

A2F: Data Collection

Abbreviations:

WDI
PDS
PSAG

**World Development Indicators
Project Description from Idesk
Private Sector at a Glance**

Project:	Georgia (THC Bank)		Source
Comment:	(if not noted otherwise, numbers refer to 2005)		
I. Volume Assumptions			
1. How many deposit accounts w/SMEs does the bank have now?	95,655	Decision Paper, p. 40. 95,655 deposit accounts. Notice that number refers to all customers, not just SMEs	
2. How many loans has the bank made to SME clients?	53,940	Decision Paper, p. 32. total number of loans. This assumes that there is one loan per customer. Notice that number refers to all customers, not just SMEs	
	1,037	SME loans only from table send by Stefano	
3. Five years from now (after reform), how many deposit accounts with SMEs do you expect the bank to have?		No specific target given in PDS	
4. What percentage of these deposit accounts do you think the bank would have had WITHOUT the reform?		No specific target given in PDS	
5. Five years from now (after reform), how many loans to SMEs do you expect the bank to have made?		No specific target given in PDS	
6. What percentage of these loans would the bank have made WITHOUT the reform?		No specific target given in PDS	
7. Of the loans that the client bank makes to SMEs as direct result of the reform, what percentage displace loans that would have been made by other (non-client) banks?		No data available	
II. Spread Assumptions			

8. Pre-reform interest rate charged by bank to borrowers	0.14	Decision Paper, page 40/32: 54389000 (interest income) / total gross loans (37814400)
9. Post-reform interest rate charged by bank to borrowers		
10. Pre-reform bank borrowing rate	0.087	Bank Background Paper (from Website): LIBOR Dec 2005 4.8226% plus 3.9 percent for EBRD 1 year loan 14 Million \$US
11. Post-reform bank borrowing rate		
12. Discount rate	10.00%	IFC
13. Average rate of return (RoR) on loans	15%	Refers to ROR for customers. Around 15% based on prior assumptions for an IFAD agricultural project with 86 loans)
III. Non-Project Cost and Fee Assumptions		
14. Pre-reform NPL rate	0.056	Decision paper, p. 37. This is the open loan exposure ratio based on total value of Nploans / total value of loans.
15. Post-reform NPL rate		
16. Pre-reform administrative cost per customer	47	Bank Background Paper (from Website): total administrative expenses 8048000 GELS (includes everything such as wages etc.) bank background paper. We converted to total admin expenses / # customer in \$
17. Post-reform administrative cost per customer		

Bank Background Paper (from Website): Notice that there are about 50 different types of fees (opening an account, atm, money transfer, etc). Not clear how an average could be computed. We simply used: Total fees / number of customer. Total fees in 2005 are 11987000 GELs (net fees and comissions) so \$70 per customer

18. Pre-reform average annual fees per customer \$70

19. Post-reform average annual fees per customer

IV. Loan Size Assumptions

20. Average loan size (pre-reform) 5,691

Decision Paper, p. 32. Also table from Stefano \$163659

21. Average loan size (post-reform)

V. Project Cost Assumptions (Bank)

22. Project fee paid by bank to IFC 200,000 PDS

23. Value of resources allocated by bank to establish systems (e.g. IT) 0

24. Hours spent by bank employees on IFC project 0

25. Hourly wage of bank employees who work on IFC project 0

26. Value of other resources allocated by bank to IFC project 0

VI. Cost Assumptions (IFC and Donors)

27. IFC project budget (excl. in-kind) 390,093 PDS

28. Project contribution paid by donors to IFC 125,000 PDS

29. Cash/in-kind expenditures incurred directly by donors 65,083 PDS

30. Population 4,500,000 PSAG

ppp 0.426 WDI

Exchange rate 1.8 PSAG