Armenia, partially offset by increased transportation to other* countries

Decreased share of relatively more profitable directions, such as Russia and increased share of less profitable directions, such as China

EXPORT BORDER CROSSINGS



TRANSPORTATION VOLUME BY DESTINATION COUNTRIES



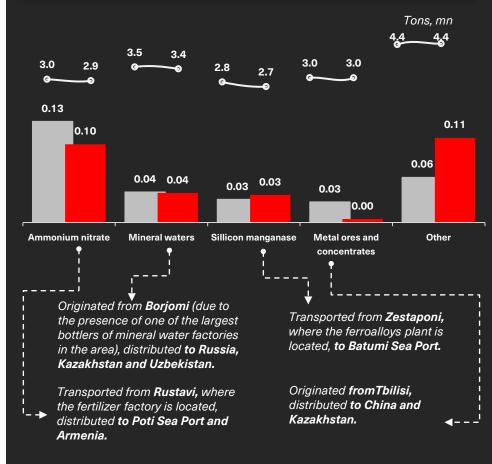
BEYUK-KYASIK AS BORDER CROSSING

- 26% share of Beyuk-Kyasik in total export.
- Main destination countries using Beyuk-Kyasik station were Russia and Kazakhstan with 28 thousand and 22 thousand tons, respectively, mostly for mineral water transportation.

BLACK SEA PORTS AS BORDER CROSSINGS

- The share of Black Sea Ports (Poti, Batumi and Parto Tskali) for exported product was 61%.
- Main exported products were ammonium nitrate (126 thousand tons) and sillico manganese (29 thousand tons).

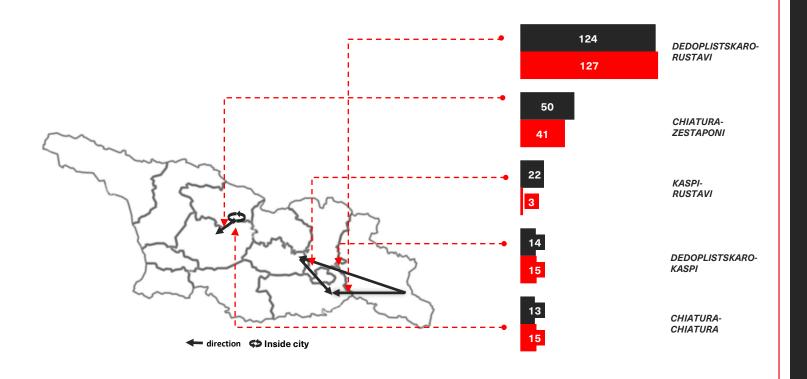
MAIN EXPORTED PRODUCT TYPES AND TOP DIRECTIONS



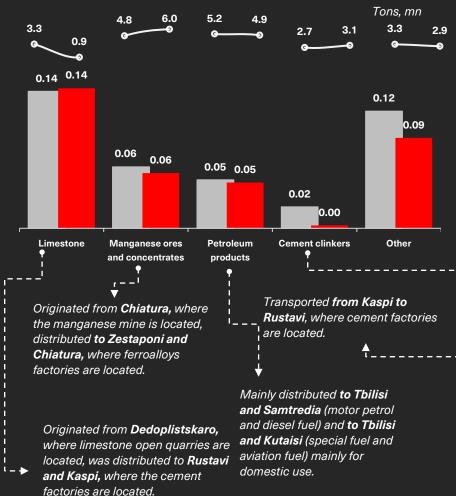
* "Other" category includes cargo transported to the seaports of **Poti** and **Batumi** by Georgian Railway before leaving the country by sea.

DOMESTIC Increased transportation on Chiatura-Zestaponi and Kaspi-Rustavi routes 3M 2024 3M 2023 % % const. curr. Revenue (GEL mln) 4.0 2.0 95.7 93.1 Freight volume (tons mln) NA 0.3 15.3 0.4 Increased share of relatively more profitable direction, such as Moliti Freight turnover (ton-km mln) -NA 40.3 35.6 13.0 • - and decreased share of less profitable directions Revenue/ton-km (in Tetri) 9.84 5.68 73.2 70.9

MAIN ROUTES OF DOMESTIC TRANSPORTATION



MAIN DOMESTIC PRODUCT TYPES AND TOP DIRECTIONS



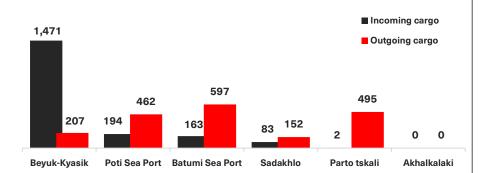
TRANSIT

	3M 2024	3M 2023	%	% const. curr.
Revenue (GEL mln)	59.5	60.0	(1.0)	(2.3)
Freight volume (tons mln)	1.9	1.9	3.3	NA
Freight turnover (ton-km mln)	721.7	687.8	4.9	•NA
Revenue/ton-km (in Tetri)	8.24	8.73	(5.6)	(6.9) • -

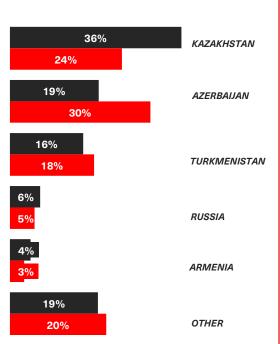
Increased transportation from Kazakhstan, Armenia and Russia, partially offset by decreased transportation from Azerbaijan and Turkmenistan

Decreased share of relatively more profitable direction, such as Azerbaijan-Türkiye route and increased share of less profitable directions such as Kazakhstan-Netherland and Azerbaijan-Ukraine routes

TRANSIT BORDER CROSSINGS



TRANSPORTATION VOLUME BY COUNTRIES OF ORIGIN



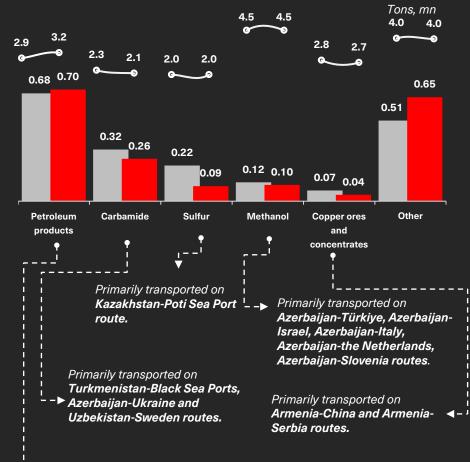
BEYUK-KYASIK AS BORDER CROSSING

- Highest 77% share of Beyuk-Kyasik in incoming volumes.
- Main origin countries for incoming cargoes were Kazakhstan, Azerbaijan and Turkmenistan with 694 thousand tons, 360 thousand tons and 297 thousand tons, respectively.

BLACK SEA PORTS AS BORDER CROSSINGS

- Highest 81% share of Black Sea Ports (Poti, Batumi and Parto Tskali) in outgoing volumes.
- Main destination countries were Netherlands, Armenia and Azerbaijan, with 201 thousand tons, 152 thousand tons and 116 thousand tons, respectively.

MAIN IMPORTED PRODUCT TYPES AND TOP DIRECTIONS



Primarily transported on Kazakhstan-Netherlands and Kazakhstan-Black Sea Ports routes (heavy fuel oil), Turkmenistan-Black Sea Ports and Turkmenistan-Italy routes (light fuel oi), Russia-Armenia, Azerbaijan-Black Sea Ports and Türkiye-Black Sea Ports routes (diesel fuel), Kazakhstan-Netherlands, Azerbaijan-Italy and Uzbekistan-USA routes (gas oil) and Russia-Armenia route (special petrol).

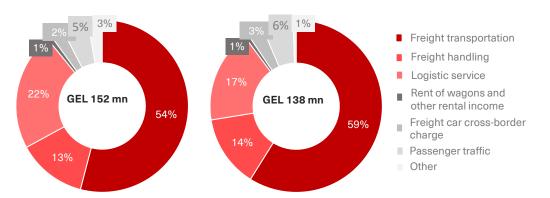
REVENUE BREAKDOWN

GEL '000	3M 2024	3M 2023	%	% const. curr.
Freight transportation	82,322	81,254	1.3	19.6
Freight handling	19,774	18,681	5.9	25.0
Logistic service	33,604	23,997	40.0	65.4
Rent of wagons and other rental income	1,285	1,003	28.1	51.3
Freight car cross-border charge	3,647	4,096	(11.0)	5.1
Passenger traffic	7,608	8,091	(6.0)	11.0
Other	4,019	815	393.1	482.3
Revenue	152,259	137,937	10.4	30.4
Other income	7,832	3,803	105.9	143.2

INCOME FROM OPERATIONS (as % of total)

3M 2024

3M 2023



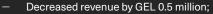
MAIN FACTORS INFUENCING PERFORMANCE

FREIGHT TRANSPORTATION



- Tariffs denominated in USD;
- Upturn in revenue caused by increased transported volume by 3%.

PASSENGER TRAFFIC





Mentioned change is related to the decrease in the number of passengers on mainline and international routes, which are more profitable directions, which was partially offset by an increase in number of passengers transported on regional routes.

FREIGHT HANDLING



- Increased revenue by GEL 1.1 million;
- Increased revenue from 24-hour services.

OTHER REVENUE



- Increased revenue by GEL 3.3 million;
 - This increase was primarily due to income generated from scrap realization.

LOGISTIC SERVICE



- Increased revenue by GEL 9.6 million;
 - The boost in revenue from logistic services can be mainly attributed to the increased revenue from GR's subsidiary, which provides container transportation services.

OTHER INCOME



 Increased revenue by GEL 4.0 million mainly due to income generated from a successful litigation.

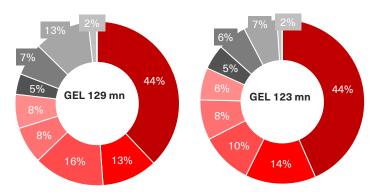
COST BREAKDOWN

GEL '000	3M 2024	3M 2023	%	% const. curr.
Employee benefits expense	56,593	57,100	(0.9)	17.0
Depreciation and amortization expense	16,356	18,283	(10.5)	5.6
Impairment loss/(gain) on trade receivables	209	(47)	(545.0)	(625.1)
Electricity	10,853	10,371	4.7	23.6
Materials	3,214	3,470	(7.4)	9.4
Repair and maintenance	4,922	2,286	115.3	154.3
Fuel	1,873	2,598	(27.9)	(14.9)
Freight car cross-border charge	2,412	1,307	84.5	117.9
Logistic services	20,837	13,409	55.4	83.5
Security and other operating expenses	5,816	7,885	(26.2)	(12.9)
Taxes other than income tax	6,057	6,468	(6.4)	10.6
TOTAL	129,142	123,130	4.9	23.9

COST BREAKDOWN (as % of total)

3M 2024

3M 2023



- Employee benefits expense
- Depreciation and
- amortization expenses
- Logistic service
- Electricity
- Materials, repair and maintenance and fuel
- Taxes other than income tax
- Security
- Other operating expenses
- Freight car cross-border charge
- Impairment gain/(loss) on trade receivables

MAIN FACTORS INFUENCING PERFORMANCE

PAYROLL EXPENSES

Decreased expenses by GEL 0.5 million;



- Decrease in total salary costs, mainly due to a reduction in the number of employees;
- Increase in other benefits, mainly becase of the higher insurance costs due to increased tariffs from the insurance company.

FREIGHT CAR CROSS-BORDER CHARGE



Increased expenses by GEL 1.1 million mainly caused by increased usage of tank cars and grain hoppers.

MATERIALS, REPAIR AND MAINTENANCE



- Decreased expenses by GEL 2.4 million:
- Increased repair and maintenance expenses primarily driven by increased costs related to repair of machinery and rolling stock.

LOGISTIC SERVICE



Increased expenses by GEL 7.4 million due to increased freight forwarding expenses of GR's subsidiary, providing container transportation services.

FUEL



Decreased expenses by GEL 0.7 million due to a decrease in fuel consumption.

SECURITY AND OTHER

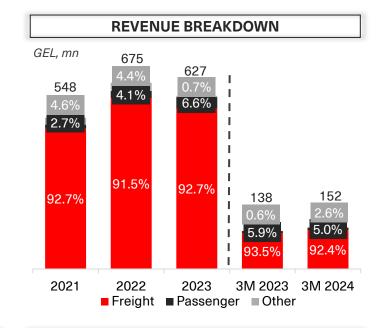


- Decreased expenses by GEL 2.1 million;
- Decreased security expenses mainly due to additional security costs incurred in 2023, before GR entered into a long-term contract with a security company;
- Decreased other operating expenses primarily due to lower costs related to software and hardware services, as well as railway equipment repair and maintenance.

SOLID TRACK RECORD OF REVENUE GENERATION

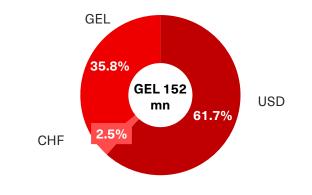
REVENUE ANALYSIS

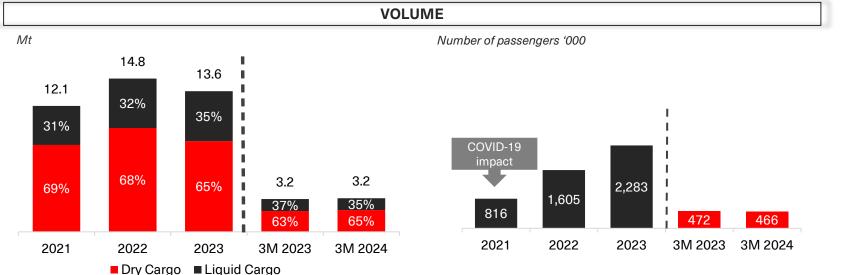
- Total revenue increased by 10 percent during first three months of 2024, reaching GEL 152.3 mln. Freight transportation revenue category increased by 1 percent in the first three months of 2024. Revenue from passenger transportation decreased by 6 percent during the period under review, compared to the same period of 2023.
- Most part of the Group's revenue is denominated in USD, representing natural hedge against national currency depreciation risk.
- Average revenue per passenger-km from first three months of 2023 to the same period of 2024 has remained the same at 5.9
 Tetri.
- The main bottleneck of the infrastructure is a mountainous region located in the center of Georgia. De-bottlenecking of existing infrastructure and increasing the throughput capacity of the rail line from 27mt to 48mt annually will have a positive impact on the Group's financial performance.



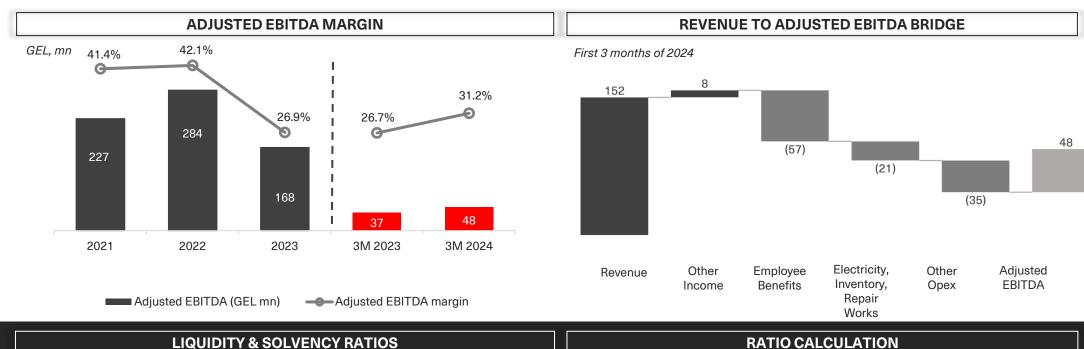
REVENUE SPLIT BY CURRENCIES

First 3 months of 2024





SIGNIFICANT HIGHLIGHTS



LIQUIDITY & SOLVENCY RATIOS

70		

Net Debt to Adjusted EBITDA Debt to Equity

Debt to Assets

LIQUIDITY

Current Ratio

Quick Ratio

Cash Ratio

Net financial indebtedness divided by adjusted EBITDA

- Loans and borrowings divided by total equity

Loans and borrowing divided by total assets

Current Assets divided by current liabilities

- Current Assets minus inventories divided by current Liabilities

- Cash and cash equivalents divided by total current liabilities

BALANCE SHEET OVERVIEW

NON-CURRENT ASSETS

In thousand GEL	31 Mar 24	31 Dec 23	% Change	Abs. Change
Total assets	2,526,309	2,495,961	1.2	30,349
Property, plant and equipment	1,940,844	1,921,379	1.0	19,465
Other non-current assets (LT)	140,109	158,909	(11.8)	(18,800)
Investments	55,815	27	100.0	55,788
Trade and other receivables (ST)	62,789	30,905	103.2	31,884
Total Liabilities	1,641,656	1,627,917	0.8	13,739
Loans and borrowings (ST)	50,606	36,298	39.4	14,308
Trade and other payables (ST)	135,525	142,117	(4.6)	(6,592)

DRIVERS OF SIGNIFICANT CHANGES

PROPERTY, PLANT AND EQUIPMENT (PPE



 The GEL 19.5 million increase was primarily due to the reclassification of some construction materials from other non-current assets to PP&E.

INVESTMENTS



• The loan issued to the former shareholder, JSC Development Fund of Georgia (formerly JSC Partnership Fund), has been recovered through the acquisition of a 22% ownership stake in Gardabani TPP.

TRADE AND OTHER RECEIVABLES (ST)



 The GEL 31.9 million increase due to higher receivables of the Company's subsidiary, as well as due to successful litigation.

LOANS AND BORROWINGS (ST)



The increase of GEL 14.3 million in short-term borrowings was mainly due to interest payable on issued bond.

TRADE AND OTHER PAYABLES (ST



The GEL 6.6 million decrease was mainly due to the payment of GEL 26.8 million to suppliers for constructing and designing signaling centralization and blocking systems on the Kashuri-Zestafoni segment. This decrease was partially offset by a GEL 7.0 million increase in other payables for software services, as well as GEL 8.4 million in advance payments received for future scrap sales.

LEVERAGE OVERVIEW

GREEN EUROBONDS

Loan amount

Currency

Issue date

Maturity date

Interest

Interest payment

Payment dates

Purpose

500mm USD

> 17/06/2021 17/06/2028

> > 4.00%

Semiannual 17 Jun and 17 Dec

Refinancing Eurobonds due 2022

CREDIT SUISSE DEBT

Loan amount

Currency

First utilization

Maturity date

Interest

Interest payments

Payment dates

Purpose

43.6 mm USD 07/15/2016

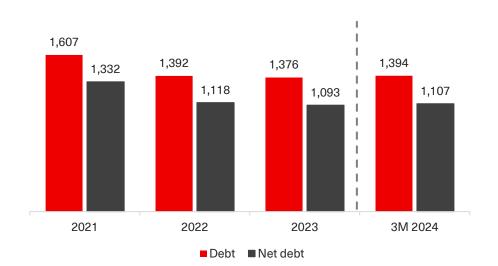
11/10/2026 Libor + 1.25%

Semiannual

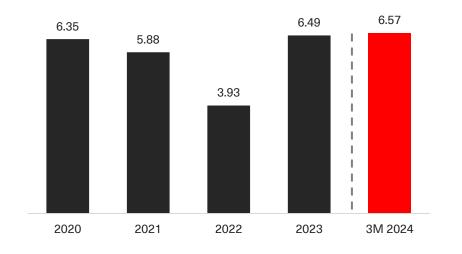
10 May and 10 Nov

New passenger trains

DEBT GEL, mn



NET DEBT/EBITDA



KEY HISTORICAL FINANCIAL HIGHLIGHTS

INCOME STATEMENT							
In thousand GEL	2021	2022	2023	3M 2023	3M 2024		
Revenue	547,868	674,773	624,173	137,937	152,259		
Other income	8,951	15,825	8,993	3,803	7,832		
Payroll expenses/Employee benefits expense	(180,701)	(197,708)	(239,056)	(57,100)	(56,593)		
Depreciation and amortization expenses	(58,397)	(66,585)	(76,895)	(18,283)	(16,356)		
Electricity, consumables and maintenance costs	(54,567)	(80,207)	(74,722)	(18,725)	(20,862)		
Impairment loss on trade receivables	(2,791)	840	6,016	47	(209)		
Other expenses	(94,975)	(128,521)	(153,948)	(29,069)	(35,122)		
RESULTS FROM OPERATING ACTIVITIES	165,388	218,417	97,561	18,610	30,950		
Finance income	23,670	30,478	38,859	8,788	6,333		
Finance costs	(220,071)	(70,493)	(61,090)	(14,147)	(14,428)		
Net foreign exchange gain/(loss)	84,224	218,923	12,065	69,302	(6,279)		
NET FINANCE COSTS	(112,177)	178,908	(10,166)	63,943	(14,374)		
PROFIT BEFORE INCOME TAX	53,211	397,325	87,395	82,553	16,575		
Income tax expense	(500)	(644)	(619)	(231)	(52)		
PROFIT AND TOTAL COMPREHENSIVE INCOME	52,711	396,681	86,776	82,322	16,523		

KEY HISTORICAL FINANCIAL HIGHLIGHTS

BALANCE SHEET						
GEL '000	2021	2022	2023	3M 2024		
Non-current Assets						
Property, plant and equipment	1,825,474	1,831,197	1,921,379	1,940,844		
Loans receivable	31,282	0	0	0		
Other non-current assets	130,961	181,709	158,909	140,109		
Other receivable	0	47,738	53,037	0		
Investment subsidiary	0	0	27	55,815		
Total Non-current Assets	1,987,717	2,060,644	2,133,352	2,136,768		
Current Assets						
Inventories	36,937	33,944	37,330	36,527		
Current tax assets	0	3,363	7,265	0		
Trade and other receivables	13,965	14,519	30,905	62,789		
Prepayments and other current assets	5,635	8,347	3,562	3,600		
Cash and cash equivalents	212,224	274,629	283,547	286,626		
Term deposit	3,254	4,071	0	0		
Total Current Assets	272,015	338,873	362,609	389,542		
Total Assets	2,259,732	2,399,517	2,495,961	2,526,309		
Equity						
Charter capital	1,054,805	1,055,031	1,055,031	1,055,119		
Non-cash owner contribution reserve	100,585	100,602	100,602	100,601		
Retained earnings	(742,261)	(374,365)	(287,589)	(271,066)		
Total Equity	413,129	781,268	868,044	884,654		
Non-current Liabilities						
Loans and borrowings	1,590,817	1,378,147	1,339,840	1,343,049		
Advances received from the Government	46,594	46,594	46,593	46,593		
Trade and other payables	56,198	30,242	36,714	34,715		
Total Non-current Liabilities	1,693,609	1,454,983	1,423,147	1,424,357		
Current liabilities						
Loans and borrowings	16,015	14,273	36,298	50,606		
Trade and other payables	105,873	122,242	142,117	135,525		
Liabilities to the Government	4,718	4,712	4,712	4,712		
Provisions	14,397	13,981	11,214	10,313		
Current Tax liabilities	3,515	0	0	2,779		
Other current liabilities	8,476	8,058	10,429	13,363		
Total current Liabilities	152,994	163,266	204,770	217,298		
Total Liabilities	1,846,603	1,618,249	1,627,917	1,641,656		
Total Equity and Liabilities	2,259,732	2,399,517	2,495,961	2,526,309		

CASH FLOW STATEMENT

 <u>GEL</u> '000	2021	2022	2023	3M 2023	3M 2024
Net cash from operating activities	247,300	288,221	176,815	49,261	44,648
Net cash used in investing activities	(56,601)	(122,536)	(100,876)	(26,460)	(42,011)
Net cash (used in)/from financing activities	(285,028)	(96,802)	(66,858)	0	0
Net change in cash and cash equivalents	(94,329)	68,883	9,081	22,801	2,637
Cash and cash equivalents at the beginning of period	322,986	212,224	274,629	274,629	283,547
Effects of exchange rate changes on the balance of cash held in foreign currencies	(16,473)	(5,943)	(424)	(959)	245
Cash and cash equivalents at the end of the period	212,224	274,629	283,547	296,492	286,626