



GEORGIA

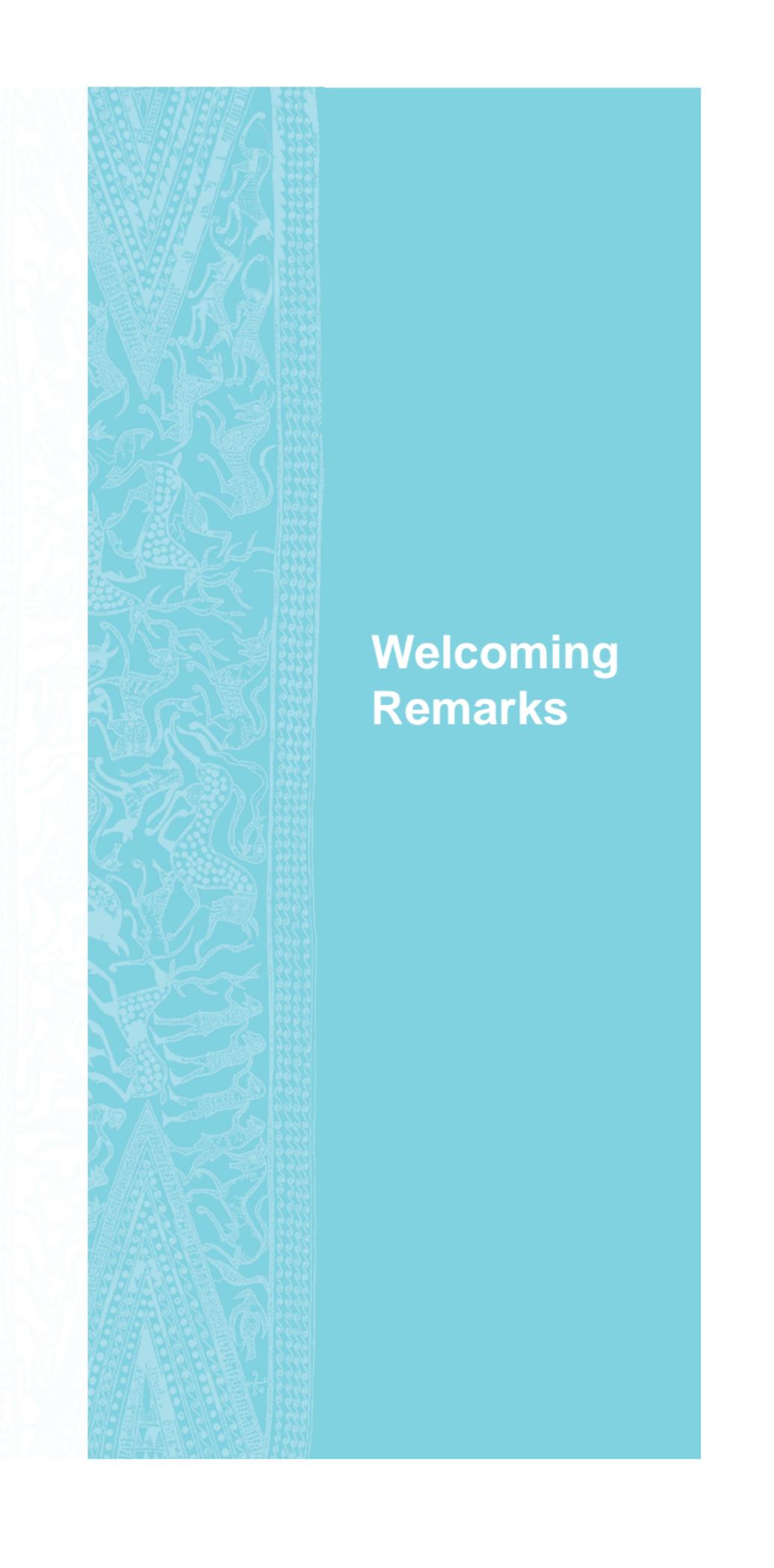
Making Business Easy



ROME, ITALY
March 8, 2017

Table of Contents

- 2 Welcoming Remarks
- 5 Delegates from Government and State Authorities
- 17 Delegates from Financial Institutions and Chambers
- 21 Georgian Companies
- 54 Georgia - Facts and Figures
- 55 Top Reasons to Do Business in Georgia
- 57 Economic Sectors
- 61 Useful Website Addresses

The image features a vertical decorative border on the left side, composed of repeating geometric and organic patterns in shades of teal and white. The main area of the image is a solid teal color. Centered in this teal area is the text "Welcoming Remarks" in a white, sans-serif font.

Welcoming Remarks

Giorgi Kvirikashvili
Prime Minister of Georgia



Dear Guests,

It is both a great honor and pleasure to participate in the Italy-Georgia Business Forum.

It is an honor because Italian small and medium-sized business development model is considered as a global success story that generates employment, wealth, and innovation by fusing tradition and cultural capital with forward-looking vision.

It is a pleasure, because Italy is a country that makes its way of life its business. And it is a great way of life.

This event brings together key sectors of the Georgian economy, including industrial manufacturing, real estate & hospitality, and infrastructure. Across the board, we are here, we are ready, we interested and, if I may say, interesting.

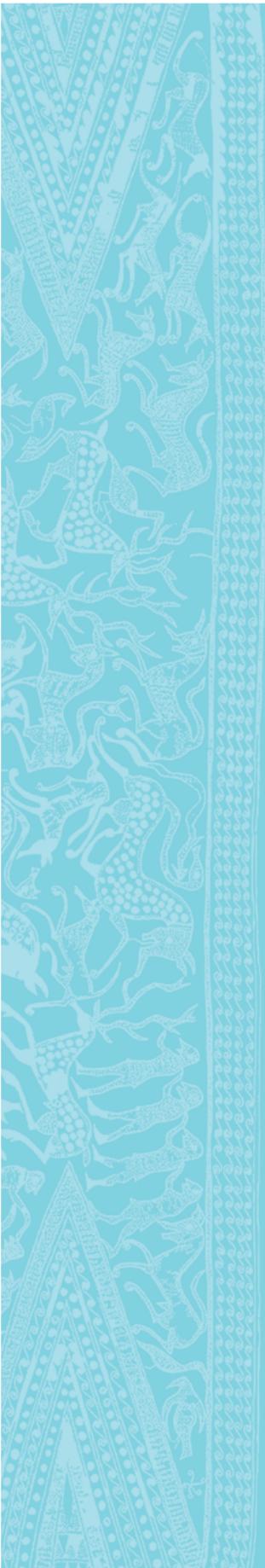
Georgia is a rapidly developing democratic country with very attractive and stable business environment. A liberal trade regime, low taxes, and strategic location, has turned the country into a new regional frontier for investment opportunities. We also aspire to be Europe's Launchpad to the Caucasus, Central Asia, and the broader Middle East, that is a landlocked frontier of 180 million people. By the same token, we are becoming the gate to Central Eastern Europe, Turkey, and the world for China and Central Asia.

Our economy grew by 4% average in past 5 years. The main driver of economic growth is the private sector and in order to support the improvement of Georgia's business climate and achieve long-term sustainable economic growth, the Government of Georgia has introduced 4 Point Reforms Plan. The main priorities of this development framework are a growth oriented regulatory framework, an education geared towards human resource development, spatial planning, and effective governance.

In Georgia we take strategic frameworks very seriously. In terms of ease of doing business (World Bank), we improved by 7 positions since 2015 and this year we stand as 16th among 190 countries worldwide and 3rd in the region of Europe & Central Asia. Georgia has 13th freest economy in the world and 5th in Europe. We have one of the lowest tax burdens, standing on the 9th position with 16.5% total tax rate according to the World Economic Forum report. At the beginning of 2017, the Government of Georgia introduced a new tax policy, taxing dividends and not retained earnings, thereby rewarding investment.

The faithful implementation of the Deep and Comprehensive Free Trade Area with the EU, which has entered into force in September 2014, is making Georgia a more attractive destination for trade and investment globally. The process of adopting European norms has catalyzed plans for further trade agreements. At the moment we have standing Free Trade Agreements with the CIS, Turkey, and the European Free Trade Area. We have already concluded a FTA with Hong Kong and finalized negotiations for a Free Trade Agreement with China. We have positioned ourselves as the top destination in the region in terms of trade and investment.

Georgia is now a land of opportunity. Fast bullet-speed trains, highways, the port of Anaklia – the only deep sea port in the Eastern side of the Black Sea – are not merely providing access to markets but creating markets. We are an emerging hospitality hub and ever-developing human resources. We are learning, developing, and open for business. And on this note, we are here eager to work with you.



Delegates from Government and State Authorities

Giorgi Kvirikashvili
Prime Minister of Georgia



Since December 2015, Prime Minister Giorgi Kvirikashvili is leading the effort to modernize Georgia's economy and fully integrate the country into European and Euro-Atlantic economic and security structures.

In his previous ministerial roles, as Minister of Foreign Affairs (2015) and Minister of Economy and Sustainable Development (2012-2015), Kvirikashvili spearheaded major initiatives to advance Georgia's Euro-Atlantic and European integration, position Georgia as vital corridor connecting East and West on the new Silk Road, and make the country a more attractive destination for foreign direct investment. Earlier in his career, he served in senior executive roles at leading banks in Georgia, as well as a Member of Parliament from 1999 to 2004 and a team leader of the Parliament's working group on Georgia's accession to the WTO.

Kvirikashvili received a Master's degree in Finance from the University of Illinois in the United States. He obtained an undergraduate degree in Economics from Tbilisi State University and an undergraduate degree in Medicine from Tbilisi State Medical Institute.

Kakha Kaladze

Vice Prime Minister of Georgia



Kakha Kaladze was born on 27th of February, 1978.

He graduated from the I. Javakhishvili Tbilisi State University, faculty of history.

Kakha Kaladze's active political career began in 2012. He is currently the Vice Prime Minister and Minister of Energy of Georgia as well as General Secretary of political movement "Georgian Dream".

Mr. Kaladze is founder of International Investment Fund "Kala Capital" (2007) and "Kala Charity Fund" (2008).

Previously, he has played with "Dinamo Tbilisi", "Milan" (2001-2010), "Dinamo Kiev" (1998-2001) and "Genoa", (2010-2012) football teams.

Kakha Kaladze is awarded with Vakhtang Gorgasali second category medal.

Mr. Kaladze is married and has three sons.

Mikheil Janelidze

Minister of Foreign Affairs of Georgia



Mikheil Janelidze was appointed Minister of Foreign Affairs on 30 December 2015. Prior to that Mr. Janelidze served as First Deputy Minister of Foreign Affairs of Georgia from September 2015.

Prior to moving to the Georgian Foreign Service, Mr. Janelidze has enjoyed an extensive career at the Ministry of Economy and Sustainable Development of Georgia in the period of 2009–2015 initially as Director of Foreign Trade and International Economic Affairs Department, and, since 2011, as Deputy Minister of Economy and Sustainable Development. Throughout these years he also served as Georgia's Chief Trade Negotiator with the EU and Chairman of Intergovernmental Economic Commissions with various countries. Before joining the public service, Mr. Janelidze worked for the private sector in the area of business development and management.

Earning his Bachelor's degree in International Relations from Tbilisi State University in 2002, he continued his studies in International Law and European Law at the Diplomatic Academy. In 2011, Mr. Janelidze earned his MBA from the Grenoble Graduate School of Business in France and the International Executive MBA from CSB in Georgia.

In 2011 Mikheil Janelidze was awarded - the Order of Honor - for his outstanding contribution to the development of foreign trade and international economic relations of Georgia.

Besides Georgian, Minister Janelidze speaks English, German and Russian languages.



Giorgi Gakharia

Minister of Economy and Sustainable Development of Georgia

Mr. Giorgi Gakharia is a Minister of Economy and Sustainable Development of Georgia Since December 2016. Prior to his current position Mr. Gakharia was elected Member of Parliament of Georgia.

Mr. Giorgi Gakharia served as a Business Ombudsman of Georgia since December 2014. Starting from December 2015 he also worked as a Secretary of the Economic Council headed by the Prime Minister of Georgia.

Prior to his current position at the Government of Georgia, Mr. Gakharia held a position of Director for Business Development and Government Relations for Europe, Russia and CIS at Lufthansa Service Holding AG. LSG in Frankfurt, Germany. He also owned SkyFood Group Company where he served as a General Manager as well as lead A-Edam catering Group in Moscow, Russia.

Furthermore, Mr. Gakharia lectured at Moscow State University of Applied Biotechnology. Mr. Gakharia also has an experience of working as an analyst at Foundation for Effective Politics in Moscow, Russia.

Mr. Giorgi Gakharia studied history at Ivane Javakhishvili Tbilisi State University. He holds a Master's degree of Political Science as well as MBA in Management from Moscow State University.

Zurab Alavidze

*Minister of Regional Development
and infrastructure of Georgia*



Mr. Zurab Alavidze is a Minister of Regional Development and Infrastructure of Georgia since November 2016.

Prior to his current position Mr. Alavidze served as a Head of Strategic Project Coordination Department at the Administration of the Government of Georgia.

From 2011 till 2016 Mr. Alavidze held a position of General Director of JCS Dariali Energy. Prior to his position at JCS Dariali Energy Mr. Alavidze served as a Deputy Minister of Economy and Sustainable Development of Georgia.

From 2006 till 2008 Mr. Alavidze worked as a Deputy General Director at VTB Bank Georgia and in 2005-2006 as a Deputy Director of United Bank of Georgia. Mr. Alavidze also has an experience of working as Vice President of ACI Financial Markets Association of Georgia.

Mr. Zurab Alavidze studied Finance and Banking at Iv. Javakhishvili Tbilisi State University.

He also holds Master's degree in MBA - Global Management from Grenoble Business School.

Mr. Alavidze speaks Georgian, English and Russian languages.

H.E. Karlo Sikharulidze

*Ambassador Extraordinary
and Plenipotentiary of Georgia
to the Republic of Italy*



Ambassador Karlo Sikharulidze has presented his letter of Credence to the President of the Italian Republic on September 11, 2013.

Throughout his long diplomatic career, in foreign missions, he had served as Ambassador Extraordinary and Plenipotentiary of Georgia to the People's Republic of China, to the Czech Republic and had various diplomatic appointments at the embassies of Georgia in the Hellenic Republic and in Turkey. He also has an important experience within the Ministry of Foreign Affairs of Georgia, where, in various periods of his career, he served as First Deputy Minister, and as a director of several territorial and strategic departments. He has been the director of the department of European Affairs, of the department of Information and Public Relations, of the department of Culture, head of OSCE Division, deputy head of NATO Division and as Ambassador at Large. In 2004, he served as a Deputy Secretary of Council of National Security of Georgia.

In addition to his longstanding dedication to diplomatic career, he has specialized in journalism and at the beginning of his professional life worked in different newspapers publishing his works and articles. He was chief editor of the newspaper „Ganatleba,“ and deputy editor of the newspaper „Republic of Georgia“.

Native of Tbilisi, Georgia, Sikharulidze received an honorable mention for his outstanding academic performance while earning degree in Journalism at Tbilisi State University. Sikharulidze also completed advanced courses and remained as scholar at the department of History of Journalism. He has an academic title of Doctor of Philology.

He is married to Eka Metreveli, professional pianist and has two sons, Niko and Levan.

Keti Bochorishvili

Vice Minister of Economy and Sustainable Development of Georgia



Ms. Ketevan Bochorishvili occupies the position of the Deputy Minister of Economy and Sustainable Development of Georgia since 2012. Since then her main focus has been development of the investment policies and to facilitate investments into the country, provide research and analysis on Georgian markets and introduce investors to Georgian business and authorities.

She also supervises tourism and the enterprise development related activities and export promotion where her focus is to increase the share of export in GDP. Ms. Bochorishvili served as Head at Georgian National Investment Agency during 2010-2012.

Previously, she worked at Millennium Challenge Georgia and at Management Consulting firm "Vision and Value" in Rome Italy.

Ms. Bochorishvili holds MA degree in International Public Management from SDA Bocconi School of Management (Milan, Italy) and BA/MA degrees in International Conflict Resolution from Georgian Technical University.

She has accumulated several intercultural experiences and developed entrepreneurial skills through participating in programs at Georgetown University (USA), the Iacocca Institute (USA) and Charles University (Czech Republic).

Davit Saganelidze

CEO

JSC Partnership Fund



Dr. David Saganelidze was appointed the CEO of the Partnership Fund in September, 2015. Before joining the Fund, Dr. Saganelidze was a leader of the Parliament majority representing the Georgian Dream Coalition, the country's ruling party since 2012. David Saganelidze was appointed as a lawmaker in 2012 Parliamentary election.

Mr. Saganelidze has been in politics over 20 years. He has been an MP since 1999 and held leading positions at the Georgian Parliament. In 2013, Saganelidze was appointed the vice-president of Parliamentary Assembly of the Black Sea Economic Cooperation (PABSEC). In addition, Dr. Saganelidze has accumulated a broad range of experience in the management, financial, healthcare and economic fields. Throughout his career, he has held various positions at TBC bank, Bank of Georgia, GHF, an English-Georgian stock company and the Ministry of Labor, Health and Social Affairs of Georgia.

Dr. David Saganelidze graduated from Tbilisi State Medical University as a surgeon, as well as Tbilisi International Relations Institute as an economist and later Faculty of Law as a lawyer. Saganelidze received his post graduate degree from the Moscow Cancer Research Medical Center. He is also a graduate of Athens Business School and London and Brighton Business schools. He was granted a title of Honorary Doctorate from Tbilisi State Medical University. Saganelidze is an author of two books and 14 scientific papers.

Mamuka Bakhtadze

CEO

JSC Georgian Railway



In 1999 he graduated from public school and same year he entered Ivane Javakhishvili Tbilisi State University Micro-economics and Management faculty.

In 2003 he received his Bachelor's Degree at Organization & Management of Foreign Economic Affairs (with honors).

In 2003 he was enrolled the M. V. Lomonosov Moscow State University Business School. He graduated in 2005 with honors and was awarded Master's Degree in Economics.

In 2015 he received his PhD in Electrical Engineering at Michigan Technological University.

In 2005-2006 he worked on Booz Allen Hamilton project - "Restructuring of Georgian Railways".

During his studies in Moscow he was cooperating with leading companies in a variety of group projects.

From October 2010 until December 2012 he has been working at Georgian International Energy Corporation Ltd as an Executive Director.

Since March 2013 he's been working at JSC Georgian Railway as Chief Executive Officer.

Natia Turnava

Deputy CEO

JSC Partnership Fund



Ms. Natia Turnava - the Deputy Director of the Partnership Fund (the largest Georgian state-owned investment fund) since 2013, has over 15 years of top executive management experience in private and public sectors. She was also a management board member of the leading Georgian private industrial group (GIG) and CEO of its subsidiary, the Georgian International Energy Corporation (GIEC). Under her management since 2007, GIEC increased its sales by 55%, electric power output sevenfold and installed capacity twelvefold.

Before joining largest national corporations, Ms. Turnava served the post of the First Deputy Minister of Economy for seven years (2000-2006) and participated in the design and implementation of internationally acclaimed reforms.

Other occupations held were predominantly of an executive level, in the public sector (Parliamentary Secretary Office of the President (1999), Tbilisi City Council (1998–2000), State Chancellery (1997-98)).

Natia Turnava is an MBA from UK University of Cambria (2014) and PhD in Economics from Tbilisi State University (1994), followed by Senior Scientist-Researcher work at the Institute of Democracy and Political Science of Georgia (1994-96) and further academic development through crash courses at Harvard Kennedy School and IMF Joint Vienna Institute. She is native Georgian and Russian speaker and fluent in English. Natia lives in Tbilisi, she is married and a mother of a son.

Nino Tsetskhladze

*Head of Investment Policy
and Promotion Department
Ministry of Economy and
Sustainable Development of Georgia*

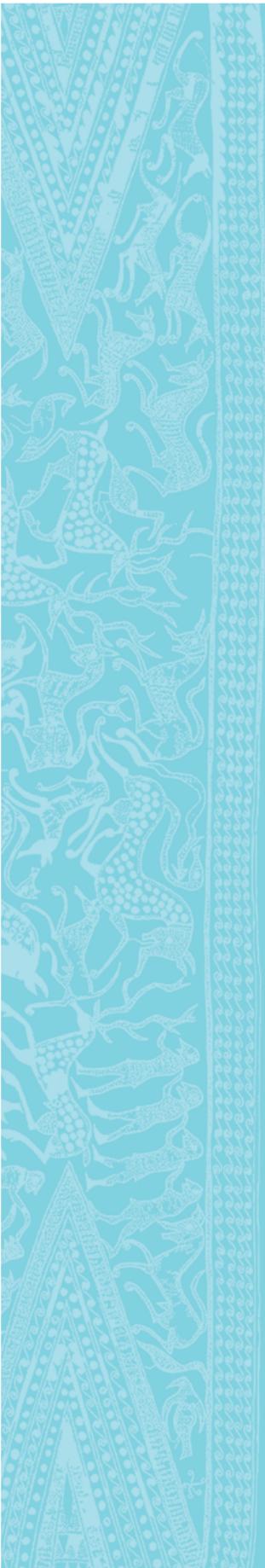


Ms. Nino Tsetskhladze occupies the position of the Head of Investment Policy and Promotion Department at The Ministry of Economy and Sustainable Development of Georgia (since 2014).

Her career includes experience in public, as well as in private sector, with the main focus on Foreign Direct Investment (FDI), research and analysis, project development. For few years she worked as an Investment Project Manager/Portfolio Manager at Georgian National Investment Agency (GNIA). Previously, she worked at American Bar Association on the project of Central European and Eurasian Law Initiative in Tbilisi, Georgia. She served at the Department of International Economic Relations at the Ministry of Economic Development of Georgia, in charge of International Donor Organizations.

Ms. Nino Tsetskhladze holds MA degree in Political Sciences and International Relations from the University of Georgia (Tbilisi).

She speaks Georgian, English, Russian and Italian.



Delegates From Financial Institutions and Chambers

Bruno Balvanera

*Director for Caucasus, Moldova
and Belarus
European Bank for Reconstruction
and Development*



Bruno Balvanera joined the EBRD in 1996; currently he is Director for Caucasus Moldova and Belarus, based in Tbilisi. His experience covers wide variety of sectors, countries and products.

From 2008 to 2013 Bruno was the EBRD Head of Regional Development, based in Moscow responsible for the network of offices the EBRD has in each of the seven Federal Districts. For the 2 previous years, he was the Head of St. Petersburg office.

Previous moving to Russia, Bruno was the Head of Business Development where he had the opportunity to engage with numerous potential investors into the EBRD Countries of operations.

Mr. Balvanera has extensive experience in structuring and negotiating the financing of the investments in developing countries including Latin America, and Central and Eastern Europe. He has been member of the Managing Board of different Companies.

Before joining the EBRD, Bruno Balvanera worked for Development Banks in Mexico as Investment Manager for projects both in the country and other jurisdictions mainly in Latin America and Caribbean.

Bruno majored as an Industrial Engineer, and he then had a specialization in Finance and in Political Analysis. Few years later he obtained a Master in Business Administration from University of Chicago.

Nino Chikovani

*President
Georgian Chamber of Commerce
and Industry*



Ms. Nino Chikovani - the President of Georgian Chamber of Commerce and Industry since 2015, has over 16 years of top management experience in private and public sectors.

Beforehand, she served the post of the Director General of GCCI for five years (2011-2015) and a Director of International Relations Department of GCCI for seven years (2004-2011). During the years 2000-2004, she held a position of a General Manager of MD Group LTD.

Ms. Chikovani is a member of the Board of Directors of EUROCHAMBRES (The Association of European Chambers of Commerce and Industry) since 2015, member of the WCF General Council.

She was elected as Vice-president of the SRCIC (Silk Road Chamber of International Commerce). She is a founder of NC Group.

Nino Chikovani graduated from Medical Institute Tbilisi with a degree in General Physicians.

She is native Georgian speaker and fluent in two foreign languages: English and Russian.

George Bachiasvili
CEO
Georgian Co-Investment Fund



Prior to joining the Georgian Co-Investment Fund as a CEO, Mr. Bachiasvili served as a deputy CEO at the Partnership Fund.

Prior to that, Mr. Bachiasvili held the position of Chief Financial Officer at Unicor Management Company where he was responsible for financial planning, the management and monitoring of holding companies on a group level, and the sell side M&A of companies under management of the group. Of note, he led the sale of six companies in four sectors of the Russian economy (banking, agriculture, real estate and pharmaceutical retail) with a total value in excess of USD 1.5bn.

In addition, Mr. Bachiasvili has accumulated a broad range of experience in the management and financial sectors. In particular, in his career to date, he has held various positions at Booz & Company, Abu Dhabi Group Georgia and Bank of Georgia.

Mr. Bachiasvili holds a BBA degree in Finance from Caucasus University, and an MBA degree from INSEAD.



Georgian Companies

- **Industrial Manufacturing and Agribusiness**
- **Hospitality and Real Estate**
- **Transport, Logistics and Communication**
- **Trade (Retail/Wholesale)**
- **Consulting**
- **Other**



The Rustavi Metallurgical Plant was founded in 1948 as the first fully integrated metallurgical complex in the South Caucasus and produced steel, hot-rolled seamless pipes and various products made of pig iron, aluminum or iron. The Plant produced seamless pipes to meet the requirements of the oil fields of Kazakhstan, Azerbaijan, Turkmenistan and the Middle East.

The Plant is operating successfully and is manufacturing reinforcing bars, seamless pipes, square billets, pig-iron castings, metal constructions, mechanical parts, shaped castings, granulated slag, silicon-manganese, lime and limestone.

The plant currently exports to the European Union, US, Russian and Middle Eastern markets as well as to Armenia, Azerbaijan, and Turkey.

Contact information:

Archil Melikadze

a.melikadze@rustavisteel.ge



JSC Panex is a joint venture of ICES LLC and JSC Partnership Fund. Since 2015 JSC Panex is operating as leading manufacturer of sandwich panels in Georgia. JSC Panex is producing wall and roof sandwich panels for diverse customers, ranging from builders of single-family homes and architects to contractors, dealers and industrial builders.

The manufacturing plant is located 17th km away from Rustavi highway, outside Tbilisi. JSC Panex is driven to provide high quality products and tailor made services based on customer needs. In the process of producing Polyurethane Sandwich Panels, JSC Panex uses top-notch Italian and South Korean technologies. JSC Panex pursues quality with determination and offers flexible services. The partnership with suppliers, such as SAIP, DOW, Hongbaoli, MMk Metalurji, Poliser proves the reliability of company's products. Production phases are monitored step by step with quality assurance.

Contact information:

Akaki Paitchadze

apaichadze@panex.ge



Since 2000 **GRC LLC** one of the leading companies in building materials industry in Georgia. Main activities are: production, supply and trading of building and construction materials. Company has operations mainly in local market as well as exports production abroad.

The company has multiple manufacturing and warehouse facilities throughout the country. Since 2015, the company manufactures sandwich panels for fast and efficient structure assembly. In addition, it offers structural steel products to its customers.

Solutions offered by GRC LLC are: thermo insulation, hydro-insulation, plasterboard, steel profiles and other building chemicals. Overall, the company offers to its customer over 30,000 products for different application purposes. The company also operates in engineered wood market. It offers decking, laminated plywood, fiberboard, particleboard, oriented strand board and H-beams to its customers.

With the partnership of industry leaders, GRC LLC has completed the most challenging infrastructure projects in Georgia including hydro power plants, major interstate highway routes and large scale commercial real estates.

Contact information:

Giorgi Aghdgomelashvili
George@grc.ge



„**Mari Metal**“ LLC’s operations include buying and selling ferrous and non-ferrous metals scrap in Europe and Asia. With more than 20 years of experience in ferrous and non-ferrous scrap metal trade, „Mari Metal“ LLC is assumed as reliable partner for customers. Capacity of „Mari Metal“ is 250-350 tons per month. Company delivers all materials in its warehouse. After recycling and sorting it is ready for loading in containers for export.

„Mari Metal“ LLC’s advantages include professional management of operations, individual approach to clients, high quality of commodities and flexible shipment.

Contact information:

Giorgi Tsulukidze
g.2sulukidze@gmail.com



www.otsneba.ge

Ltd Otsneba was founded in 1996. Company's initial activity was production of timber materials, which was followed by production of decorative tiles; In 2005, company started import operations from China, Turkey, Iran, Europe and etc and main activity till 2016 was import and realization of different building materials, started from ceramic tiles, plumbing, flooring, insulation materials, natural stone, artificial stone, and what is most important - doors. Since 2017 with the support of "Produce in Georgia" program, company has started production of MDF doors and is planning to produce steel doors as well. New production plant will employ around 50 people.

Contact information:

Ilia Gabaidze

ilogabaidze@gmail.com



Italian Georgian Industries Group (IGI Group) produces woman sanitary napkins since 1996. Productions plants are located in Georgia(Tbilisi) and China(Xiamen).

Company has its own distribution network in Georgia.

IGI Group imports surgical sterile sets and supply medical institutes. It is

distributor of Paglieri srl products in Georgia

Contact information:

Nicola Jugheli

import@igigroup.org



Efes Brewery in Georgia – "Natakhtari" Brewery is one of the successful companies established in Georgia with foreign investment. "Natakhtari" is a market leader in Georgian beer beverages industry. Along with the world class quality beer production, "Natakhtari" Brewery practices a maximum

integrity and transparency in doing business. Company's top priority is to follow highest standards in food safety, therefore "Natakhtari" Brewery is certified with all available standards those make our production so distinctive and unique. Those internationally recognized standards we possess are: ISO 9001 (Quality Management Systems); ISO 22000 (Food Safety Management Systems); ISO 17025 (General Requirements for Laboratory Competence and Calibration); HACCP (Hazard Analysis and Critical Control Points); ISO 50001 (Energy Management Systems) and most importantly OHSAS 18001 (Occupational Health and Safety Management Systems). Company uses best technologies, quality control mechanisms, natural ingredients and unique Georgian water in production. Having market share of more than 50% domestically, company is exporting its products in more than 20 countries worldwide, therefore it is among the largest exporters in Georgia. Alongside of being leading beverages manufacturing company, Efes Georgia is operating within social responsibility framework and supports initiatives in this regard (environment, sports, education and science, rising consumers' awareness on alcohol's responsible consumption).

Contact information:

Nikoloz Khundzakishvili

Nikoloz.Khundzakishvili@ge.anadoluefes.com



JSC "Georgian Beer Company" was established in 2011 with a clear goal: to become the leading player in Georgia's beer & beverages' industry. Brewery Zedazeni's production plant is located in village Saguramo, near Tbilisi. The brewery is equipped with modern equipment from the best European producers. Company's production is presented in more than 20 countries all over the world.

The production of the company consists of beer and non-alcoholic beverages:

BEER: Zedazeni; Sviani; Bavaria; Koning Pilsener; Koning Pilsener Dark.

SOFT DRINKS:

- Lemonade(pear, lemon, saperavi, tarragon, cream, feijoa, apple with mint);
- Diet Lemonade(saperavi, tarragon, pear);

- RC Cola;
- RC Cola Zero;
- Energy Drinks (Wilder, RedRain);
- Ice Tea (lemon, peach, raspberry).

Contact information:

Tsezar Chocheli
tsezar@geobeer.ge



ZEARIS LLC was established in 2012. The company is making Wine and Chacha from particular variety of grapes. With huge experience and professionalism, the company is producing an unique product. Qualified scientist-technologists and practitioner-technologists, leaded by Mr. Lado Uzunashvili (Master in the field of Wine technology and Wine production), did their invaluable work in creation of unique and refined product.

Contact information:

Gocha Pipia
info@zearis.ge



Ajara Textile Ltd was established in Georgia in 2008. The company's main activities are in textile industry-sports apparel manufacturing, particularly for international brands, such as Nike, Puma, Lotto, Erima. "Ajara Textile Ltd" has two textile factories. One of them is located in Batumi and the second one is in Kobuleti. The Company employs 3,000 citizens of Georgia. Investment volume amounts to 20 000 000 USD and production capacity is 10 000 000 units yearly.

Contact information:

Cemal Bilgingulluoglu
cemal@acekaholding.com.tr



Fashion House Materia is a premium manufacturer of custom sewn goods in Georgia. Materia label is comprised of the Signature Ready-to-Wear collection, Made-to-Measure and Materia uniforms & apparel.

The company also specializes in sample making, pattern making, grading, marking, cutting, sewing, embroidering, and fabric sourcing.

Fashion House Materia provides industrial work uniforms - smocks, scrubs, casual business attire and more.

In 1949 the first Georgian fashion house was founded. Since then, generation of young and talented Georgian designers facilitated the evolution of the Fashion House by constantly creating new and innovative collections for domestic and foreign customers. Formulated collections were marketed and presented around ex-Soviet and European catwalks.

In 2003 Fashion House supplemented its brand by adding name-tag MATERIA, hence igniting a new essence in already well-established trademark. By creating a venue for artistic self-expression, Fashion House Materia helped the advancement of the Georgian fashion scene.

Contact information:

Mirian Koiava
info@materia.ge



Georgian Sock Ltd is operating since 2011. Company is the only socks producer in Georgia. Georgian Sock Ltd is producing socks for local brand “Alter Socks” (B2B partner) which is the patterned socks line of production.

At the end of 2016, Georgian Sock Ltd has started production of high quality line – for brand “rosebud” (B2B partner), classic style - man socks, made on double cylinder machines.

Georgian Sock Ltd also produces casual line socks (for baby, man and women), which are sold in large hypermarkets and supermarkets (Carrefour, spar, Smart, Goodwill and etc). Among company’s premium clients there is Georgian Army as well.

Georgian Sock Ltd also has exported its products to Belarus. With the support of EBRD, since April 2017, Georgian Sock Ltd will launch new brand QULA on Georgian market that will present different lines of socks for the first phase and will expand its business lines in tricotage in the end of the year. Therefore, QULA brand will have 3 business lines: production of socks, underwear and T-shirts.

Contact information:

Zaza Janezashvili
zaza@sock.ge



Philimaska Ltd is a Georgian company mainly engaged in natural leather manufacturing. It was founded in 2009 by Italian Company Thimeco S.R.L and local partners. At this moment company operates through its affiliated sales firms and the manufacture facility represented by the Rustavi tannery. Philimaska produces and sells around 300000 m2 of natural leather annually. The main sale market is Italy with 90% of share in the total amount of company's sales. Our exports to Italy together with nuts export are considered to be a substantial part of all Georgian exports to Italy.

Philimaska has its rep. office in Verona and has a wide list of around 30 Italian companies consuming its product starting from the leather finishing companies and ending with shoes and furniture manufacturers.

As an alternative activity, this year the company also starts importing Italian furniture made from our leather (Chateau D'ax) and plan to construct furniture manufacturing plant in Georgia next year.

Contact information:

Vakhtang Nikoleishvili
v.nikoleishvili@philimaska.ge



შპს აგროარომა გრუპი
AgroAroma Group LLC

Agroaroma Group LLC was founded in 2016. It is based in Akhmeta (Kakheti region) and owns non-agricultural land with total space of 6000 sq/m. The company has three ongoing projects in agriculture:

1. Production of essential oils;
2. Pet food production;
3. Processing of sheep wool (chemical processing/cleaning)

of wool as well as extraction of lanoline which could be used in pharmacy and cosmetics)

Agroaroma Group LLC is oriented to export 70-80% of its production mainly in European countries.

The production of essential oils and animal food is planned from 2017 and wool processing will be started from 2018. Besides, production of felt clothes and accessories is planned since 2018.

Contact information:

Zurab Natsvlshvili
shagle@mail.ru



ARIC GROUP is operating in Georgia since 2012 in Georgia. The main business directions of the company are: Agriculture, Food Industry and Tourism.

ARIC Group currently is mostly concentrated on the project called "Vinichio Valley". Since 2012 ARIC Group has invested millions of USD in "Vinichio Valley" development, which is stretched on more than 2200 ha territory in Kakheti region, east part of Georgia. ARIC Group has cultivated more than 175 ha of land and turned the place into the high industrial, first quality chemical free vineyards and stone fruit gardens. Hence, ARIC GROUP owns one of the largest unified vineyard in Georgia and the region.

At the end of the final development phase of "Vinichio Valley" ARIC GROUP together with its partners will be operating 400 ha of high industrial vineyard, 400 ha of stone fruit, 1000 ha of pistachio orchards, with the respective three factories (e.g. wine, dry-fruit and pistachio processing plants) and the tourist attractions, which includes up to 150, functioning, 5 star Villas for tourists. Besides the modern villas, "Vinichio Valley" will offer the variety of attractions to its tourists, including polo, golf, horse riding and skydiving. The entire concept of the project is to offer the local and foreign customers high quality, chemical free products and hospitality services, all created and developed at "Vinichio Valley" through the hands and contribution of the local employees.

ARIC Group aims to become the first industrial producer and exporter of Pistachio from Georgia.

Contact information:

Afzal Ravari
a.ravari@aric.ge

AGROEXPORT GEORGIA

“AGROEXPORT GEORGIA” LLC was founded in 2011. It is hazelnut processing enterprise, which plants are located in in Western Georgia. Company employs around 90 people. The enterprise is completely automated and certified-ISO 22000:2005, 9001:2008. The main sort of Georgian hazelnut – Corylus Avellana. Every year About 1500 tons ready product are sold in EU countries and Russian markets.

Products: hazelnut kernels natural- 11/13;13/15;15+mm; Roasted hazelnut Chopped 2/4mm; hazelnut meal 0/2mm.

Contact information:

Jener Belkania
j.belkania@gmail.com

ELOZ & SMI

Family Winery

Family Winery “Elioz & SMI” was founded in 2007. The company’s founders decided to produce wine products based on preserved traditions of their ancestors and 70 ha vineyard was purchased in one of the most picturesque part of Georgia and the cradle of wine- Alazani Valley. The company’s plans and goals include production of high-quality local varieties of Georgian wine, creating and blending own fine wines, as well as the development of tourist services in this regard (wine tours, cultural events). The company’s main objective is promotion of Georgian wine.

Contact information:

Sofio Eliozishvili
seliozishvili@yahoo.com



“**Kraveli” Ltd** is founded in 2011 by a group of people experienced in wine-making since the soviet period. Founders aimed to revive traditions of Georgian wine combined with modern technologies.

Currently the company produces six varieties of wines from grapes “Saperavi” and “Rkatsiteli”:

1. Saperavi – red dry wine
2. Mukuzani – red dry wine
3. Qindzmarauli – red semi-sweet wine
4. Alazani Valley – red semi-sweet wine
5. Rqatsiteli – white dry wine
6. Alazani Valley – white semi-sweet wine

Production plant is located in the Alazani Valley - Kvareli district of Kakheti region, Georgia, famous with high quality of grapes and wine itself.

Contact information:

Jambakur Sebua
jambakurs@yahoo.com



Individual Enterpriser Lia Papiashvili – trading name ALVANI

Company produces Georgian traditional sweet “churchkhela” with high quality grapes and nuts from the Kakheti region and prepares ingredients for Churchkhela, including producing, packing and preparing for selling.

Contact information:

Eter Papiashvili
etopapiashvili@yahoo.com



AER Company is fully integrated in a group of companies specialized in international trading, engineering and international Financing, manufacturing and trading of Georgian hazelnuts. The company has more than 10 years of experience in the field.

Factories are equipped with the latest technology of Aflatoxin control tool (Toximet) and the company runs chemical control in its in-house laboratories.

AER Company is the first Georgian hazelnut cracking unit, which is running a certified HACCP system and ISO22000.

Contact information:

Bruno Giroud
bgiroud@capindustries.com



Adjara Group Hospitality is the largest and the most rapidly-growing holding company in the hospitality sector of Georgia in both quantitative and qualitative terms. From the very beginning, team of Adjara Group Hospitality aimed to set industry leading standards through accelerated growth, employee motivation, and dynamic development.

Adjara Group Hospitality currently owns and manages 3 hotels and one hostel in Georgia: Holiday Inn Tbilisi, Rooms Hotel Tbilisi, Rooms Hotel Kazbegi and Fabrika Hostel & Suites providing over 1000 jobs in total. In the end of 2016 Adjara Group Hospitality also opened Aviator – the first Georgian Airline company offering Air Taxi services, flying both, domestic and international routes.

AGH specializes in progressive and extremely efficient management practices through its seasoned and top rated staff within the scope of the hospitality industry. The company plans to open and manage Rooms Hotel Batumi (Resort hotel, with 50 keys) in the third quarter of 2017 and open InterContinental Tbilisi (with around 120 keys) in the fourth quarter of 2017.

Contact information:

Valeri Chekheria

valeri.chekheria@adjaragroup.com



Granat is an international multi-disciplinary and cross-sectorial holding, with investment focus on development, finance, production, social projects, hospitality and management. The Holding unites companies in Europe, Asia and Russia, which operate in different areas of economy,

Nowadays the project team of Granat Tbilisi is working on a five star hotel project development under international operator Hilton .

Contact information:

David Kiknadze

d.kiknadze@granat.ge



Archi Group is a leading development company in Georgia, which builds functional and comfortable houses throughout the country. European, ecologically clean, highest quality materials are used in construction. Archi groups' projects are mostly financed by foreign investments.

The main focus of Archi Group is the project construction and development. With 7 completed residential, 1 commercial, 11 ongoing and many more in development projects, company represents one of the leading developers.

Ever since 2010, Archi Group expanded the scope of their operations in Georgia and started developing hotels. Currently group is managing 1 European standard, functional hotel in Shovi – “Sunset Shovi” and 1 European standard apart-hotel in Kvartsi – “Sunset Kvartsi”.

Contact information:

Ilia Tsulaia
ilia@archi.ge



NCC is a construction company operating in Georgia since 2008, mainly in the areas of infrastructure construction (pipelines, tunnels, bridges, roads, etc). During the period of operation, the company has successfully cooperated with different foreign companies including partners from Italy. Among implemented projects there are: development of Music Hall and Exhibition Center on Rike territory, Construction and full rehabilitation of several tunnels and bridges, installation of water supply, sewerage and drainage pipelines, construction and rehabilitation of roads, as well as projects in construction of parks and recreational areas.

Contact information:

George Kelbakiani
gkelbakiani@ensisi.ge



Construction company **DAGI LLC** was established in 2003. Company provides construction, renovation, reconstruction works with complete quality control which is mainly based on years of experience, team of qualified engineers and architects. Up to now, company has completed over 300 projects. The company's further development strategy covers construction works of office spaces, living buildings, public parks, road infrastructure, irrigation engineering and drinking water infrastructure. DAGI LLC continuously tries to keep in line with the technological progress and innovations in order to provide the most optimized technical solutions to its customers. Since 2012, the company was assigned ISO 9001:2008 certificate, since October - 2015 OHSAS 18001:2007 and since 2016- 14001:2004 and ISO 9001:2015 Certificate. Besides, starting from June 18, 2012, DAGI LLC has been registered in the State Procurement Agency's "White List".

Contact information:

Gogi Gulordava
g.gulordava@dagi.ge



Mixori Ltd. was founded in 2008. Nowadays company owns three modern concrete batching plants as well as modern laboratories and full set of heavy equipment (including quarry and stone crusher, concrete Pumps, truck-mixers, trucks, loaders, etc.).

Company owns international quality management (ISO) certificate.

In 2010, Mixori bought "Concrete Sleeper Plant" Ltd., which after investment of several million USD, has become one of the best precast concrete material producers in Caucasus region.

On April 22, 2016 Concrete Sleeper Plant merged with Mixori, and today both companies operate under one brand.

The company has experience of construction buildings for various purposes, including confectionery and brewery Plants, Multifunctional Centers, Laboratories, and Residen-

tial houses in the capital and regions of Georgia.

Precast concrete materials made by Mixori hold leading positions on Georgian market. Mixori's products are being used for important railway projects in Georgia. Mixori cooperates with Ministry of Agriculture and Ministry of Infrastructure and implements new products. One of the last product is pre-stressed concrete poles for anti-hail net system.

Contact information:

Ilia Shikhashvili
ilia@mixori.com



“**BK Capital**” is a construction Company employing 550 people, including 55 professional engineers with extensive experience in the construction sector.

Short list of completed projects include: reconstruction of the Funicular Restaurant Complex on Mount Mtatsminda;

construction and reconstruction works of the headquarters of the “Bank of Georgia”; 3. M2 Hippodrome, owned by the “M2 Real Estate”; Two new projects of “M2 Real Estate” – M2 Kazbegi and M2 Optima Isani.

Ongoing Projects (2016-2018):

1. Among the most significant projects in the company portfolio is the construction of the Cathedral of Iveria's Most Holy Theotokus Icon on Mount Makhata. BKC has completed structural works of the main Cathedral with the total area of 1200m² and height of 57m. Currently façade stone cladding works are in progress. Company plans to finish the construction in December 2017.

2. Construction of Marriot Moxy Hotel, at Zaalbruken Sq. in Tbilisi, Georgia, is another significant project in Company's construction portfolio. Project started in June 2016 and is expected to be completed in November 2017

3. BK Capital is currently constructing residential complex at Kazbegi Ave. for M2 Kazbegi II. 310 apartment units with retail area and offices on 56,000 m² is planned to be constructed in 2018.

4. Ramada Encore hotel is another current project in company's portfolio. The project will be completed in December 2017.

Contact information:

Shota Berekashvili
sberekashvili@yahoo.com;



Ltd “Akhali Tbilisi” is a construction Company and is one of the major investors in Georgia. The management and founders of the Company have many years of experience in construction and development spheres.

The company has been constructing the residential complex “Akhali Gldani”. The modern residential estate “Akhali Gldani” consists of 5 residential buildings on the green area. The mission of the Company is to create a comfortable living environment of high quality at affordable prices, in order to improve our standard of living.

Contact information:

Rafael Sarkisyan
info@akhaltbilisi.ge



“Ekometer LLC” was founded in 2001. At the beginning company was operating only in real estate development field (building residential properties).

Since 2014 the company has diversified portfolio in construction, garment manufacturing, processing.

In 2014 Company’s rebranding has been made. Company’s slogan is: “We invest in future”, oriented on creating EEEE (ecological, energy-efficient, & economical) living space.

Contact information:

Gregory Morchiladze
gja@bbc.ge



Ltd Dar Capital was founded in 2006 in Batumi. Dar Capital Ltd offers insulation lining materials for facade and figures of any complexity. Products include: Internal cornices “serial

type”; Columns and head columns; Frames and window-sills; Models of window; Tiles for facade; Corners for walls; Supports; Mid-floor partitions; Outlets; Arches; Resin cement; Metal roofs and accessories ; Metal plastic doors and windows; Suspended Ceiling; Nails of various sizes; Sewage pipes for water

The company is actively using modern equipment with the latest material and technical base in production process. The company is continuously improving its business operations in various directions. Ltd Dar Capital employs 120 people

Contact information:

Amiran Darchidze
info@darcapital.ge



Theco Limited is dynamically developing company, actively engaged in construction and travel business in Georgia. Company owns wine restaurant in Signaghi, as well as the only apart-hotel in Tbilisi which provides a long-term and short-term rent of the apartment with service at the level of hotel. In last year company has expanded apart-hotel: added rooms as well as significantly expanded client base, which includes visitors from countries, such as: Kazakhstan, Ukraine, Kyrgystan, Russia, UAE, Egypt and Turkey. In the second half of the year 2017 company plans to open a new branch of hotel in Signaghi. Company is actively engaged in attracting more tourists in Georgia, and participates in diverse the forums, exhibitions directed to popularization Georgia’s tourism potential.

Contact information:

Nikolay Paderov
tbilisia@yahoo.com



“**Park Wood**” was founded in 2015. The company’s mission is to offer solutions based on customers’ needs. Team consists of qualified and experienced professionals. Cur-

rently the company is developing residential complex in Tbilisi. The multi-storey residential complex located in the prestigious area of the city, quiet and clean environment, a mixed microclimate of mountains and the lake (location-Chavchavadze ave. 80, at a location to turn on the Turtle Lake area, the site of the former tourist base). The complex is situated on a 7 000 square meters area and consists of three blocks. Construction works will end in Spring 2017.

Contact information:

Alexander Frid
sales@parkwood.ge



GT TRADE owns commercial land and retail space and offers it to retailers for selling building materials. The company's future goal also is to create different tour packages of Georgia and services and offer them to large foreign tourist companies.

Contact information:

Tea Andriadze
teaandriadze@yahoo.com



The Anaklia Development Consortium (ADC) is developing the Anaklia Deep Sea Port and the Anaklia Free Industrial Zone in the Black Sea Region to breathe new life into the ancient Asia-Europe trade route. Both developments are granted through an investment agreement provided by the Ministry of Economy and Sustainable Development of Georgia for the rights to develop, finance, design, construct, operate, market, manage, and grow the Anaklia region. Anaklia port will facilitate regional trade and provide huge economies of scale for the shipping lines. The only deep sea port on Georgia's Black Sea coast will be able to accept Panamax and Post Panamax type vessels with the capacity of 10,000 TEU.

Contact information:

Zurab Pichkhaia

zpichkhaia@anakliadevelopment.ge



Gosselin Mobility is a leading provider of moving and relocation services. Founded in 1930, employees 750 people and generates that generate more than 200 million euro in turnover. The Gosselin Group consists of two divisions: Gosselin Mobility and Gosselin Logistics. In 2004 Gosselin implemented a code of conduct for all its employees and for all its activities, in order to confirm to the highest industry and governmental standards. Gosselin is a proud member of all the leading mobility and logistics networks.

Company's customers include: multinationals, expats, diplomats, military personnel and private clients. The company has 48 offices in 32 countries with its strong presence in Europe, Eastern Europe, Russia, the Caucasus, Central Asia and China. The headquarters of Gosselin are located at the Albert Canal in Antwerp, Belgium, and its inland terminal connects the ports of Antwerp, Zeebrugge and Rotterdam with the European hinterland.

Contact information:

John Braeckveldt

johnb@gosselingroup.eu

TRANSIMPEX

Transimpex was established in 1998. Since 2000, it is agent of Federal Express Corporation Armenia. Transimpex is operating in Georgia since 2013. Company offers full range of freight forwarding and integrated logistics services to different industries mainly in Europe, Central Asia and CIS. Cooperating with leading European transportation companies, represented interests of Agility Logistics in Georgia as a certified agent, responsible for all kinds of transportation services to and from Georgia. This policy applies also today, which allows the company to develop dynamically and integrate to the international logistics networks.

- Warehouses located in Germany, Italy, Moscow, Slovenia
- Pick and pack fulfillment; save time and energy, structure your international logistics around our state of the art Warehouse Management System
- Customized distribution and integrated services
- Short and long-term storage.

Our services are as follows:

- Combined cargo import and export door-to-door
- Door-to-door transportation of vehicles
- Air transportation
- Sea transportation
- Customs brokerage services
- Accompanying freight services (packaging, insurance, etc.)

The company is trusted by many world famous leading companies in various fields.

Contact information:

Armenak Egunian
armen.egunian@transimpexlogistics.ge



GlobalCell is Mobile Operator (with index 559) and fixed telecommunication network provider, which offers services to the retail and corporate clients with reasonable price and high quality in following directions: Roaming service (in more than 200 countries); Fixed telecommunication service

(VoIP telephony); SMS integration service (branded short text messages).

Since 2009, GlobalCell provides to Georgian customers international SIM-cards with special rates - subscribers have an unique opportunity to receive incoming calls for free in up to 160 countries, opportunity of using mobile Internet while travelling to up to 170 and possibility to use high quality service during travelling to around 200 countries.

Contact information:

Giorgi Maduashvili
manager@globalmail.ge

MLED

MyGPS has launched LED street light production in Georgia and has already installed its light fixtures in several municipalities, villages as well as in some petrol station network.

MLED street lights are fully engineered and produced by Georgian company using only LED -light emitting diodes produced by CREE, global leader in the field. The products have IK09, IP 65, CE marking and meets all IEC and EU safety regulations.

Contact information:

Mikheil Chakaberia
m@mygps.ge



GT Group LTD's major activities include diversified trade and service operations in automotive (Ford Cargo), agriculture (New Holland Agriculture, KUHN Farm Machinery, Gregoire Besson, Agromaster), construction machinery (New Holland Construction), Lubricants (BP Castrol) and special municipal machinery fields (TANA Oy, HAKO GmbH, Manitou, TS Industrie) and health safety equipment (Draeger Safety AG).

Currently, GT Group LTD manages 4 companies: GT Motors Ltd – Sales of cars, commercial vehicles and car services (official distributor of Ford, Land Rover, Jaguar and Suzuki); Europroduct Ltd – supermarket chain (6 stores), food supply/distribution; KOLKHI Jgupi Ltd – Supply /sales of construction materials; GT Enologica -GT Group is a part of a Joint Venture (51% of shares), with Italian company, Consolente Enologica (Italy), in the fields of wine making equipment and wine technologies.

GT Group employs around 100 qualified employees in Tbilisi, Batumi and Kutaisi.

Area of operations: Georgia, Armenia and Turkmenistan

GT Group officially represents the number of international brands in Georgia: Ford, New Holland Agriculture, New Holland Construction, BP Castrol, Draeger Safety AG (Germany), KUHN Farm Machinery, Gregoire Besson.

Contact information:

Gia Gvelesiani

g.gvelesiani@gtgroup.ge



GD HOLDING

GD Holding is group of the companies operating in various directions. Main activities of holding are:

FMCG products distribution (Brands distributed: Ona, Sloboda, Konti, Mauxion, Arcor, Wrigley, Loreal, Lays, Russian Standard; Distribution of cigarettes (Philip Morris);

Premium alcohol distribution in Georgia (Partners: LVMH, Diageo, Brown Forman, Martini Bacardi, Pernod Ricard, William Grants & Sons, Campari International, Jägermeis-

ter International, Rémy Cointreau); Premium alcohol retail chains „Alcorium“ & „Whisky House“;

Wholesaler of premium alcoholic beverages in Caucasus and Middle Asia regions (Partners LVMH, Diageo, Brown Forman, Martini Bacardi, Pernod Ricard, William Grants & Sons, Campari International, Jägermeister International, Rémy Cointreau);

Warehouses: bonded warehouse serving Caucasus and Middle Asia regions;

Hotel business.

Contact information:

Gocha Darchiashvili
gd@gd-group.ge

pensarecasa.it 

Pensarecasa.it represents mono-brand retail chain with the idea of “furniture suitable for all”. Pensarecasa.it is part of IMAB Group family, which was founded in 1968. Company is based in Fermignano, owns 12 factories in Italy and 14 shops in various countries.

Pensarecasa.it Tbilisi Store is operating since May, 2015. Pensarecasa.it Tbilisi is an official representation of the brand and guarantees the high quality. The company is also collaborating with various Italian brands producing furniture, floor, ceramic, doors, finishing materials, wallpapers and accessories.

Contact information:

Giorgi Barvenashvili
gbgroup@mail.com



Agroteqnika Italiana-Italian Agricultural Engineering Company works successfully in Georgian market for 2 years and distributes Italian brand products in Georgia, such as IDEAL, SCARABELLI, LUCCHINI, FACMA, ARTES, ENOTECNICA PILLAN, CASELLA, MIXORI, FLLI SPEDO, FORIGO, FERRARI, TOP PLANT, GMC, AGROFER, BASSI SEMANTRICI etc.

The company offers solutions for gardening, protecting harvest from hail and other natural disasters. Agroteqnika

Italiana supplies customers with various products/services, such as: seedlings, installation of GPS system, high quality agricultural equipment with favorable price.

Agroteqnika Italiana also provides support in importing specific agricultural equipment to Georgia (used and new).

Contact information:

Antonella Belleri
antonella.belleri2@gmail.com



BS Metal Group LTD was founded in 2012 in Batumi, Adjara, Georgia. BS METAL GROUP specializes import and sales of construction metals (metal and aluminum sheets, angles, pipes, accessories, etc), installation of PVC profile windows and doors, aluminum windows and doors, facade systems, glass constructions, water and gas required systems with accessories, tools and etc.

The company owns several thousand square meter land at #22 Airport highway in Batumi and operates a showroom, office, workshop for manufacturing of metal-plastic windows and doors, workshops for metal and wood works.

In 2015, BS METAL GROUP held to set up a concrete blocks and bricks factory . The factory will be equipped with Turkish - manufactured machinery. The company plans to launch the factory in May 2017. Total cost of the factory is about 500K Euro.

Over the years, BS METAL GROUP has participated in many projects, such as the glazing of nine residential buildings in Samgori district in Tbilisi, glazing of the Port of Anaklia, arrangement of the wharf of Anaklia, arrangement and glazing of the viewing platform in Sataplia museum, etc. The company works jointly with construction companies and participates in tenders.

The company's clients are Governmental and business organizations as well as individuals

Contact information:

Roman Gundadze
roman.gundadze@gmail.com



GT Enologica LLC is a Georgian-Italian company, founded in 2014 by GT Group LLC (From Georgian Side) and Consulente Enologica S.r.l.(from Italian side). The main activities involve import of wine and food processing equipment, import of enological products, consultations and projecting, wine products import.

Contact information:

Lasha Kurashvili
enologica@gtgroup.ge



Gtex LLC is retailer of fashion apparel and furniture.

Currently Gtex represents 8 international brands in Georgia through 22 retail stores.

Company plans to increase number of stores by over 50% (up to 35) till the end of 2017. Company employs 220 people and the number will increase up to 370 till the end of 2017.

The brand originations are: Italy, France, Turkey and Poland.

The list of the brands: OVS, Terranova, Penti, Collezione, English Home, Enza Home; CCC and Tati-introduction in Spring 2017

Contact information:

Giorgi Basiladze
gbasiladze@gtex.ge



Company Tevri was established in July 2014. The company owns master franchisee license for brands Calzedonia and Intimissimi in Georgia. Calzedonia's first store was opened In Tbilisi Mall in 2014. The 2nd store was opened in 2015 on Chavchavadze Avenue. Later in 2015 two more stores of Calzedonia brand and the first store of Intimissimi were opened . Currently Tevri operates seven stores (5 Cal-

zedonia and 2 Intimissimi) and employs around 40 people. Company plans further expansion in Tbilisi and other cities for 2017-2018.

Contact information:

Tengiz Chichinadze
tengiz.chichinadze@gmail.com



Universe Business Group is operating in various directions and its partners are represented with local and international companies. Universe Business Group supplies high quality products to companies operating in the field of construction and agriculture. Majority of Universe Business Group's clients are using techniques, tools, construction accessories and RB tools for implementation of large projects. Universe Business Group is oriented on employee development. To raise staff's professionalism, has hold various seminars and trainings. "Universe Business Group" LLC is member of Chamber of Commerce and Industry of Georgia, GEA, EUGBC and Georgian Producers' Federation. Company is actively participating in various local and international exhibitions and business forums. Company plans expansion by adding several departments and technical services.

Contact information:

Roman Badalyan
info@ubg.ge



Archinvest is representative of group of Italian companies (Jacuzzi, Imola Ceramica, l'invisibile, Moab 80) In Caucasus & Central Asia

Contact information:

Elena Burduladze
archinvest@archinvest.ge



AGRO HOLDING

LLC Agroholding was founded in 2016. Company's operations include import and trade with various products. Solutions offered by LLC Agro Holding include:

- CRANES - Mobile-Hydraulic, Crawler-Lattice, Tower-cranes, Over-head Cranes & Port Handling Lifting Equipment.
- Earth Moving Equipment, Road Building Machinery, related parts.
- Diesel Generators, Welders, Light Towers & Forklifts.
- Filtration Solutions – For Diesel Engines, Diesel Tanks (Bulk) Filtration & Industrial Air Filtration.
- Agriculture Machinery – Tractors, Cultivators, Implements, etc.
- Professional and Garage Equipment and Hand Tools
- Technical Support & Services, Professional Trainings.
- Spare part for Agricultural machinery
- Irrigation systems, pumps, computers. The company is actively involved in the field of agriculture and irrigation fields.

LLC Agroholding has started cooperation with several companies from Italy. The company's goal is to develop strong relationship with suppliers and provide high quality production to its customers.

Contact information:

Davit Pkhakadze
info@agroholding.ge



BGI Legal is one of the largest full-service law firms in Georgia. BGI legal has been successfully operating in Georgian legal market for over 20 years. BGI Legal serves clients from the most diverse economic sectors. The combined value of deals handled by the members of the firm surpasses ten billions of dollars. International experience combined with the peculiarities of local law practice gives to the company an unique positioning to assist clients as a recognized market leader .BGI Legal represents foreign investors and lending institutions, national companies, joint ventures, diplomatic missions and international organizations. Company's practice offers unparalleled diversity and breadth in its ability to guide clients in the increasingly sophisticated environment of Georgia's fast-paced economic and legal development.

Contact information:

Lasha Gogiberidze
Lasha.gogiberidze@bgi.ge



Established in 2000, **BLC**, as a leading law-firm, serves its clients in various areas of law. Key cornerstones of legal services are: banking and finance law, tax law, corporate transactions and structures, real estate, energy, civil and administrative litigations. Partners and associates of BLC, educated in the prominent schools of US and EU, have predetermined the Western orientation of the company, its highest ethical standards, diligence and dedication to clients and profession.

BLC is the only Georgian law firm with international practice. It operates the branch in Batumi (The Autonomous Republic of Adjara) and serves clients from neighboring Armenia, Azerbaijan, Russia and Ukraine. BLC has experience of collaboration with international consulting firms, such as; Slaughter & May, Baker & McKenzie, White & Case, etc.

Contact information:

Alexander Bolkvadze
alex.bolkvadze@blc.ge



DLA Piper is an international law firm operating in over 30 countries throughout the Americas, Asia Pacific, Europe and the Middle East. Established in Tbilisi in 2005, DLA Piper's Georgian office represents the first international law firm in Georgia. Company's practice is characterized with advanced skills and capacity, encompassing a team of 11 experienced attorneys at all levels, from partner to legal assistant with solid professional background (including two Georgian partners with Georgian and English law qualifications and a US-qualified senior counsel resident in Tbilisi with more than 21 years' experience in Georgia and the CIS).

DLA Piper serves local and foreign clients in various areas, such as: investment, financing and privatization transactions in Georgia, solves commercial disputes in local courts and international arbitrations in variety of economic sectors - from energy, insurance and telecommunications to real estate.

Contact information:

Otar Kipshidze

otar.kipshidze@dlapiper.com



GM Capital is a consulting company mainly specialized in power generation and chemical production projects. Recently in cooperation with international investors, GM Capital is developing a project of Solar Power plant construction in Georgia.

GM Capital is working on several Hydro Power plant construction projects of different sizes and capacities in several regions of Georgia.

GM Capital has experience and expertise to meet industry demands. It is delivering turnkey solutions and provides wide range of services for designing, constructing and operating power plants.

Using own expertise, GM Capital delivers O&M strategies to enhance operational performance and system reliability of industrial assets. Company's skilled engineering and operations teams provide equipment maintenance solutions to minimize downtime, increase availability and reduce overall operating costs of plants.

GM Capital also provides financial services to industrial plants, including: financial planning, budgeting, reporting, reporting, VAT reconciliations, taxation issues, payroll control, etc.

Contact information:

Geno Malazonia
geno_malazonia@gmcapital.ge



Luca Pacioli Accounting Center is a consulting and training company, which offers study programs for accountants. Company's main purpose is to train accounting professionals (from beginners to chief accountants) in accordance with international standards of accounting & financial reporting, taking into consideration requirements of Georgian tax legislation. The Center's mission is to produce graduates who will possess appropriate theoretical knowledge and practical skills, professional and human values and who will be always keen to improve their skills and apply that knowledge in practice.

Luca Pacioli Accounting Center offers accounting services to companies operating in areas, such as: hotel industry, manufacturing, trade, entrepreneurs.

Contact information:

Khatia chonkadze
director@account.ge



GBDC provides companies with strategies, business solutions and information concerning match business partners when entering emerging markets of the Caucasus, Ukraine, Turkey and Central Asia.

Global Business Development Center guides and prepares companies to penetrate markets and find B2B and B2C solutions, expertise and experience. Company's service consists of finding Suppliers, Exporters, Importers, Investors, Franchisers, Franchisees, FDI and Joint Venture opportunities, Resellers, Distributors and Agents. GBDC acts globally but mainly is focused on Caucasus, Ukraine, Turkey and Central Asia.

Contact information:

Nino Chanishvili
President@globalbdc.org



Georgian Employers' Association is a membership-based business union operating in accordance with international standards. While representing interests of Georgian companies the organization cooperates with the government of the country, trade unions and various local and international organizations.

The aim of the association is to assist companies in developing their business activities at the national as well as international levels.

Georgian Employers' Association was established in 2000.

The operation of the association responds to the principles, standards and conventions of International Organization of Employers (IOE) and International Labour Organization (ILO) and is represented as a social partner together with trade unions and Georgian government.

Georgian Employers' Association is a Member of:

- International Organization of Employers (IOE);
- International Congress of Industrialists and Entrepreneurs (ICIE);
- United Nations Global Compact;
- Union of Black Sea and Caspian Confederation of Enterprises (UBCCE)

Contact information:

Zurab Agladze
employer@employer.ge



Accessible Tourism Center Parsa is affiliated member of “European Network for Accessible Tourism - ENAT” (Membership Number # 906) and in 2014 has become National Contact Point organization for ENAT in Georgia. The mission of the ENAT is to make European tourism destinations, products and services accessible to all travelers and to promote accessible tourism around the world and actively protect rights of persons with disabilities. ATCP is the member of the Coalition for Independent Living Coalition for In-

dependent Living is uniting more than 26 NGO and DPO organizations dealing with disability issues. Based on the international norms and convention, the coalition supports to the perfection of the legislation and the state executive system on the national level

Contact information:

Tamar Makharashvili
parsa.tamar@yahoo.com



GiS is a group of companies operating in areas of technology and business hospitality. Being the leader in solutions provision, company has a solid background referenced by projects with governmental authorities, as well as with private organizations. As a further development plan, GiS aims to start local manufacturing of technology system solutions (applications, software and hardware) in cooperation with its European stakeholders.

Being a member of ICCA (International Congress & Conventions Association), GiS has a solid background in MICE Industry development for organizing and initiating congresses, business forums, master-classes and expos. List of projects include events such as: EBRD Annual Meeting 2015, Tbilisi Silk Road Forum 2015, Environment for Europe Ministerial Congress, 25th OSCE Parliamentary Assembly and more than 500 premium events.

Contact information:

Nikoloz Kobakhidze
nika@gis.ge



ICES (Industrial Construction Engineering Solutions) is a company with a team of selected engineers. The main field of operation is Design, Construction, Project Management & Equipping of industrial buildings (refrigeration, production, warehouse places).

During its existence, ICES has successfully completed about 100 projects with "Turn Key" Condition.

Besides “Turn Key” Projects , ICES provides customers with all components of Industrial Construction – from designing up to building material and industrial floors.

Contact information:

Aleks Morchiladze
aleks.m@ices.ge



The company “**Sigma Technologies and Solution**” is an innovative company which is focused on the introduction of innovative construction materials in Georgia.

The company’s current project is Vestus. This is innovative nanotechnology made thermal, hydro, sound and anticorrosion insulation. Products are manufactured in Georgia. Also the company use the exclusive right to export the products to neighboring countries.

The Sigma Technologies and Solutions differs from other companies by local investments. The company’s products totally coincides the country’s energy security concept.

The products are made from high-quality raw materials and that allows fully comply with international standards.

Contact information:

George Tsintsadze
g.tsintsadze@scp.ge



Global Credit Bancorp offers financial services to businesses throughout the world. It is designed to help companies to obtain the capital they need.

Global Credit Bancorp selectively matches each member with an appropriate lending institution and funding method using our unique search methods and contacts with thousands of lenders and investors worldwide.

Contact information:

George Vashakidze
gia@vashakidze.com

GEORGIA – Facts and Figures

Area	69,700 sq. km
Population	3.7 mln
Official Language	Georgian
Capital	Tbilisi
National Currency	Lari, GEL, ლ
Inflation rate average 2010-2016	3.3%
GDP (2015)	USD 14 bln
GDP Real Growth Rate (2015)	2.9%
GDP Real Growth rate forecast (by IMF)	2017 – 4%
GDP per capita (PPP 2015)	USD 3,766
GDP Structure (2015) (3 leading sectors)	Industry – 16.8%; Trade – 16.7%; Transport and Communication – 10.5%
FDI Inflows	2015 - USD 1.56 bln; 2016Q1-Q3* – USD 1.3 bln
Unemployment Rate (2015)	12%
External Trade Turnover (2016)*	USD 9.350 mln
Total Tax Rate	16.4%
Credit Rating	BB- Stable
Ease of Doing Business by World Bank	16th position
Economic Freedom by Heritage Foundation	13th position
Infrastructure	3 international airports; 4 ports
Bilateral Investment Treaties	30 countries
Double Taxation Avoidance Treaties	54 countries

*Note *- preliminary data*



**Top reasons
to do business
in Georgia**

Fast growing economy. GDP of Georgia has permanently been increasing in late 5 years with around 4% average annual rate.

World's leading performer. Georgia is consistently ranked as prominent performer by international institutions:

- 16th by World Bank Ease of Doing Business (among 190 countries); 3rd position in region - Europe & Central Asia (among 25 countries); improved by 7 position since last year.
- 13th by Heritage Foundation Economic Freedom index; up by 10 position y/y

Corruption-free destination. According to the Transparency International Global Corruption Barometer, Georgia is perceived as a corruption-free destination.

Growth-friendly tax policy. According to the 2015 World Economic Forum report, Georgia has one of the lowest taxes worldwide standing on the 9th position with 16.4% total tax rate. In 2017, Government of Georgia implemented new tax policy. In new model of taxation system, retained earnings will be free of tax - meaning profit tax will be deductible only in case of profit distribution.

Liberal cross-border trade. We have the agreement of DCFTA with EU, Free Trade Agreement with CIS countries and Turkey, signed agreement with EFTA (European Free Trade Association), finalized negotiations for Free Trade Agreement with People's Republic of China and almost concluded with Hong Kong.

Strategic geographic location at the crossroad of Europe and Asia serving as the bridge and shortest route for transportation of goods.

Attractive tourism destination. Huge variety of touristic activities, including but not limited to beaches, skiing, hiking and famous spa and wellness resorts. Compound annual growth rate of international travelers to Georgia in last 5 years is around 18%, from 2.8 million in 2011 to 6.35 million in 2016.



Economic Sectors

Industrial Manufacturing and Agribusiness

Georgia provides significant investment opportunities in the manufacturing Industry, which has attracted more than USD 1.5 billion of foreign direct investment since 2007 year. New opportunities are expected to be taken by greenfield investments in export-oriented manufacturing Industries for which duty-free access to the number of markets worldwide, low utility costs and special Government incentives would be attractive. The share of the Industry in Georgia's GDP was 16.5% in 2015.

There are significant business opportunities in processing primary agricultural goods into higher value-added product and supplying equipment and services (greenhouses, storage, deep-freeze facilities, packaging, etc.). The Georgian Government offers number of incentives and co-investment opportunities to investors interested in developing manufacturing facilities in Georgia. "Produce in Georgia" program is devised to support Industrial manufacturing and agro-processing through several instruments, including co-financing of the interest rates on the commercial loans extended by private local commercial banks, co-financing of the interest rates on the leased equipment and transfer of state property (both land and building) into the private ownership for a symbolic price of GEL 1, with certain investment obligations.

Georgia has very liberal foreign trade policy, no restrictions on import and export, abolished import tariffs on over 80% of goods, simple, transparent and business oriented customs procedures, which is important for international trade.

Georgia has Agreement on Deep and Comprehensive Free Trade Area (DCFTA) with EU, Free Trade Agreements with CIS countries and Turkey, GSP with USA, Japan, Norway and Switzerland, signed the agreement with EFTA (European Free Trade Association), finalized negotiations with People's Republic of China and almost concluded with Hong Kong. Notably, Georgia is the first country in the region who has concluded FTA with China.

Hospitality and Real Estate

Tourism is among the fastest growing industries of the Georgian economy – While a small country, it offers a huge variety of touristic activities, including but not limited to beaches, skiing, famous spa and wellness resorts, vineyards, outdoor activities, positioning itself as a four season destination. Georgia is proud to have over 12 000 historical and cultural monuments, 103 resorts and 182 resort areas, 84 protected areas and UNESCO heritage sites.

In the course of the past few years, the number of visitors to Georgia increased significantly adding to the growth of other tourism-related infrastructure. Compound annual growth rate of international travelers to Georgia in last 5 years is around 18%, from 2.8 million in 2011 to 6.35 million in 2016, while in the first month of 2017 we already have 19.8% y/y increase. According to Georgian Tour-

ism Development Strategy, Georgia will catch 11 million visitors by 2025.

Due to the high demand and occupancy rates standing well over 70%, international brand hotels are mushrooming in Georgia. Nevertheless, as a growing tourist destination, it offers excellent opportunities for new entrant in various types of commercial real estate and hotel development. Georgian Government introduced new Support Mechanism for the Hotel Industry Development in the Regions of Georgia. New instruments include co-financing of interest rate, as well as Franchise/Management contract, Partial Collateral Guarantee and co-financing of consulting services.

Transport and Logistics

One of the top priority Industry for Georgian Government, transport and logistics, represents the lifeblood of any country's economy since it constitutes the heart of the supply chain. Areas without good transport connections do not grow or prosper. Notably, biggest challenge for the Government of Georgia is strengthening the transit function of the country and formation of logistical hub in the region, thus attract more investors with this regard. Georgia has 4 seaports in Batumi, Poti, Kulevi and Supsa, 3 international Airports in Tbilisi, Kutaisi and Batumi, 2 domestic airports in Mestia and Ambrolauri as well as 2084 km railway line and rapidly improving road network from which 1450 km are of international importance. As of today, Georgian transit corridors serve around 44 mln. tons of cargo per annum.

The Government of Georgia is an active member of the International Transport Corridors, such as TRACECA, LAPIS LAZURI, Baltic-Sea-Black Sea International Transport corridor and etc. Mentioned corridors make contribution to the revival of one of the most famous historical Silk Road. During 2015-2016 railway freight transportations from China in the direction of Georgia were carried out in several occasions and the transit time has been reduced from 40-45 to 7-9 days compared to the carriage by sea.

For further enhancing country's transit potential Government of Georgia is carrying out major infrastructural projects such as Anaklia New Deep Water Black Sea Port, Railway Modernization Project, East-West Highway Construction, Baku – Tbilisi – Kars new railway connection line project, development of logistical centers.

As part of the East-West Highway Corridor Improvement Project financed by the World Bank, Government of Georgia intends to carry out a feasibility study for the creation of logistics centers. Free Industrial Zones will further incentivize investors to engage in the mentioned development while take the advantage of the special regimes that FIZ offers, ranging from ease of customs procedures to exemption of taxation.

In July 2016, tender for hiring the consulting company was completed and Dornier Consulting International (Germany) was selected as the winner. After the finalization of study (first half of the 2017), the MoESD will announce the Expression of Interest for selecting

the investor for the development of Logistics centers based on the Public Private Partnership.

Infrastructure

Government endeavors to complete the construction of the entire core connectivity infrastructure of Georgia over the next four years. Infrastructure is one of the pillars of the “Four Point Plan”, the key government reform program. Subsequently, Georgia will spend around four billion dollars on infrastructure projects in the period of 2017-2020. The major part of this sum will be spent on roads (including highways); approximately 800 km of roads projects are in the pipeline now. This will further strengthen the role of the country in the new Silk Road. In addition, other major infrastructure projects that boost country’s economic development will be carried out throughout Georgia.

Energy

The energy Industry is attractive in terms of both existing natural resources and developing infrastructure, as the country possesses huge hydro resources and offers untapped investment potential. Georgia’s natural wealth is comprised principally of water and water resources, and its hydroelectric potential per capita ranks among the world’s greatest, with at least 300 rivers capable of hydropower production of about 20 TW/h annually.

Currently, there are around 112 ongoing renewable projects on the different stages of implementation and additional 95 investment proposals for investors in Georgia. According to the projection, additional capacity will supply internally growing demand and increase export opportunity.

Main directions of Georgia’s energy policy aim at promoting energy security, foreign investment, liberalization, and bilateral and regional cooperation. It also focuses on refurbishment and rehabilitation of existing facilities, construction of new facilities, improvement of metering system and achievement of economic independence and sustainability of the Industry.

Starting from 2015, parliament of Georgia approved Ten Year Network Development Plan, which is currently in the implementation process. During those 10 years, rehabilitation works on existing high voltage transmission lines will be conducted, as well as construction of new transmission lines and substations. The plan envisions growth of the transmission capacities with the neighbouring countries up to total 5000 MW. The overall investment is expected to be up to 850 million USD.

USEFUL WEBSITES

GOVERNMENT OF GEORGIA

Government of Georgia
www.gov.ge
Ministry of Economy and Sustainable
of Georgia
www.economy.ge
Ministry of Finance of Georgia
www.mof.ge
Ministry of Regional Development and
Infrastructure of Georgia
www.mrdi.gov.ge
Ministry of Foreign Affairs of Georgia
www.mfa.gov.ge
Ministry of Agriculture of Georgia
www.moa.gov.ge
Ministry of Energy of Georgia
www.energy.gov.ge
Ministry of Environment and Natural
Resources Protection of Georgia
www.moe.gov.ge
Ministry of Education and Science of
Georgia
www.mes.gov.ge
Ministry of Labor, Health and Social Affairs
of Georgia
www.moh.gov.ge
State Minister of Georgia on European and
Euro- Atlantic Integration
www.eu-nato.gov.ge
Ministry of Culture and
Monument Protection of Georgia
www.culture.gov.ge
Ministry of Internal Affairs of Georgia
www.police.ge
Ministry of Defence of Georgia
<https://mod.gov.ge/>
Ministry of Justice of Georgia
www.justice.gov.ge

STATE AGENCIES AND FUNDS

Enterprise Georgia
www.enterprisegeorgia.gov.ge
Enterprise Georgia – Trade with Georgia
www.tradewithgeorgia.com
Invest in Georgia
www.investingeorgia.org
National Agency of State Property
www.nasp.gov.ge
Georgian's Innovation and Technology
Agency
www.gita.gov.ge
Georgia National Tourism Administration
www.gnta.ge
Partnership Fund
www.fund.ge
Georgian Energy Development Fund
www.gedf.com.ge
Public Service Hall
www.psh.gov.ge

BUSINESS OMBUDSMAN OF GEORGIA

www.businessombudsman.ge

BUSINESS STATISTICS AND DIRECTORIES

National Statistics Office in Georgia
www.geostat.ge

National Bank of Georgia

www.nbg.gov.ge

Private Funds

Georgian Co-Investment Fund
www.gcfund.ge
Gazelle Finance
www.gazellefinance.com
Schulze Global Investment
www.schulzeglobal.com

ENERGY

Electricity System Commercial Operator
www.esco.ge
Georgian State Electosystem
www.gse.com.ge

CHAMBERS OF COMMERCE AND BUSINESS ASSOCIATIONS

Business Association of Georgia
www.bag.ge
Georgian Chamber of Commerce and
Industry
www.gcci.ge
Amcham
www.amcham.ge
ICC Georgia
www.icc.ge
EU-Georgia Business Council
www.eugbc.net
Association of Bank of Georgia
www.abg.org.ge
Georgian Employers Association
www.employer.ge

INTERNATIONAL FINANCIAL INSTITUTIONS

EBRD
www.ebrd.com/pages/country/georgia.shtml
ADB
www.adb.org/counties/georgia/main
World Bank
www.worldbank.org/en/country/georgia
IMF
www.imf.org/external/country/geo/rr
IFC
www.ifc.org
MCC
www.mcc.gov/pages/countries/program/georgia-compact

ABOUT GEORGIA

Tbilisi Info Map
www.info-tbilisi.com
Travel to Georgia
www.georgia.trevel
Georgian National Museum
www.museum.ge
National Environmental Agency
www.meteo.gov.ge



Organizers



Institutional Partner

