

Azerbaijan Weekly Market Watch

Economy

Current account deficit at US\$ 0.2bn (0.4% of GDP) in 2015

Azerbaijan's current account balance went from a surplus of US\$ 177.3mn in 3Q15 to a deficit of US\$ 463.0mn in 4Q15. In annual terms, the current account posted a US\$ 0.2bn deficit (0.4% of GDP) in 2015, after a surplus of US\$ 10.4bn (13.9% of GDP) in 2014.

The non-oil current account deficit narrowed 1.7% y/y to US\$ 1.6bn in 4Q15 and 11.1% y/y to US\$ 6.8bn in 2015. However, due to two manat devaluations in 2015, the non-oil current account deficit as a share of non-oil GDP widened from 16.5% in 2014 to 18.4% in 2015.

Net FDI at US\$ 0.2bn in 4Q15 and US\$ 0.8bn in 2015

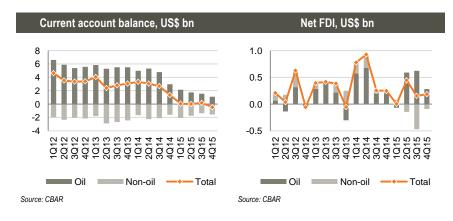
In 4Q15, FDI inflows to Azerbaijan, net of investment repatriations, declined to US\$ 0.8bn, down from US\$ 1.1bn in 3Q15. Outward investments from Azerbaijan also fell to US\$ 0.6bn in 4Q15 from US\$ 0.9bn in 3Q15. As a result, net FDI was up 21.4% q/q to US\$ 0.2bn in 4Q15.

In annual terms, FDI inflows were down 8.3% y/y to US\$ 4.0bn in 2015, while outward FDI was up 47.6% to US\$ 3.3bn, resulting in net FDI falling 64.3% to US\$ 0.8bn.

Non-oil FDI inflows decreased 36.1% y/y in 2015 to US\$ 0.8bn, while outbound FDI increased 99.7% to US\$ 1.5bn, resulting in negative net FDI in non-oil sectors (US\$ 0.6bn) in 2015.

Net capital outflows at US\$ 9.8bn in 2015

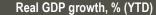
Net capital outflows, measured by portfolio and other investments flows, increased to US2.6bn in 4Q15, up from US0.5bn in 3Q15 and US1.8bn in 4Q14. In annual terms, net capital outflows increased 74.0% y/y to US9.8bn in 2015.

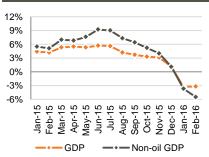


Weekly Market Watch | Azerbaijan April 4, 2016

Key macro indicators						
	2M16	2015	2014			
GDP (% change)	-3.2%	1.1%	2.8%			
NO* GDP (% change)	-5.5%	1.1%	7.0%			
GDP per capita (ppp)			17,761			
GDP per capita (US\$)		5,559	7,936			
Population (mn)	9.7	9.7	9.6			
Inflation (eop)	9.8%	7.7%	-0.1%			
CAB (% of GDP)		-0.4%	13.9%			
NO* CAB (% of NOGDP)		-18.4%	-16.5%			
Fiscal balance (% of GDP)		-5.3%	2.9%			
NO* fiscal bal. (% of NOGDP)		-33.7%	-38.1%			
Gross reserves (US\$ bn)		38.6	50.9			
Source: Official data						

*Non-oil





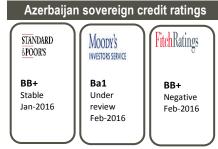
Source: AzSTAT

International ranking of Azerbaijan

Ease of Doing Business # 63

Economic Freedom Index # 91 (moderately free) Global Competitiveness Index # 40 (regional leader)

Source: World Bank, Heritage Foundaition and World Economic Forum



Source: Rating agencies



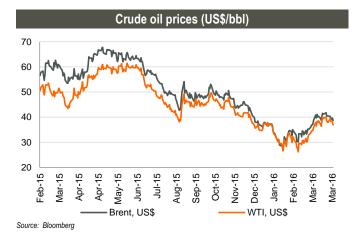
Oil prices and exchange rate

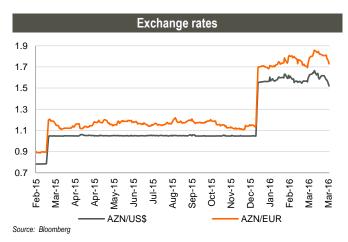
Oil price: Brent oil price was down 4.2% w/w to US\$ 38.7/bbl (down 32.2% y/y), while WTI oil price decreased 2.6% w/w to US\$ 37.0/bbl (down 26.2% y/y). In AZN terms, Brent oil price was down 9.9% w/w to AZN 58.9 (down 1.6% y/y).

Exchange rate: On April 1, 2016, Central Bank set AZN/US\$ rate at 1.5238 (-4.6% w/w) and AZN/EUR at 1.7331 (-4.1% w/w). At Bloomberg AZN/US\$ was trading at 1.5200 (-6.0% w/w) while AZN/EUR was trading at 1.7282 (-4.3% w/w).

Monetary policy rate: Monetary policy rate remained unchanged at 7.0%.

FX auctions: In three FX auctions organized by the Central Bank over the last week, State Oil Fund offered US\$ 300mn, while demand was limited to US\$ 29.9mn, which is 65.0% lower than in the previous week.







Fixed income

Corporate Eurobonds: State Oil Company of Azerbaijan (SOCAR) Eurobond (SOIAZ 03/30) closed at 8.1% yield, trading at 90.3 (+0.9% w/w). International Bank of Azerbaijan Eurobonds (IBAZAZ 06/19) were trading at 92.8 (+0.3% w/w), yielding 8.2%.

Azerbaijan Sovereign Eurobonds (AZERBJ 03/24) closed at 96.0 (+1.6% w/w) at 5.4% yield to maturity.



Source: Bloomberg

	Eurobonds							
	SOIAZ 02/17	SOIAZ 03/23	SOIAZ 03/30	IBAZAZ 05/17	IBAZAZ 09/18	IBAZAZ 06/19	SGCAZE 03/26	AZERBJ 03/24
Amount, US\$ mn	97.1	1000	750	100	198	500	1,000	1,250
Issue date	Feb-2012	Mar-2013	Mar-2015	May-2007	Sep-2013	Jun-2014	Mar-16	Mar-14
Maturity date	Feb-2017	Mar-2023	Mar-2030	May-2017	Sep-2018	Jun-2019	Mar-26	Mar-24
Coupon, %	5.450%	4.750%	6.950%	6.170%	7.750%	5.625%	6.875%	4.750%
Fitch/S&P/ Moody's	BB+/BB+ /Ba1	BB+/BB+ /Ba1	BB+/BB+ /Ba1	BB/-/Ba3	BB/-/Ba3	BB/-/Ba3	BB+/-/ Ba1	BB+/ BB+/ Ba1
Mid price, US\$	101.9	88.6	90.3	95.6	96.9	92.8	100.9	96.0
Mid yield, %	3.1	6.8	8.1	10.5	9.1	8.2	6.8	5.4
Z-spread, bps	172.0	548.4	629.5	818.8	841.5	712.4	512.0	384.6
Source: Bloomber	g							

	Azerba	ijan Eı	urobond u	univer	se
Yie	d (%)				
11 10		AZAZ 19/18			
G IB/	AZAZ ■	13/10	00147		SOIAZ
8	IBAZA	7	SOIAZ 03/23		03/30
7	06/19	_	00/20	SGCA	λZ
6				E 03/2	26——
5			A	ZERBJ	
4	00147			03/24	
3	SOIAZ 02/17				
2	02/17				
0	2	4	6	8 Dur	10 ation
Source: I	Bloomberg				

Eastern European sovereign 10-year bond performance							
lssuer	Amount, US\$ mn	Coupon, %	Maturity date	Ratings (Fitch/S&P/Moody)	Mid price, US\$	Mid yield, %	Z-spread, bps
Azerbaijan	1,250	4.750%	3/18/2024	BB+/BB+/Ba1	96.0	5.4	384.6
Georgia	500	6.875%	4/12/2021	BB-/BB-/Ba3	108.3	5.0	367.4
Bulgaria	323	5.000%	7/19/2021	BBB-/BB+/Baa2	119.7	1.2	-238.4
Croatia	1,250	3.875%	5/30/2022	BB/BB/Ba1	102.7	3.4	320.0
Hungary	3,000	6.375%	3/29/2021	BB+/BB+/Ba1	113.8	3.3	208.2
Romania	2,250	6.750%	2/7/2022	BBB-/BBB-/Baa3	118.7	3.2	189.4
Russia	3,500	5.000%	4/29/2020	BBB-/BB+/Ba1	105.2	3.6	244.5
Turkey	2,000	5.625%	3/30/2021	BBB-/BB+/Baa3	108.2	3.8	254.9
Kazakhstan	2,500	5.125%	7/21/2025	BBB+/BBB-/Baa2	103.4	4.7	304.3

Source: Bloomberg



Disclaimer

This document is strictly confidential and has been prepared by JSC Galt & Taggart ("Galt & Taggart"), a member of JSC Bank of Georgia group ('Group") solely for informational purposes and independently of the respective companies mentioned herein. This document does not constitute or form part of, and should not be construed as, an offer or solicitation or invitation of an offer to buy, sell or subscribe for any securities or assets and nothing contained herein shall form the basis of any contract or commitment whatsoever or shall be considered as a recommendation to take any such actions.

Galt & Taggart is authorized to perform professional activities on the Georgian market. The distribution of this document in certain jurisdictions may be restricted by law. Persons into whose possession this document comes are required by Galt & Taggart to inform themselves about and to observe any and all restrictions applicable to them. This document is not directed to, or intended for distribution, directly or indirectly, to, or use by, any person or entity that is a citizen or resident located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction.

Investments (or any short-term transactions) in emerging markets involve significant risk and volatility and may not be suitable for everyone. The recipients of this document must make their own investment decisions as they believe appropriate based on their specific objectives and financial situation. When doing so, such recipients should be sure to make their own assessment of the risks inherent in emerging market investments, including potential political and economic instability, other political risks including without limitation changes to laws and tariffs, and nationalization of assets, and currency exchange risk.

No representation, warranty or undertaking, express or implied, is or will be made by Galt & Taggart or any other member of the Group or their respective directors, employees, affiliates, advisers or agents or any other person as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of this document and the information contained herein (and whether any information has been omitted from this document) and no reliance should be placed on it. This document should not be considered as a complete description of the markets, industries and/or companies referred to herein. Nothing contained in this document is, is to be construed as, or shall be relied on as legal, investment, business or tax advice, whether relating to the past or the future, by Galt & Taggart any other member of the Group or any of their respective directors, employees, affiliates, advisers or agents in any respect. Recipients are required to make their own independent investigation and appraisal of the matters discussed herein. Any investment decision should be made at the investor's sole discretion. To the extent permitted by law, Galt & Taggart, any other member of the Group and their respective directors, employees, affiliates, advisers or agents disclaim all liability whatsoever (in negligence or otherwise) for any loss or damages however arising, directly or indirectly, from any use of this document or its contents or otherwise arising in connection with this document, or for any act, or failure to act, by any party, on the basis of this document.

The information in this document is subject to verification, completion and change without notice and Galt & Taggart is not under any obligation to update or keep current the information contained herein. The delivery of this document shall not, under any circumstances, create any implication that there has been no change in the information since the date hereof or the date upon which this document has been most recently updated, or that the information contained in this document is correct as at any time subsequent to the date on which it is supplied or, if different, the date indicated in the document containing the same. No representation or warranty, expressed or implied, is made by Galt & Taggart or any other member of the Group, or any of their respective directors, employees, affliates, advisers or agents with respect to the accuracy or completeness of such information.

The information provided and opinions expressed in this document are based on the information available as of the issue date and are solely those of Galt & Taggart as part of its internal research coverage. Opinions, forecasts and estimates contained herein are based on information obtained from third party sources believed to be reliable and in good faith, and may change without notice. Third party publications, studies and surveys generally state that the data contained therein have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data. Accordingly, undue reliance should not be placed on any such data contained in this document. Neither Galt & Taggart, any other member of the Group, nor their respective directors, employees, affiliates, advisors or agents make any representation or warranty, express or implied, of this document's usefulness in predicting the future performance, or in estimating the current or future value, of any security or asset.

Galt & Taggart does, and seeks to do, and any other member of the Group may or seek to do business with companies covered in its research. As a result, investors should be aware of a potential conflict of interest that may affect the objectivity of the information contained in this document.

This document is confidential to clients of Galt & Taggart. Unauthorized copying, distribution, publication or retransmission of all or any part of this document by any medium or in any form for any purpose is strictly prohibited.

The recipients of this document are responsible for protecting against viruses and other destructive items. Receipt of the electronic transmission is at risk of the recipient and it is his/her responsibility to take precautions to ensure that it is free from viruses and other items of a destructive nature.

Galt & Taggart Address: 79 D. Agmashenebeli Avenue, Tbilisi 0102, Georgia Tel: + (995) 32 2401 111 Email: gt@gt.ge