



### GR AT A GLANCE

Key performance indicators

# STRATEGIC BUSINESS UNITS AND SUBSIDIARIES

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- Freight transportation segment overview
- Passenger transportation segment
- Freight forwarding services

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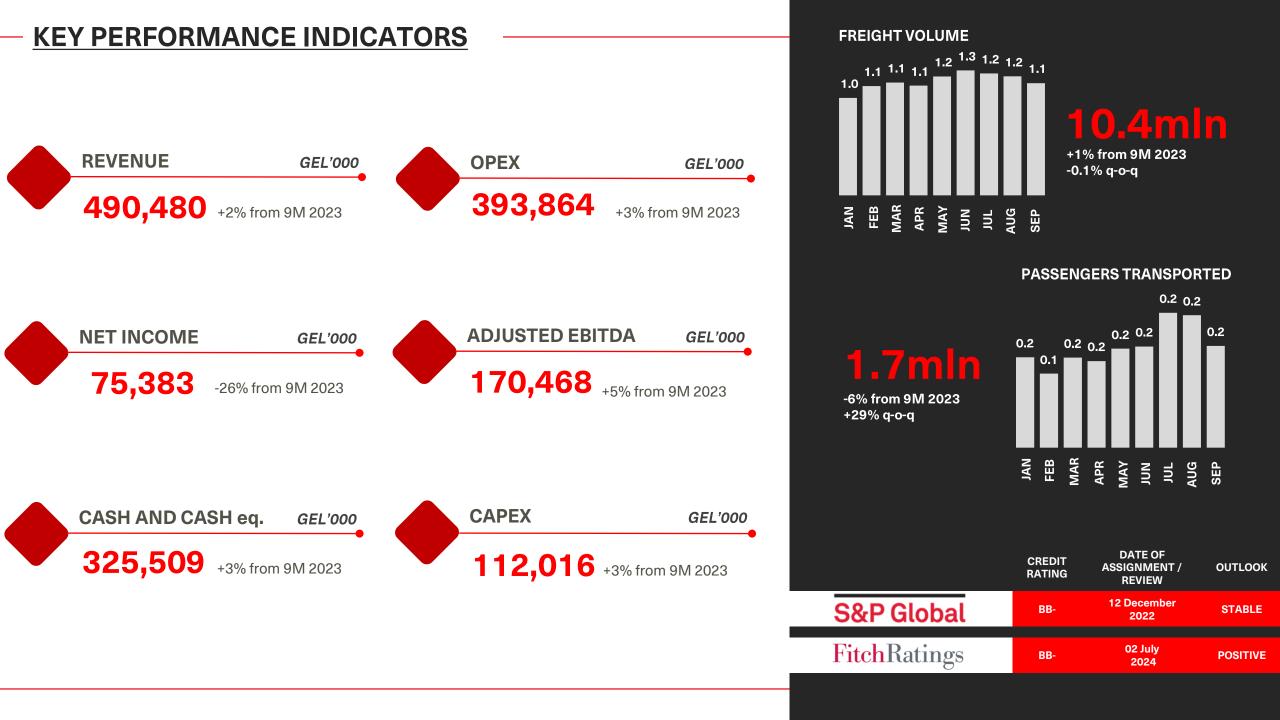
## FREIGHT TRANSPORTATION

- Import transportation
- Export transportation
- Domestic transportation
- Transit transportation

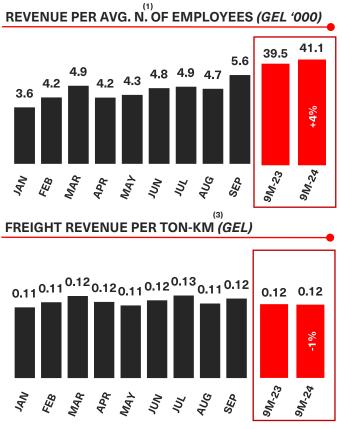
### FINANCIAL PROFILE & RECENT DEVELOPMENTS

- P&L overview
- Balance sheet overview
- Significant highlights
- Solid track record of revenue generation
- Leverage overview

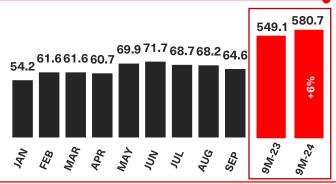
### APPENDIX

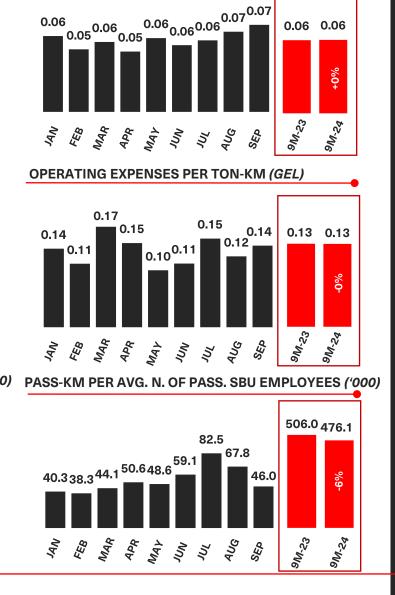


# **KEY OPERATING MEASURES**



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

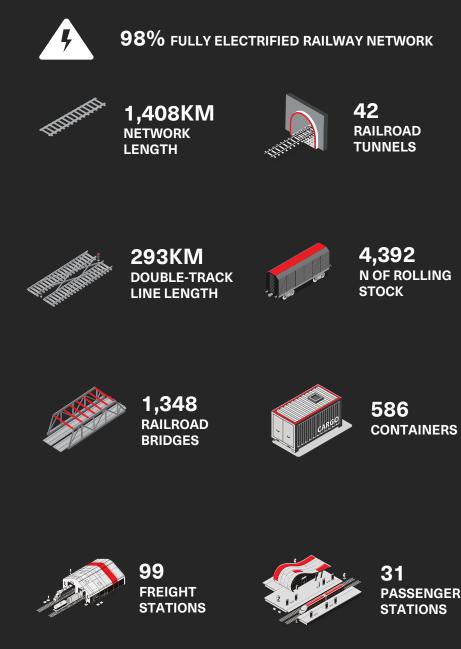




PASSENGER REVENUE PER PASS-KM (GEL)

0.06 0.06

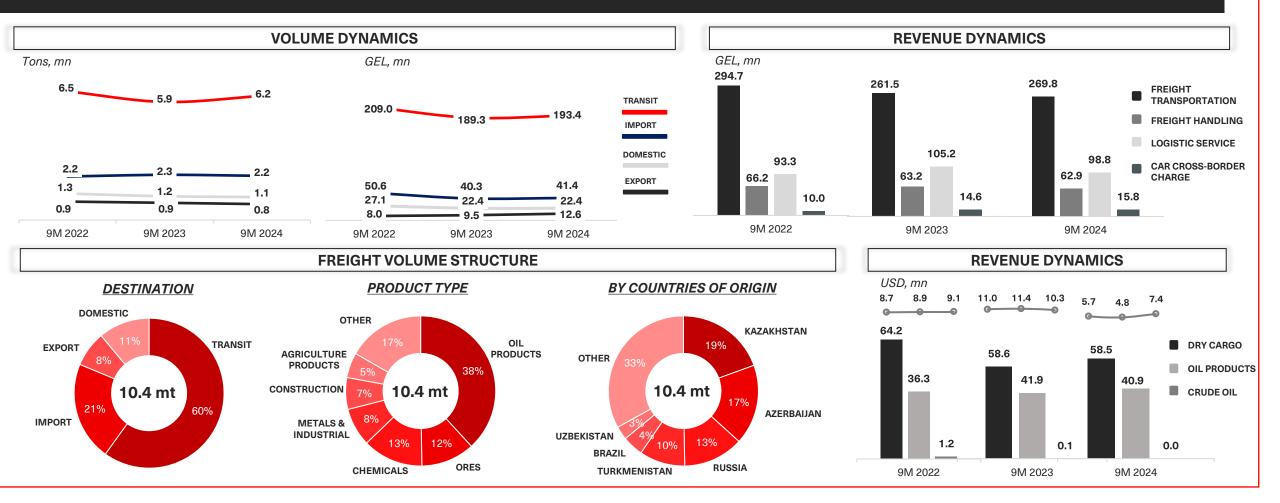
0.06



Notes: (1) average number; (2) passenger-kilometer; (3) ton-kilometer

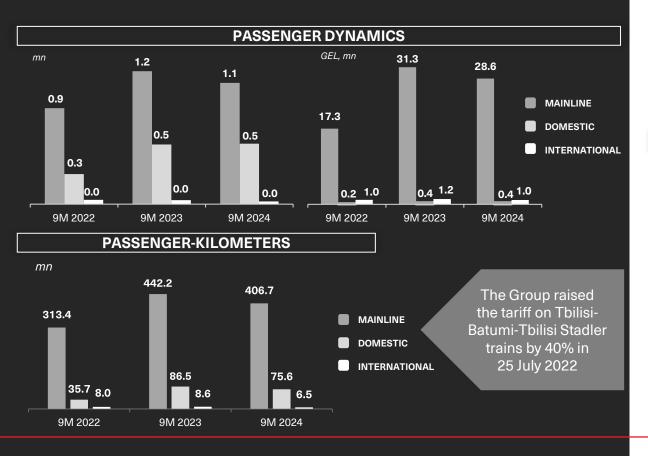
# **FREIGHT TRANSPORTATION SEGMENT OVERVIEW**

- Freight Transportation SBU 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 2024, 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 5,084 by the end of September of 2024.



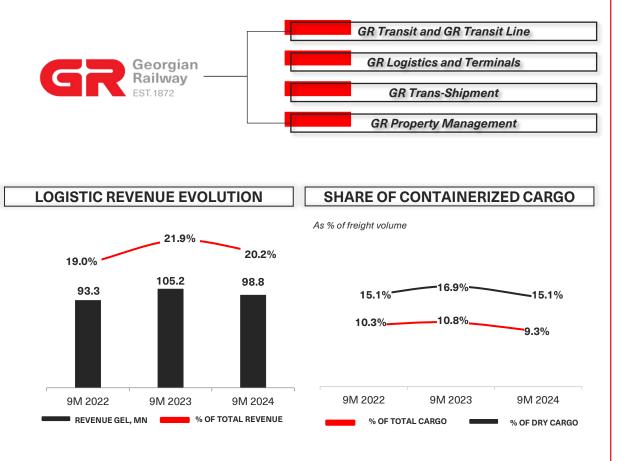
# PASSENGER TRANSPORTATION SEGMENT

- 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 designates GEL 8.0 million for 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.



# FREIGHT TRANSPORTATION

tons, 1,157 thousand tons and 966

thousand tons, respectively.

thousand tons, 507 thousand tons and 354

thousand tons, respectively.

#### TRANSIT Increased transportation from 4.5 4.5 Kazakhstan, partially offset by decreased transportation from 3.2 2.9 2.7 2.7 Azerbaiian 9M 2024 9M 2023 % % const. curr. 2.2 2.1 2.0 2.0 **Revenue (GEL mln)** 189.3 2.2 (1.7) 193.4 Decreased share of relatively more 2.41 2.24 profitable directions, such as Azerbaijan-6.2 5.9 5.1 NA Freight volume (tons mln) Türkiye route and increased share of less -NA - -' profitable directions such as Kazakhstan-2,341.5 2,215.2 5.7 Freight turnover (ton-km mln) Netherland and Kazakhstan-China routes 0.87 0.72 (7.0) 🗕 – Revenue/ton-km (in Tetri) 8.26 8.54 (3.3)0.42 0.43 0.37 0.37 0.37 0.34 TRANSIT BORDER CROSSINGS TRANSPORTATION VOLUME BY **COUNTRIES OF ORIGIN** Sugar Sulfur Petroleum Carbamide Methanol 4.600 ■ 9M 2024 ■ 9M 2023 products Incoming cargo ■ 9M 2024 9M 2023 Outgoing cargo 32% KAZAKHSTAN 22% 1,808 1,725 Primarily transported on Brazil-1,275 19% 949 AZERBAIJAN Azerbaijan, Brazil-Uzbekistan and Primarily transported on 789 549 25% 465 Kazakhstan-Poti Sea Port Brazil-Armenia routes. 217 66 11 9 route. 15% Primarily transported on on Beyuk-Kyasik Poti Sea Port Batumi Sea Port Sadakhlo Parto Tskali Akhalkalaki TURKMENISTAN Primarily transported on Azerbaijan-Türkiye, Azerbaijan-19% - Furkmenistan-Black Sea Ports Netherlands, Azerbaijan-Italy and Azerbaijan-Ukraine routes. BEYUK-KYASIK AS BORDER CROSSING BLACK SEA PORTS AS BORDER CROSSINGS and Azerbaijan-Romania routes. 7% BRAZIL Highest 74% share of Beyuk-Kyasik in Highest 77% share of Black Sea Ports (Poti, 7% Batumi and Parto Tskali) in outgoing incoming volumes. volumes. Primarily transported on Kazakhstan-Netherlands and Kazakhstan-Main origin countries for incoming 5% RUSSIA Black Sea Ports routes (heavy fuel oil), Turkmenistan-Black Sea Ports - - cargoes were Kazakhstan. Azerbaijan Main destination countries were 6% and Turkmenistan-Italy routes (light fuel oi), Russia-Armenia and and Turkmenistan with 1,986 thousand Netherlands, Türkiye and China with 1,043

22%

21%

OTHER

Azerbaijan-Black Sea Ports routes (diesel fuel), Kazakhstan-Netherlands and Uzbekistan-USA routes (gas oil) and Russia-Armenia route (special petrol).

MAIN TRANSIT PRODUCT TYPES AND TOP DIRECTIONS

Tons, mn

1.78 1.83

Other

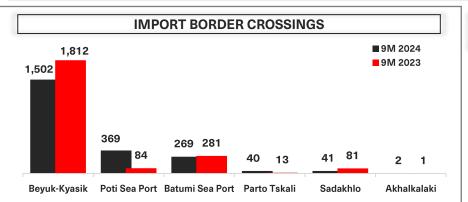
2.7

3.0

# FREIGHT TRANSPORTATION

# **IMPORT**

	9M 2024	9M 2023	%	% const. curr.
Revenue (GEL mln)	41.4	40.3	2.7	(1.2)
Freight volume (tons mln)	2.2	2.3	(2.2)	NA
Freight turnover (ton-km ml	n) 301.8	296.8	1.7 •	<del>NA</del> <u>-</u>
Revenue/ton-km (in Tetri)	13.72	13.58	1.0	(2.8) •



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

and Romania.

respectively.

14% increase in share was due to increased

transportation from Russia, Bulgaria, Türkiye

The main importer countries using Black Sea

petroleum products transportation) with 242

Ports for entering country were Russia,

Bulgaria, Türkiye and Romania (mostly

thousand tons, 83 thousand tons, 80

thousand tons and 80 thousand tons,

- Highest 68% share of Beyuk-Kyasik in -The share of Black Sea Ports (Poti, Batumi and Parto Tskali) for imported product was total import. 31%.
- 12% decrease, compared to the same period of 2023 due to decreased import from Russia by 366 thousand tons.
- Main origin countries using Beyuk-Kyasik station - Russia (mostly petroleum product transportation) and Azerbaijan (mostly cement clinkers transportation) with 698 thousand tons and 611 thousand tons, respectively.

Bulgaria, Türkiye and Greece partially offset by decreased transportation from Armenia and Azerbaijan

Russia

16%

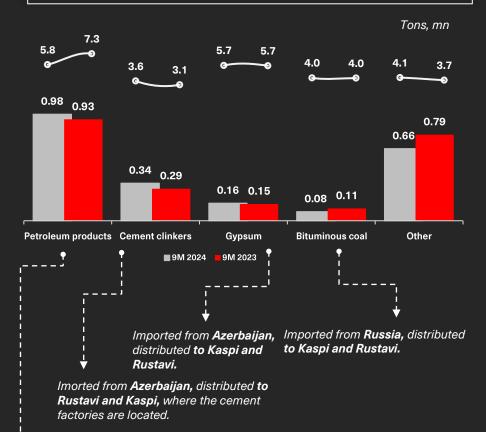
Increased share of relatively less profitable directions, such as

Bulgaria and decreased share of more profitable directions, such as

Increased transportation from

TRANSPORTATION VOLUME BY **COUNTRIES OF ORIGIN** ■ 9M 2024 ■ 9M 2023 42% RUSSIA 54% 28% AZERBAIJAN 23% 4% BULGARIA 1% 4% 2% TÜRKIYE 4% ROMANIA 3% 3% CHINA 1% 16% OTHER

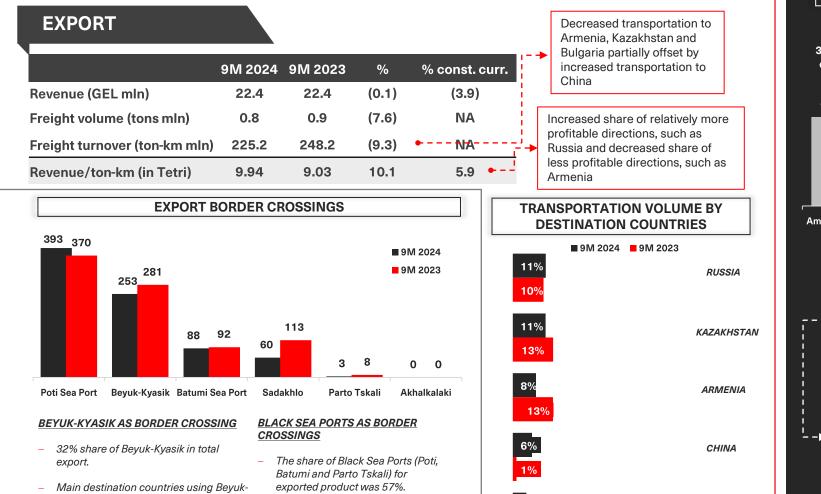
### MAIN IMPORTED PRODUCT TYPES AND TOP DIRECTIONS



Mostly imported from **Russia** (motor fuel, diesel fuel and bitumen),

Romania and Bulgaria (special petrol) mainly intended to satisfy the ч — **Б** domestic demand; also imported from Türkiye, Greece and Turkmenistan (aviation fuel) mainly used by domestic aviation companies in Georgia.

# FREIGHT TRANSPORTATION

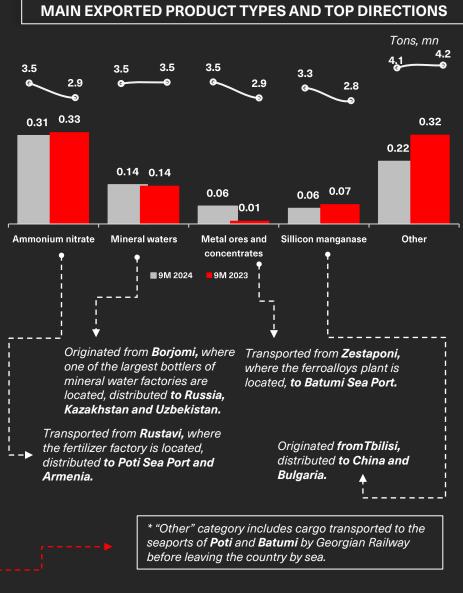


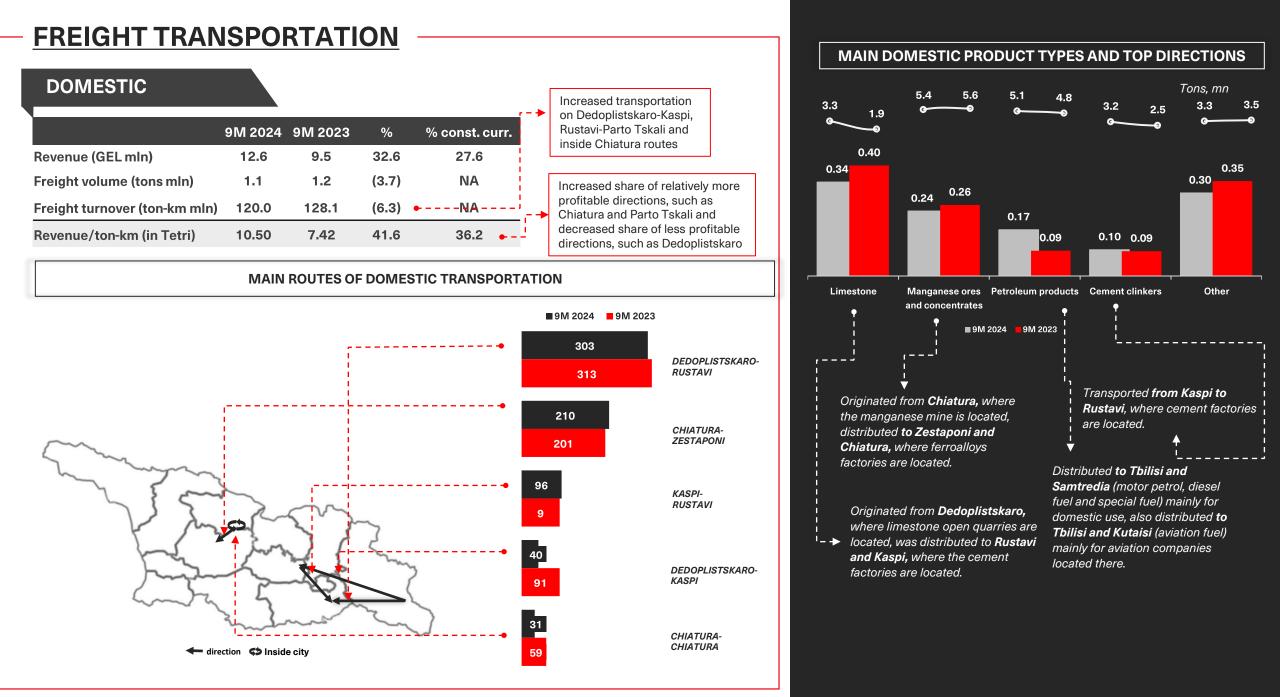
4%

4%

- Kvasik station were Russia and Kazakhstan with 86 thousand and 85 thousand tons, respectively, mostly for mineral water transportation.
- Main exported products were ammonium nitrate (306 thousand tons) and sillico manganese (56 thousand tons).







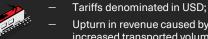
# **REVENUE BREAKDOWN**

GEL '000	9M 2024	9M 2023	%	% const. curr.
Freight transportation	269,817	261,483	3.2	(0.7)
Freight handling	62,873	63,164	(0.5)	(4.2)
Logistical services	98,835	105,220	(6.1)	(9.6)
Rent of wagons and other rental income	3,864	3,130	23.5	18.8
Freight car cross-border charge	11,942	11,490	3.9	(0.0)
Passenger traffic	32,620	32,883	(0.8)	(4.6)
Other	10,529	3,832	174.8	164.3
Revenue	490,480	481,204	1.9	(1.9)
Other income	22,847	6,574	247.5	234.4

**INCOME FROM OPERATIONS (as % of total)** 9M 2024 9M 2023 Freight transportation Freight handling Logistic service 22% Rent of wagons and 20% **GEL 490 mn** GEL 481 mn other rental income 54% 55% Freight car cross-border charge Passenger traffic Other

### MAIN FACTORS INFUENCING PERFORMANCE

#### **FREIGHT TRANSPORTATION**



Upturn in revenue caused by increased transported volume by 1%.

#### **OTHER REVENUE**



- Increased revenue by GEL 6.7 million;
- This increase was primarily due to income generated from scrap realization. However, it was partially offset by a lower in income from the sale of materials (excluding scrap metal).

### LOGISTICAL SERVICES

- Decreased revenue by GEL 6.4 million;
- This decrease was driven by GR's subsidiary, which provides container transportation services. The subsidiary's decreased income was primarily due to a decreased container transportation to the Azerbaijanian direction and on BTK line, as well as decrease in freight transportation Turkmenistan direction (carbamide transportation).

#### PASSENGER TRAFFIC

- Decreased revenue from passenger transportation by GEL 2.8 million primarily due to a reduction in the number of passengers transported, especially on mainline and international routes, which are the more profitable segments;
- The decline was partially offset by revenue received under Public Service Contract (PSC), between JSC Georgian Railway and the Government of Georgia, under which the Government should compensate for losses incurred on unprofitable passenger routes.

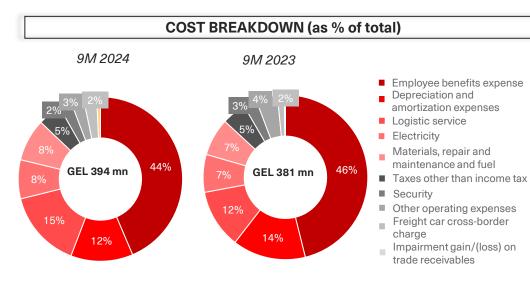
#### **OTHER INCOME**



Increased revenue by GEL 16.3 million primarily due to the profit generated from associate entity (GEL 12.3 million), as well as proceeds from successful litigation.

# **COST BREAKDOWN**

GEL '000	9M 2024	9M 2023	%	% const. curr.
Employee benefits expense	171,674	175,743	(2.3)	(6.0)
Depreciation and amortization expense	48,211	54,783	(12.0)	(15.3)
Impairment loss/(gain) on trade receivables	2,794	873	220.0	207.9
Electricity	30,223	28,284	6.9	2.8
Materials	15,243	11,268	35.3	30.1
Repair and maintenance	12,053	10,220	17.9	13.5
Fuel	5,536	6,694	(17.3)	(20.4)
Freight car cross-border charge	10,188	5,093	100.0	92.5
Logistic services	60,222	44,109	36.5	31.4
Security and other operating expenses	19,417	25,945	(25.2)	(28.0)
Taxes other than income tax	18,303	18,107	1.1	(2.8)
TOTAL	393,864	381,119	3.3	(0.6)



### MAIN FACTORS INFUENCING PERFORMANCE

#### PAYROLL EXPENSES

- Decreased expenses by GEL 4.1 million;
  - This reduction was primarily driven by a 2.9 percent decrease in total salary costs, mainly due to a 3.3 percent reduction in the number of employees.

#### MATERIALS, REPAIR AND MAINTENANCE

- Increased expenses by GEL 5.8 million;
- GEL 4.0 million rise in material expenses, mainly driven by a higher volume of purchased materials, particularly related to the track superstructure;
- GEL 1.8 million increase in repair and maintenance expenses, primarily due to more repair works for machinery and rolling stock.

#### ELECTRICITY



Increased expenses by GEL 1.9 million mainly driven by increased cargo transportation and a higher average electricity tarif.

#### LOGISTICAL SERVICES



Increased expenses by GEL 16.1 million primarily due to the ommission of full nine month costs atributable to 2023.

#### FREIGHT CAR CROSS-BORDER CHARGE



Increased expenses by GEL 5.1 million mainly caused by increased usage of tank cars and semiwagons.

#### **D&A EXPENSES**



 million;
 In 2024, the useful life of certain assets was reassessed and adjusted, leading to this reduction in depreciation and

amortization expenses

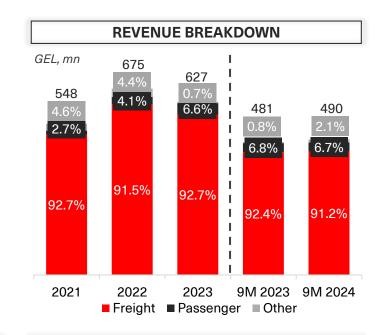
Decreased expenses by GEL 6.6

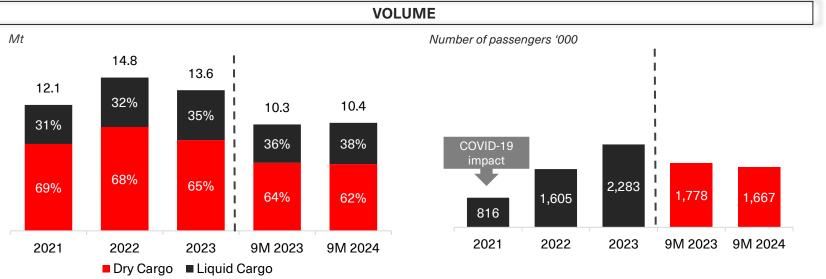
- SECURITY AND OTHER
- Decreased expenses by GEL 6.5 million;
- This reduction was primarily due to higher expenses related to software and hardware services.

# **SOLID TRACK RECORD OF REVENUE GENERATION**

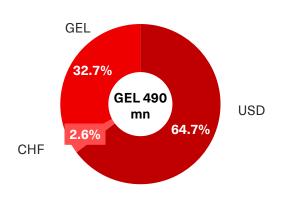
### **REVENUE ANALYSIS**

- Total revenue increased by 2 percent during first six months of 2024, reaching GEL 490.5 mln. Freight transportation revenue category increased by 3 percent, while revenue from passenger transportation decreased by 1 percent n the first nine months of 2024, 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.
- The average revenue per passenger-km from the first nine months of 2023 to the same period of 2024 has remained the same at 6.1 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.



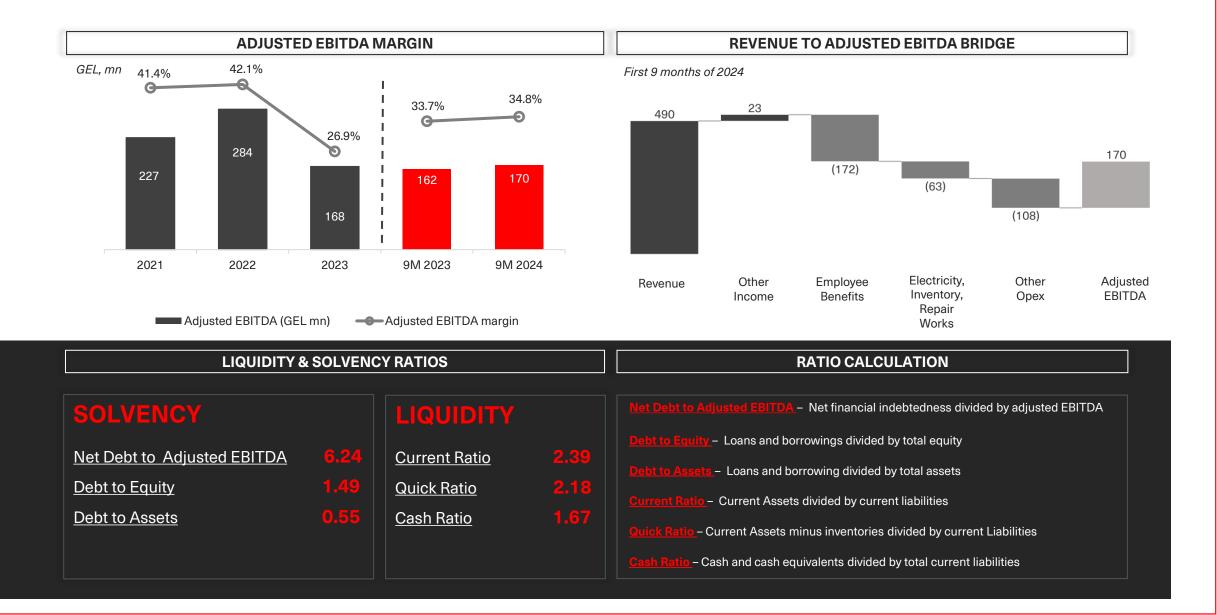






First 9 months of 2024

# **SIGNIFICANT HIGHLIGHTS**



# **BALANCE SHEET OVERVIEW**

### **NON-CURRENT ASSETS**

In thousand GEL	30 Sep 24	31 Dec 23	% Change	Abs. Change
Total assets	2,576,247	2,495,961	3.2	80,285
Property, plant and equipment	1,943,209	1,921,379	1.1	21,830
Investments	70,171	-	-	-
Prepayments and other current assets	11,125	3,562	212.3	7,563
Total Liabilities	1,632,731	1,627,917	0.3	4,814
Loans and borrowings (LT)	1,377,844	1,399,840	2.8	38,004
Trade and other payables (ST)	112,123	142,117	(21.1)	(29,994)

### **DRIVERS OF SIGNIFICANT CHANGES**

#### ROPERTY, PLANT AND EQUIPMENT (PPE



The GEL 21.8 million increase was primarily due to the construction of a new rail network and other engineering works, mostly associated with the Modernization Project.

### NVESTMENTS



The loan issued to the former shareholder, JSC Development Fund of Georgia (formerly JSC Partnership Fund), has been recovered through the acquisition of a 21.7% ownership stake in Gardabani Thermal Power Plant (Gardabani TPP). As a result, the loan amount has been reclassified from the other receivables to the investments account. Additionally, as of 30 September 2024, initial cost of an investment increased by GEL 12.3 million of profit generated by the entity.

### PREPAYMENTS AND OTHER CURRENT ASSETS



The GEL 7.6 6 million increase is attributable to the reclassification of the Company's subsidiaries' trade and other payables to prepayments.

### LOANS AND BORROWINGS (LT)



The GEL 38.0 increase million was due to the GEL depreciation against foreign currencies, as well as the temporary reclassification of a secured loan from long-term to shortterm loans and borrowings as of 31 December 2023.

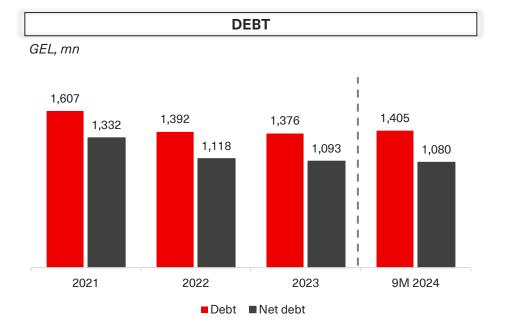
### TRADE AND OTHER PAYABLES (ST)



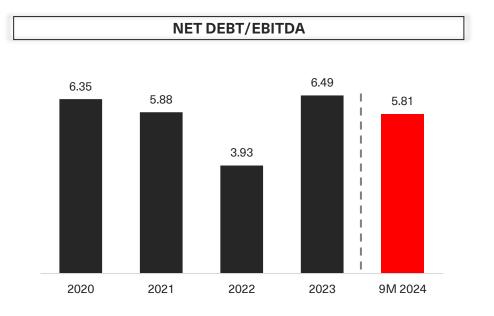
The decrease of GEL 30.0 million was due to the payment of GEL 26.8 million to supplier for constructing and designing signaling, centralization and blocking systems on the Kashuri-Zestafoni segment, which was partially offset by increased payables of GR's subsidiaries.

# **LEVERAGE OVERVIEW**

GREEN EUROBONDS				
<ul> <li>Loan amount</li> </ul>	500mm			
<ul> <li>Currency</li> </ul>	USD			
<ul> <li>Issue date</li> </ul>	17/06/2021			
<ul> <li>Maturity date</li> </ul>	17/06/2028			
<ul> <li>Interest</li> </ul>	4.00%			
<ul> <li>Interest payment</li> </ul>	Semiannual			
<ul> <li>Payment dates</li> </ul>	17 Jun and 17 Dec			
<ul> <li>Purpose</li> </ul>	Refinancing Eurobonds due 2022			



CREDIT S	UISSE DEBT
<ul> <li>Loan amount</li> </ul>	43.6 mm
<ul> <li>Currency</li> </ul>	USD
<ul> <li>First utilization</li> </ul>	07/15/2016
<ul> <li>Maturity date</li> </ul>	11/10/2026
<ul> <li>Interest</li> </ul>	Libor + 1.25%
<ul> <li>Interest payments</li> </ul>	Semiannual
<ul> <li>Payment dates</li> </ul>	10 May and 10 Nov
<ul> <li>Purpose</li> </ul>	New passenger trains



# **KEY HISTORICAL FINANCIAL HIGHLIGHTS**

	INCOME STATEMENT				
In thousand GEL	2021	2022	2023	9M 2023	9M 2024
Revenue	547,868	674,773	624,173	481,204	490,480
Other income	8,951	15,825	8,993	6,574	22,847
Payroll expenses/Employee benefits expense	(180,701)	(197,708)	(239,056)	(175,743)	(171,674)
Depreciation and amortization expenses	(58,397)	(66,585)	(76,895)	(54,783)	(48,211)
Electricity, consumables and maintenance costs	(54,567)	(80,207)	(74,722)	(56,466)	(63,055)
Impairment loss on trade receivables	(2,791)	840	6,016	(873)	(2,794)
Other expenses	(94,975)	(128,521)	(153,948)	(93,254)	(108,129)
RESULTS FROM OPERATING ACTIVITIES	165,388	218,417	97,561	106,658	119,463
Finance income	23,670	30,478	38,859	26,748	17,386
Finance costs	(220,071)	(70,493)	(61,090)	(42,728)	(43,898)
Net foreign exchange gain/(loss)	84,224	218,923	12,065	12,440	(17,108)
NET FINANCE COSTS	(112,177)	178,908	(10,166)	(3,540)	(43,621)
PROFIT BEFORE INCOME TAX	53,211	397,325	87,395	103,118	75,843
Income tax expense	(500)	(644)	(619)	(565)	(460)
PROFIT AND TOTAL COMPREHENSIVE INCOME	52,711	396,681	86,776	102,552	75,383

# **KEY HISTORICAL FINANCIAL HIGHLIGHTS**

BALANCE SHEET							
GEL '000	2021	2022	2023	9M 2024			
Non-current Assets							
Property, plant and equipment	1,825,474	1,831,197	1,921,379	1,943,209			
Loans receivable	31,282	0	0	0			
Other non-current assets	130,961	181,709	158,910	152,745			
Other receivable	0	47,738	53,037	0			
Investments	0	0	0	70,171			
Total Non-current Assets	1,987,717	2,060,644	2,133,353	2,166,125			
Current Assets							
Inventories	36,937	33,944	37,330	36,551			
Current tax assets	0	3,363	7,265	0			
Trade and other receivables	13,965	14,519	30,905	36,937			
Prepayments and other current assets	5,635	8,347	3,562	11,125			
Cash and cash equivalents	212,224	274,629	283,547	286,388			
Term deposit	3,254	4,071	0	39,120			
Total Current Assets	272,015	338,873	362,609	410,122			
Total Assets	2,259,732	2,399,517	2,495,961	2,576,247			
Equity							
Charter capital	1,054,805	1,055,031	1,055,031	1,055,121			
Non-cash owner contribution reserve	100,585	100,602	100,602	100,602			
Retained earnings	(742,261)	(374,365)	(287,589)	(212,207)			
Total Equity	413,129	781,268	868,044	943,516			
Non-current Liabilities							
Loans and borrowings	1,590,817	1,378,147	1,339,840	1,377,844			
Advances received from the Government	46,594	46,594	46,593	46,593			
Trade and other payables	56,198	30,242	36,714	37,013			
Total Non-current Liabilities	1,693,609	1,454,983	1,423,147	1,461,450			
Current liabilities							
Loans and borrowings	16,015	14,273	36,298	27,570			
Trade and other payables	105,873	122,242	142,117	112,123			
Liabilities to the Government	4,718	4,712	4,712	4,712			
Provisions	14,397	13,981	11,214	10,490			
Current Tax liabilities	3,515	0	0	4,411			
Other current liabilities	8,476	8,058	10,429	11,974			
Total current Liabilities	152,994	163,266	204,770	171,281			
Total Liabilities	1,846,603		1,627,917	1,632,731			
Total Equity and Liabilities	2,259,732	2,399,517	2,495,961	2,576,247			

### CASH FLOW STATEMENT

GEL '000	2021	2022	2023	9M 2023	9M 2024
Net cash from operating activities	247,300	288,221	176,815	154,226	174,155
Net cash used in investing activities	(56,601)	(122,536)	(100,876)	(93,971)	(138,241)
Net cash (used in)/from financing activities	(285,028)	(96,802)	(66,858)	(32,877)	(35,776)
Net change in cash and cash equivalents	(94,329)	68,883	9,081	27,378	138
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)	(43)	3,036
Cash and cash equivalents at the end of the period	212,224	274,629	283,547	302,585	286,388