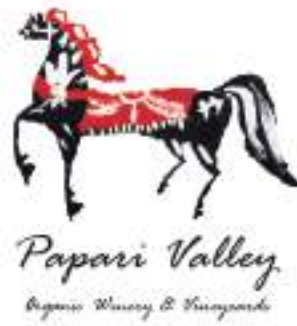


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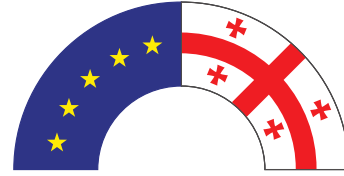
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ზვინად ჭუმბურიძე

ევროკავშირი-საქართველოს ბიზნეს საბჭოს გენერალური მდივანი

ძვირფასო მკითხველო, ჩვენი საბჭოს წევრებო და მეგობრებო

ჩვენი საზოგადოებისთვის და ქვეყნისთვის მუდმივი გამოწვევები და სიძნელები უცხო ნამდვილად არ არის, მაგრამ COVID-19 ვირუსმა, როგორც ჩვენ, ასევე მთელი მსოფლიო უდიდესი სირთულეების წინაშე დააყენა. უპირველესი საზრუნავი ჩვენი მოსახლეობის ვირუსისგან დაცვა გახლავთ. ამ პრობლემას თავდადებული სამედიცინო პერსონალის მეშვეობით ამ ეტაპზე თავი გავართვით და ქვეყანაში მეტნაკლებად სტაბილური ვითარება შენარჩუნებულია. მაგრამ აქვე უნდა აღვნიშნო, რომ ჩვენ მეორე – ასევე უმნიშვნელოვანესი გამოწვევის წინაშე აღმოვჩნდით. ვირუსის გავრცელების საწინააღმდეგოდ მიღებულმა ზომებმა და რეგულაციებმა ქვეყნის ეკონომიკურ განვითარებას გამოუსწორებელი და მძიმე ზიანი მიაყენა. მცირე და საშუალო ბიზნესის თითქმის 80 პროცენტს ურთულესი პირობები და ვითარება შეექმნა. არც მსხვილი ბიზნეს კომპანიები არიან სახარბიელო მდგომარეობაში.

ყოველივე ამან საგრძნობლად იმოქმედა უმუშევრობის ზრდაზე და აგრეთვე მოსახლეობის შემოსავლიანობაზე.

სწორედ ამ დროს, მთავრობამ უნდა შეძლოს სწრაფი და ეფექტური რეფორმის ჩატარება, ასევე დონორებისგან მიღებული გრანტებით და კრედიტებით მცირე და საშუალო ბიზნესი გადაარჩინოს გაკოტრებას და დახურვას.

და თუ ეს სწრაფად, შედეგიანად და ბიზნესთან სრულ კოორდინაციაში არ მოხდება, ქვეყნის ეკონომიკური განვითარება შეჩერდება და დაკარგავთ იმ არსებულ მდგომარეობას რის შექმნასაც ბოლო ათწლეულში მივაღწიეთ.

ჩვენ, ჩვენი წევრების მოსაზრებებისა და თხოვნების შესაბამისად შევქმენით მცირე და საშუალო ბიზნესის დახმარების ორი პაკეტი – კრიზისიდან გამოსვლისათვის საჭირო რეკომენდაციები. გადავგზავნეთ პრემიერ-მინისტრთან, ეკონომიკურ გუნდსა და ინვესტორთა საბჭოსთან.

ვიმედოვნებ, ჯერ კიდევ არის დრო, რომ მთავრობამ მიიღოს მნიშვნელოვანი გადაწყვეტილებები.

ჩვენი საბჭო მზად არის თანამშრომლობისთვის და მოქმედებისთვის, ვინაიდან არ უნდა დავგავიწყდეს რომ ჩვენი ვალდებულებაა კრიზისის პერიოდში გავაერთიანოთ ძალისხმევა, რადგან, ქვეყნის დამოუკიდებლობას და განვითარებას სხვა ალტერნატივა არ აქვს.

ჩვენ სტრატეგიულ პარტნიორობთან აშშ-თან და ევროკავშირთან ერთად უნდა შევძლოთ ამ ურთულესი პერიოდის გადალახვა.

მინდა სრული პასუხისმგებლობით მივმართო ჩვენ წევრ კომპანიებს, რომ მზად ვართ დავიცვათ თქვენი ინტერესები და შესაძლებლობის ფარგლებში თანადგომა და დახმარება გავიწიოთ.

კოტე გალდასტანიშვილი

60



ბევრი ვიფიქრე როგორ გადმომეცა და გამომეხატა ჩემი ემოციები და გრძნობები მეგობრის მიმართ, რომელიც სამიოდე წლის წინ ჩვენთან ერთად იყო... ვფიქრობ ძალიან მარტივად შეიძლება ისაუბრო ახლობელ ადამიანზე როცა ის ცოცხალია, გარდაცვალება კი ყველაფერს ცვლის.

კოტე ბალდასტანიშვილი, ადამიანი, რომლის შესახებაც შეიძლება ბევრი გაიხსენო, ისაუბრო – რა თქმა უნდა ტკივილით, სინანულით და ასევე ღიმილითა და კეთილი მოგონებებით. ჩვენ ერთად გავიარეთ ის რთული და მძიმე პერიოდი, რასაც დიპლომატიური სამსახურის ჩამოყალიბება ჰქვია. ჩვენი თაობის დიპლომატთა გუნდში კოტეს განსაკუთრებული ადგილი ეკავა თავისი ხასიათით, გამოცდილებით, პროფესიონალიზმით, მუშაობის გუნდური პრინციპით და რაც უმთავრესია – ქვეყნის სიყვარულით.

ხანდახან ვფიქრობ რა იყო კოტეს ცხოვრების კრედი, რითი გახდა იგი გამორჩეული და განსაკუთრებული. და ღრმად მჯერა, რომ ეს იყო მისი პრინციპულობა, რისთვისაც მას არასოდეს უღალატია... სამწუხაროდ, ჩვენ თაობაში ასეთი ადამიანები ცოტანია არიან. ამიტომაც უჭირს ჩვენ საზოგადოებას, ვინაიდან ქვეყანა გამორჩეულ ადამიანებზე დგას.

მებრძოლი სულის ადამიანი იყო კოტე, არასოდეს მინახავს იგი პესიმისტურ განწყობაზე, ყოველთვის იმედს აძლევდა გარშემო მყოფ ადამიანებს. ამ იმედით ებრძოდა ორ წელიწადზე მეტს უკურნებელ სენს. და იმ მძიმე დღეებშიც კი მეგობრებზე და მისთვის ახლობელ ადამიანებზე ფიქრობდა. ფიქრობდა როგორ დახმარებოდა და გვერდში დადგომოდა მათ. მეც გვერდში დამიდგა დიდი მეგობრული და ადამიანური მხარდაჭერით...

კოტემ თავისი უშრეტე ენერჯის და მონდომების წყალობით შექმნა 2006 წელს ევროკავშირი საქართველოს ბიზნეს საბჭო, რომლის მთავარი ფუნქციაც ქართულ-ევროპული ეკონომიკური ურთიერთობების დაახლოვება და განვითარება იყო. მას ჯეროდა რომ ჩვენი ქვეყნის წინსვლის გზა სწორედ ევროპულ ღირებულებებზე გადიოდა.

ყველა იმ საოცარ მაღალზნეობრივ თვისებასთან ერთად, რომელიც კოტეს გააჩნდა, ვთვლი, რომ ერთ-ერთი უპირველესი და უმნიშვნელოვანესი ღირებულება მისთვის მისი ოჯახი იყო, ყველაზე სანუკვარი და საფიცარი ადამიანები...

მასზე წარსულში არ ვსაუბრობ, დეკემბერში კოტეს 60 წელი შეუსრულდებოდა... გული მტკივა და მენანება, რომ კოტეს გარეშე დავარჩით... ოჯახი... მეგობრები... კოლეგები.

ზვიად ჭუმბურიძე

Interview with Ann Davies

Head of Country for bp in Georgia

Ann Davies arrived in Georgia in summer 2019 to take on the role of the Head of Country overseeing bp's activities in Georgia including the Baku-Supsa and Baku-Tbilisi-Ceyhan oil pipelines and South Caucasus gas pipeline operations.

Ann has 15 years' experience in the energy industry in a variety of engineering, operations and leadership roles. Prior to her appointment as a Head of Country Ann was Engineering Manager for bp's offshore wells in Azerbaijan, and before that she worked in bp head office in London supporting the Upstream Chief Financial Officer. The career path has also taken Ann to Scotland, Norway and Canada where she worked as a lead engineer and a project manager for a variety of large engineering projects.

Ann holds a master's degree in Physics from University of Oxford. She is a passionate advocate for physics and engineering and is an active promoter of STEM and diversity in engineering.



Q. What were your expectations before coming to Georgia?

I have joined bp as an engineer, and I have worked in many interesting places including Scotland, Canada, London and Norway. I was lucky to work in Azerbaijan as an engineering manager, where I was accountable for

the engineering of the wells on Azeri-Chirag-Gunashli (ACG), Shah Deniz Alfa and Shah Deniz II platforms. I really enjoyed my time in Azerbaijan and to be honest I was doing that role, completing and testing the wells, but I never really put much thought in where this oil and gas eventually

go. I was rather focused on my job to get oil and gas out of the ground in a safe way.

When the opportunity came for me to work in Georgia, I was really intrigued because pipeline operations and energy transportation was part of the value chain I had never worked in before. But before coming to Georgia, I always knew that Georgia had an incredibly important role to play for the company and the entire region. I have heard about the fascinating achievements and the pipeline projects, incredibly important supplying energy to the region and the world.

The other reason I was excited was about my plan for a vacation in Georgia. Before coming here, I have heard so many great things from many people, my friends and colleagues in Azerbaijan, about the Georgian mountains, Georgian people, the Georgian food, wine, the great Rugby team and many more. I thought wow, this is a place I must go to. It was then I discovered that I was moving to Georgia, so that was even better.

I have arrived here in 2019 with my husband and two daughters; it was a summertime and my first impressions were: it is beautiful and green. People at bp and businesspeople I have interacted with, and the society in general were so welcoming that I still keep finding common areas between my homeland Wales and Georgia. I am now trying to learn the language, very old language like my first language Welsh with some difficult sounds. We also share the love for Rugby. I am enjoying that I can share my passion for it with my Georgian friends.

Q. You are the first woman leading bp in Georgia. Head of country is a

great responsibility. What energizes and inspires you?

I was not aware I was the first female head of country for bp in Georgia before joining it. It is a huge responsibility over a diverse set of teams, there is always much going on, but I absolutely enjoy it. I thrive on the challenge, but mostly I draw my energy from the people I work with; that keeps me going. I have met some fantastic men and women at bp and in bp Georgia. There is a progress in this space. I think women who are in leadership positions have responsibility to release the potential equally for men and women based on merit. We have many examples at bp and I am proud to be part of this company. I am also part of the leadership team for the AGT region, so I support this connection between Azerbaijan, Georgia and Turkey. This is an example of how business builds bridges between countries and societies. And I really enjoy being part of it.

Yes, I have a lot of energy, but that is something I protect, I make sure I top my energy by having time with my family, I make sure I look after my health, and I can leave my passion through my work. If you find a job you enjoyed doing, you never work a day in your life and that is how I feel about the Head of Country job.

On the business side it was fascinating to visit each and every one of our operations sites. And actually reflect on the great achievements: the giant compressor and metering stations built and operated as part of the SCP expansion project that deliver additional gas to Georgia and the region, the way we are looking after over 1000km of pipeline, Baku-Tbilisi-Ceyhan and Baku-Supsa facilities, and

the way the Supsa oil terminal keeps running smoothly over many years delivering product to the market.

But the biggest thing I was impressed by was the relationships we have built and the support we receive from our partners in government, businesses, international organizations and local communities. I have seen the difference we can make in the communities living along our pipelines. Meeting these communities and understanding the work, knowing that Georgia and the society benefitted from our presence, I think the staff here should feel extremely proud of the work they have done over the years and continue to do, to make sure our values as of the company are not only how we deliver our business but also our impact to the environment and society.

I am proud of my local team, about 450 people across the country. They are all part of my family here, all delivering great things every day. I have all the support from the Georgian Leadership Team. They cover every aspect of the business here including operations, engineering, supply chain, finance, human resources, communications and many more. All of them are from the diverse set of backgrounds. We have well educated, and highly skilled people and it is shown in 99% figure of all our employees being Georgian citizens. This is something we are proud of. Having a skilled workforce in the country is incredibly important when you want to start business here. 2/3 of our operations are done by contractors and we try to employ local contractors and work with the local partners, for the benefit of the business and the country.

Q. Today we leave in the times of

global changes. What are the new challenges for bp?

Globally we have made big announcement and Bernard Looney, our CEO set a new ambition and aims for bp. Our ambition is to become a net zero company by 2050 or sooner. And to help the world get to net zero. We have 5 aims to get bp to net zero, as well as 5 more to help the world do so.

First five include: to achieve net zero across our entire operations, to cut the carbon intensity of the products we sell by 50%, to install methane measurement at all our existing major oil and gas processing sites, to drive a 50% reduction in methane intensity of our operations, to increase the proportion of investment we make into our non-oil and gas businesses. The next five are to help the world get to net zero including: to more actively advocate for policies that support net zero, including carbon pricing, to incentivise our global workforce to deliver on our aims and mobilise them to become advocates for net zero, to set new expectations for our relationships with trade associations around the globe, to be recognised as an industry leader for the transparency of our reporting and to create integrated clean energy and mobility solutions.

Personally, I find it very exciting. The energy landscape is changing. The world is demanding more energy and energy is force for good, our heritage is good, it has lifted countries and people out of poverty to more prosperous lives and new opportunities. However, we are ready to take accountability for our product and that includes the carbon, that is emitted from both, our operations

and the carbon atoms we pull out of the ground.

We are ready to take real action on these to cut our own carbon footprint significantly, but also to try and help the world become more sustainable with its emissions. I think it is absolutely right thing to do. I am looking forward to hearing more from our CEO and what that could mean and what is the opportunity it brings for Georgia.

Q. Why it is important for bp and other businesses to be part of EUGBC?

bp is a founding member of the EUGBC and we have strong connections with Europe which is very important for bp and for Georgia. bp supplies energy to Europe and forming strong connection between Georgia and Europe helps us build strong relationships, which in its turn creates new opportunities.

Today when there is a lot of uncertainty in the world on a global and local levels, there is a clear advantage in having the business groups, that can provide a stable force to meet challenges and changes together. That's why I am excited to work with EUGBC. Working in Georgia we try to help Georgia and other businesses benefit from our presence here.

It is a right platform for any business that want to have conversation with investors, partners, policymakers, NGOs, academics and media to build relationships and trust. This is one of the reasons why we have been involved in EUGBC right from the beginning.

Q. COVID-19 pandemic has added to

the uncertainty you mentioned. What is bp doing amidst the pandemic in support of its operations and society?

We believe we are #InThisTogether

All of us are impacted by the global spread of COVID-19 in some way. We are focusing our efforts on protecting our people, supporting our communities and strengthening our finances. Our first priority remains the safety and health of our people. With this in mind, our employees who can are now working from home. We have developed plans for re-opening the office. Our people involved in, or supporting, critical operations continue at their normal workplace and we have processes in place to help protect them. That includes operating robust protocols for health and pre-mobilization checks, travel and workplace access, social distancing and isolation.

bp stands ready to help the communities where our people live and our businesses operate. Overall, bp has made donations and material support to fight the COVID-19 spread. bp has matched the donations of our employees in support of COVID-19 fund in Georgia. We are working to hand over the vehicles to the local authorities in support of logistics amidst the pandemic. We're also offering support to governments and partners to see where we can do more.

We continue working to keep the world supplied with energy while at the same time rallying behind our new purpose – to improve people's lives, as well as helping the world get to net zero.



BORJOMI



www.borjomi.com

●●● Born in Germany

German brand AE Solar is successfully operating in Georgia for around 3 years. AE Solar's global sales and marketing network provides end-users with accessible clean energy, whilst promoting its core brand values of **STABILITY** **DURABILITY** **RELIABILITY**. In a partnership with leading local companies, AE Solar works on development of Georgian energy market.

გერმანული ბრენდი AE Solar უკვე მესამე წელია, წარმატებით მოღვაწეობს საქართველოში. AE Solar-ის გლობალური გაყიდვებისა და მარკეტინგის ქსელი საბოლოო მომხმარებლებს ხელმისაწვდომ განახლებად ენერჯიას აწვდის და კომპანიის ბრენდის ძირითად მახასიათებლებს წარმოაჩენს:

სტაბილურობა **გამძლეობა** **სანდობა**. წამყვან ადგილობრივ კომპანიებთან პარტნიორობით, AE Solar მუშაობს საქართველოს ენერჯეტიკული ბაზრის განვითარებაზე.

●●● Leading in Manufacturing

AE Solar owns the biggest manufacturing under one roof in Europe, located in Georgia, with an annual capacity of 500MW. For now, the company's total manufacturing capacity exceeds **1GW**.

AE Solar-ის საქართველოში მდებარე ქარხანა ერთი სახურავის ქვეშ გაერთიანებული ყველაზე დიდი საწარმოს წოდებას ატარებს ევროპის მასშტაბით; მისი წლიური მოცულობაა 500 მეგავატი. ამჟამად კომპანიის ჯამური წარმადობა აღემატება **1 გიგავატს**.



OVERVIEW

- SELECTION OF THE HIGHEST QUALITY EUROPEAN BILL OF MATERIALS
- THE BIGGEST MANUFACTURING UNDER ONE ROOF IN EUROPE
- TOTAL MANUFACTURING CAPACITY MORE THAN **1 GW**
- DISTRIBUTORSHIP NETWORK AND PRESENCE IN **73** COUNTRIES

შეჯამება

- უმაღლესი ხარისხის ნარჩენი ევროპული მასალები
- ერთი სახურავის ქვეშ მდებარე უდიდესი საწარმო ევროპაში
- **1 გიგავატი** მეტი წლიური წარმოების მოცულობა
- საღისებრიზუციო არხები და წარმომადგენლობა მსოფლიოს **73** ქვეყანაში



AE Solar manufactures its premium quality product lines in Georgia: **Extreme** and **Supreme** photovoltaic modules are made with European Bill of Materials. 100% testing ratio for visual inspection, EL testing, pressure testing, mechanical load testing, and age testing ensures that AE Solar photovoltaic modules operate safely and smoothly for at least 30 years.

AE Solar საქართველოში უმაღლესი ხარისხის პროდუქციის ხაზებს აწარმოებს: **Extreme** და **Supreme** მზის ენერჯიაზე მომუშავე პანელები ნარჩევი ევროპული მასალებით მზადდება. ვიზუალური დაკვირვების 100%-იანი ტესტირების თანაფარდობა, EL ტესტირება, წნევის ტესტირება, მექანიკური დატვირთვის ტესტირება და ასაკობრივი ტესტირება უზრუნველყოფს, რომ AE Solar-ის მზის ენერჯიაზე მომუშავე პანელები უსაფრთხოდ და შეუფერხებლად მუშაობდნენ მინიმუმ 30 წლის განმავლობაში.



AE SOLAR IS CONSTANTLY WORKING ON NEW PROJECTS:

- 150 HIGHLY SKILLED PROFESSIONALS ARE ALREADY EMPLOYED IN GEORGIA AND MORE WORKPLACES WILL BE ADDED IN THE FUTURE;
- AE SOLAR IS WORKING ON INCREASING THE MANUFACTURING CAPACITY;
- INTERNATIONAL SALES OFFICE, OPERATING IN TBILISI, IS PROVIDING SUPPORT FOR OUR WORLDWIDE CUSTOMERS;
- AE SOLAR IS CONDUCTING INTENSE ONSITE MANUFACTURING PROCESS TRAINING FOR EMPLOYEES AND OTHERS WHO ARE INTERESTED IN PHOTOVOLTAIC MODULES MANUFACTURING;
- SUPPORT AND FULL TECHNICAL GUIDANCE ARE GRANTED FOR INSTALLER COMPANIES. ALL INSTALLATIONS PROVIDED BY AE SOLAR IN GEORGIA ARE OPERATING BY LOCAL STAFF.

AE SOLAR გულმოდგინედ მუშაობს ახალ პროექტებზე:

- საქართველოში აქვთ უკვე დასაქმებული 150 მაღალკვალიფიციური პროფესიონალი, სამომავლოდ კი მეტი საშუალო ადგილი დაემატება ადგილობრივ ბაზარს;
- AE SOLAR მუშაობს წარმოების მოცულობის გაზრდაზე;
- სამართავო გუნდის გაძლიერების მიზნით, როგორც თბილისში ფუნქციონირებს, სრულ უზრუნველყოფას სთავაზობს ჩვენს მომხმარებლებს მსოფლიოს ნებისმიერ წერტილში;
- AE SOLAR ატარებს ინტენსიურ ტრენინგებს როგორც თანამშრომლებისთვის, ასევე – ნებისმიერი აღმზრდისთვის, ვინც დაინტერესებულია მზის ენერჯიაზე მომუშავე პანელების წარმოებით;
- საინსტალაციო კომპანიათა მიერ დადგენილი სრული ტექნიკური ინსტრუქცია და დახმარება – საჭიროებისამებრ. AE SOLAR-ის მიერ საქართველოში განხორციელებული თითოეული ინსტალაცია შესრულებულია ადგილობრივი პერსონალის მიერ.



www.ae-solar.com

+995 322 88 06 01 | +49 82319782680 | info@ae-solar.com



GEORGIAN-NORWEGIAN CHAMBER OF COMMERCE



On November 12th 2019, the Embassy of Georgia to the Kingdom of Norway hosted a reception to «Introduce Georgia to Bergen» and welcomed Mrs. Trude H. Drevland as the Honorary Consul Designate.

As the part of the process of strengthening bilateral and strategic relationships between Norway and Georgia, Georgian-Norwegian Chamber of Commerce (GNCC) was formally found as a Norwegian association in January 2019. In order to facilitate development of economic, trade and business relations between these countries, GNCC aims to represent the views of the companies or corporations with an interest in promoting business between Georgia and Norway.

With the interests of member companies in mind, GNCC mainly contributes to building relationships as well as to arranging contact development, exchange of information and experience between parties, maintaining, establishing and developing business relations between members and potential business partners.

Pilestredet 15B, 0164 Oslo, Norway

www.gncc.no

info@gncc.no



The British Georgian Chamber of Commerce (BGCC) is a leading business organisation, which was founded by Lord Godfrey Cromwell and Ms. Mako Abashidze in March 2007. It is a non-political trade body to facilitate business growth and contacts at all levels between UK and Georgia.

Accredited by BCC, The British Georgian Chamber of Commerce is a leading business organisation which was established in 2007 in London. We work closely with governments and businesses from both countries towards maintaining and strengthening UK-Georgia relations.

BGCC membership gives access to an extensive range of services and benefits. Our experience, knowledge and diverse network of members means that we are uniquely placed to facilitate activities essential to business development. With offices and affiliates in London and Tbilisi, BGCC brings together decision makers from both private and public sectors to share information and create opportunities.

- Market Research & Overview
- Sector Analysis
- Tariff & Customs Search
- Travel Assistance
- UK Visa Assistance
- Business Introductions
- Financial Institution Referrals
- Company Formations
- Event management
- Marketing & PR
- Organization of Trade Missions
- Education and Language Schools

Contact information: Mail- contact@bgcc.org.uk | Web - www.bgcc.org.uk | Tel. +44(0)77769477090



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or T +995.32.271.00.11

EUROPE

GEORGIA

ARMENIA



Business Legal Bureau (BLB), one of the most widely recognized legal names in Georgia has joined EUGBC as a corporate member.

It has been already 25 years since BLB operates on the Georgian legal market. Among the clients of BLB are major local and international companies, financial institutions and wealthy individual investors involved in large cross-border transactions and investment projects.

BLB has a long-standing association with the UK law Firm Tulloch & Co, Solicitors, London, that enables BLB's team to advise clients on international business transactions as governed by laws of England and Wales.

Law Firm BLB joined EU- Georgia Business Council

At the beginning of 2020, the law firm BLB has joined EU-Georgia Business Council. The firm has a jubilee year and celebrates its 25th anniversary.



Mr. Kakha Sharabidze, the Managing Partner of the law firm recalls the first steps into the Georgian legal market: "BLB was founded in 1995, within a few years Georgia regained independence from the Soviet Union. The 90s for Georgia started with a difficult and extremely important process of transferring into a market economy. For the international and local investors, as well as for the financial institutions, it was crucial to have their interests represented properly. During this time, the main role and function of BLB became guiding investors through the underdeveloped legal environment of the country and providing them with the necessary legal assistance. We had the opportunity to participate in investment projects of historic importance for our country that makes us proud."



In 2020 BLB is positioned in the Georgian legal market as the full-scale law firm. This year LSE graduate, former counsel for TBC Bank and GRDG, **Mrs. Rusudan Maisuradze** has joined BLB's team as a Partner. "BLB has a remarkable reputation on the Georgian legal market and the team with exceptional expertise and experience, this is the reason I have joined this firm. I will be involved in transactional as well as in dispute resolution practice of the firm and offer BLB's clients services in the fields of EU Regulations, Business & Human Rights, Competitional, and Media Law" – says Rusudan Maisuradze.

The firm has announced that it will be offering full legal services in criminal law. BLB's Partner former General Prosecutor of Tbilisi and head of the Anticorruption Investigation Unit, **Mrs. Maya Mtsariashvili** will be leading a firm's white-collar criminal and regulatory practice.

Mr. Kakha Sharabidze mentions "after a successful operation for more than two decades, BLB effectively deals with the challenges legal market and our society in general faces due to pandemic outbreak; we understood the importance of socially-responsible manner of doing business and did our maximum to contribute in a fight with the impacts of the pandemic. Our team created COVID-19 Resource Center published on BLB's webpage www.blb.ge where the public has access to the latest regulatory and legal updates, also to the Partner Notes released by BLB's partners regularly. We have provided pro-bono service for everyone who approached our COVID-19 Taskforce on email account COVID19TaskForce@blb.ge. As a Managing Partner of 25 years old firm, I believe I am allowed to say that we did all the best we could before 2020 and now, we have the confidence to reach the new highs".



Even though since the beginning of the 21st century, opening offices of respectable local and international law firms in Georgia increased competition, BLB managed to maintain the leading position among the law firms operating in Georgia as demonstrated by international rankings of law firms by reputable publications such as Legal 500, Chambers and Partners and IFLR 1000.



აერო ჯორჯია გრუპი
Aero Georgia Group

საავიაციო სფეროს ახალი მოთამაშე შეიმატა

იგორ აფციაურმა თანამოაზრეებთან ერთად კომპანია Aero Georgia Group-ი ჩამოაყალიბა, რომელიც რამდენიმე მიმართულებით იმუშავებს. იგორ აფციაური ამბობს, რომ ავიაციის სფეროში მომუშავე საკუთარი კომპანიის დაფუძნება დიდი ხანია სურდა.

ქართული კომპანია Aero Georgia Group-ის საქმიანობა ძირითადად ოთხ მიმართულებას გაერთიანებს – AeroConsulting, AeroTravel, AeroGSA და AeroProMan.

„ვფიქრობ, რომ ავიაციის დარგში ჯერ კიდევ ბევრი საქმეა გასაკეთებელი, რათა სფერო კიდევ უფრო წინ წავიდეს. რაც შეეხება Aero Georgia Group-ს ეს არის საავიაციო კომპანია, რომლის ძირითადი დანიშნულება იქნება საავიაციო სექტორის კიდევ უფრო განვითარება, როგორც საქართველოში ისე კავკასიის რეგიონში.“

ეს იქნება ჯგუფი, რომელიც სამომავლოდ რამდენიმე კომპანიას გააერთიანებს. სახელი Aero Georgia Group-ი მიზანმიმართულად შეირჩა, რადგანაც სამომავლოდ ყველა ჩვენი საქმიანობის დასახელება სიტყვა Aero-თი იქნება დაწყებული და ის გახდება ერთგვარი ბრენდი.

დღეისათვის გვაქვს ოთხი მიმართულება – AeroConsulting, AeroTravel, AeroGSA და AeroProMan.

საკონსულტაციო მომსახურება – AeroConsulting – ჩვენ გავუწევთ

კონსულტაციებს საავიაციო და ტრანსპორტის სფეროში მომუშავე კომპანიებს. თუმცა, ვინაიდან, ჩვენი ექსპერტები, რომლებიც აქ შევიკრიბეთ, წარმოვადგენთ საავიაციო სფეროს, აქცენტს მაინც საავიაციო მიმართულებაზე გავაკეთებთ. ჩვენ კონსულტაციებს გავუწევთ, როგორც საჯარო, ისე კერძო სექტორს.

საქართველო შედარებით პატარა ბაზარია. აქ არის რამდენიმე მოთამაშე, თუმცა მხოლოდ საქართველოში არ შემოვიფარგლებით და გავალთ მთლიან რეგიონზე. სომხეთსა და აზერბაიჯანში უკვე გვყავს პარტნიორები.

მეორე მიმართულებაა ტურიზმი – AeroTravel – ჩვენ სამომავლოდ ჩამოვყალიბდებით, როგორც ერთ-ერთი მსხვილი ტუროპერატორი, რომელიც ორიენტირებული იქნება როგორც გამყვან, ისე შემომყვან ტურიზმზე.

მესამე მიმართულება არის ავიაკომპანიების წარმომადგენლობა – AeroGSA – ჩვენი კონტაქტების საფუძველზე შევეცდებით, რომ ახალი ავიაკომპანიები დავაინტერესოთ და შემოვიყვანოთ საქართველოში.

ამ შემთხვევაში ჩვენი უპირატესობაა გუნდი და მისი გამოცდილება. ჯერჯერობით პატარა გუნდი ვართ, მაგრამ რაღაც ეტაპის შემდეგ მნიშვნელოვნად გავიზრდებით. თუმცა ჩვენს გუნდს ავიაციის სფეროში საშუალოდ 20-წლიანი გამოცდილება აქვს. მეორე, ეს არის ის კონტაქტები,

რომელიც ჩვენ დავვიგროვდა არამხოლოდ საქართველოში, ისე მთელს რეგიონსა და ევროპაში, ახლო აღმოსავლეთსა და აზიაში.

მეოთხე მიმართულებაა პროექტების მართვა – AeroProMan – ამ მიმართულებით მართლაც საინტერესო პროექტები და იდეები გვაქვს, რომელზედაც უკვე დავიწყეთ მუშაობა. პროექტების ნაწილი სფეროს განვითარებისთვის უმნიშვნელოვანესია და ასევე არის იდეების ნაწილი, რომელიც ინოვაციურია. სიმართლე, გითხრათ, ერთი ისეთი პროექტიცაა, რომელსაც შესაძლოა, ანალოგიც კი არ ჰქონდეს, მინიმუმ ჩვენს რეგიონში“, – აცხადებს იგორ აფციაური.

„ამ ეტაპზე გამოვყოფდი ორ მსხვილ პროექტს, ესენია AeroLinks Aviation Forum, რომელიც პირველი ქართული საავიაციო ფორუმი იქნება და საწყის ეტაპზე 2 წელში ერთხელ ჩატარდება და ახალი ქართული ჩარტერული ავიაკომპანიის შექმნის პროექტი რომელიც თბილისში იქნება ბაზირებული და Aero Georgia ერქმევა.“

„ასევე აქტიურად დაიწყო მუშაობა ჩვენმა ტურისტულმა მიმართულებამ. AeroTravel-ში ავიაბილეთებისა და სასტუმროების საკმაოდ მრავალფეროვანი არჩევანია. უცხოურ თუ ადგილობრივ პარტნიორებთან თანამშრომლობით ვცდილობთ, რომ ჩვენს მომხმარებლებს საკმაოდ საინტერესო ტურისტული პაკეტები შევთავაზოთ“. გვეწვიეთ ჩვენს ოფისში აღმაშენებლის გამზირის 78 ნომერში ან ეწვიეთ ჩვენს ვებგვერდს www.aerogeorgia.ge



THE BILTMORE

T B I L I S I



სასტუმრო ბილტმორ თბილისი დედაქალაქის ისტორიულ და კულტურულ ცენტრში, რუსთაველის პროსპექტზე მდებარეობს. შთამბეჭდავი ცათამბჯენი შუშის ხიდით არის დაკავშირებული IMEL-ის (მარქს-ენგელს-ლენინის ინსტიტუტის) ისტორიულ შენობასთან, რომელიც თითქოს სიმბოლურად აერთიანებს დედაქალაქის მდიდარ ისტორიულ წარსულსა და თანამედროვეობას.

სასტუმრო ბილტმორ თბილისი მოიცავს 214 ნომერსა და სუიტს, მრავალფეროვან რესტორნებსა და ბარებს. მათ შორისაა: 30-ე და 31-ე სართულზე განთავსებული ბარ-რესტორანი „მიმი“ უნიკალური ხედებითა და უგემრიელესი კერძებით; 22-ე სართულზე მდებარე „ქლაბ ლაუნჯი“; სასტუმროს შიდა ბაღში, საცურაო აუზის სიახლოვეს, მდებარე სიმწვანეში ჩაფლული საზაფხულო ბარი „აზურა“. აქვე აღსანიშნავია ბიზნეს შეხვედრებისთვის იდეალური სივრცე - ლობი ბარი „პარლური“ და „სონეტი“.

სასტუმრო ასევე ცნობილია სპა ცენტრით, შიდა საცურაო აუზით, საუნით, ჯაკუზით, სამასაჟო სივრცეებითა და სპორტული დარბაზით, რომელიც ღიაა ნებისმიერი მსურველისთვის.

სასტუმრო ბილტმორ თბილისი გთავაზობთ ელევანტურ და დახვეწილ სივრცეებს სხვადასხვა ტიპის ღონისძიებისთვის, მათ შორის აღსანიშნავია ისტორიული ამფითეატრი „გილდი“ (300 მ²), შთამბეჭდავი „გრანდ როილ ბოლრუმი“ (550 მ²) და 8 სხვადასხვა ტიპის საკონფერენციო დარბაზი ადჭურვილი უახლესი საკონფერენციო აპარატურით. ბილტმორ თბილისის გუნდი უზრუნველყოფს მაღალი ხარისხის მომსახურებას და მზადაა უმასპინძლოს კონფერენციებს, კორპორატიულ საღამოებს, დაუვიწყარ ქორწილებსა და მასშტაბურ ღონისძიებებს.

The Biltmore Tbilisi Hotel is ideally situated in the midst of the historical and cultural district of the capital city, on Rustaveli Avenue. Occupying a landmark historic building known as the former institute of Marxism and Leninism (IMEL), the hotel's distinctive design brilliantly merges with Georgian history and modernism.

The Biltmore Tbilisi Hotel comprises 214 rooms and suites, various restaurants and bars, such as Xeme bar/restaurant on the 30th/31st floor with a unique view of Tbilisi and mouth-watering dishes, Club Lounge on the 22nd floor, Azura bar located in the beautiful summer garden of the hotel, bar/restaurant "Sonnet" on the first floor and lobby "Parlour " ideal for business meetings.

The Biltmore Tbilisi Hotel is famous for its Spa center with a swimming pool, a gym, a sauna, a Jacuzzi and a massage center for perfect relaxation. The Spa center is open not only to hotel guests but to everybody following healthy lifestyle.

The Biltmore Tbilisi Hotel is home to a number of elegant and sophisticated venues including a historical congress hall „Guild“ (of 300 sq. m), an impressive Grand Royal Ballroom (of 550 sq. m) and a range of eight meeting rooms complete with the latest conference facilities and advanced technological equipment. The Biltmore Tbilisi Hotel's team will transform these venues into a perfect setting for large meetings, corporate conferences, lively parties and spectacular weddings.



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EY is presented in Georgia for 27 years now, employing more than 200 experts. Locally, EY provides professional services for many of the leading businesses in Georgia. We are market leaders in GFS sector and audit 8 leading banks in Georgia. Most of our clients are listed in Forbes Georgia's top 100 largest companies. We have client service teams in all service lines: assurance, advisory, tax and transaction advisory. Transaction Advisory Services was established in

2015. Since then, participated in all large transactions during last 3 years in Georgia, with 50 successful projects. EY Tbilisi TAS experience includes large infrastructure clients, market and feasibility studies, due diligence, valuation etc.

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EY law practice in Georgia takes its roots from the early 1990s practice of the

leading local advisory firm Georgian Consulting Group, which for years pioneered the country's legal services and worked on some of the most significant corporate and commercial transactions. With our Global EY Law network, which brings together more than 2,200 lawyers in 82 jurisdictions, we offer legal services in areas of law that are relevant to businesses. Listed in the Legal 500 and Chambers and Partners.

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Kote Abkhazi Street 44, Tbilisi, 0105, Georgia | Phone: +995 (32) 215-88-11 | Fax: +995 (32) 215-88-22 | E-mail: info@ge.ey.com | fb: EYGeorgia





PROCREDIT BANK – NEW CHALLENGES AND TECHNOLOGICAL INNOVATION

Overview

ProCredit Bank has been operating successfully in Georgia for 20 years. “For the past twenty years, the Bank has been focused on the development of small and medium-sized businesses, as we believe that these businesses are the cornerstone of economic growth. In relationship with our clients, the Bank’s priority is and has always been to maintain open and transparent communication along with responsible banking activities, which support healthy and steady economic development,” General Director of ProCredit Bank Georgia Alex Matua stated.

Business Activities

ProCredit Bank continues offering high-quality services to small and medium-sized enterprises (SMEs).

It is important that, within the framework of partnership with the European Investment Fund (EIF), ProCredit group will allocate an additional EUR 800 million to finance innovative SMEs, which makes a total of EUR 1.62 billion disbursed to companies operating in eleven countries. To date, ProCredit group has already financed approximately 2,000 innovative SMEs within the InnovFin Guarantee programme.

Technology and Innovations

ProCredit Bank continues developing its innovative direct banking platform for private individuals. The technologically advanced bank introduced a video identification service in 2019, which is an innovative process of user identification and is completed through a video call. Now private individuals have the unique opportunity to open an account without visiting the Bank.

Environmental Protection

Business activities with due consideration to environmental matters are an important part of the Bank’s social responsibility. It is worth noting that ProCredit Bank was conferred the most honourable reward of MELIORA 2019 competition - Responsible Large Business of the Year.

ProCredit Bank has undertaken another innovative green project. A 500 m² solar panel array has been installed on the roof of its head office building in the centre of Tbilisi at 21 Alexander Kazbegi Avenue and is already generating electricity. This green investment should result in 130,000 kWh of clean energy being generated annually, which means that 12% of the bank’s total electrical power consumption will be produced with alternative energy.

ProCredit is the only bank in Georgia represented with 100% German capital. With its European experience, the Bank offers modern, fast, and convenient services to its customers.

BGI Legal is the only firm in Georgia top ranked in Dispute Resolution by Chambers Europe and once again is recognized as industry leader in General Business Law by both Chambers Global and Chambers Europe



We are proud to announce that out of the 9 Georgian law firms ranked by Chambers Europe **BGI Legal** is the only one to win a Band 1 ranking in Dispute Resolution.

BGI Legal has maintained its position as industry leader in General Business Law and won further international recognition within the latest edition of Chambers Global and Chambers Europe, where BGI is confirmed as the pre-eminent independent law firm in Georgia. With four lawyers also ranked in the directory, we have more individually ranked Chambers Global lawyers with top rankings than any other Georgian firm.

Chambers say of BGI: *“highly reputed team with extensive experience in handling a wide spectrum of corporate and commercial matters. Particularly well versed in project finance and boasts an impressive track record in major Georgian energy and infrastructure projects. Noted for its experience in capital markets mandates, frequently assisting with bond issuances and IPOs. Popular choice for prominent international and local companies, including financial institutions and corporate clients.”*

Chambers say of our lawyers:

Lasha Gogiberidze enjoys great respect and recognition in the Georgian legal market. He handles corporate and financing mandates related to the construction, energy and banking sectors. He acts on behalf of high-profile corporate clients, including international financial institutions and investment funds. He is highly regarded for his capital markets and project finance expertise.

Recognised as a leader in this field, **Zaza Bibilashvili** is described by a client as a “formidable and brilliant lawyer,” with additional praise for his “outstanding problem-solving attitude, proactive approach in solving disputes and high business acumen.”

Sandro Bibilashvili provides a full range of corporate support to multinational and domestic clients. He is particularly experienced at advising investors on the financing of large-scale energy construction projects. He is also well known as an active litigator, advising on the full range of commercial disputes, including contentious trademark cases. A client describes him as “client-oriented” as well as having “new, creative ideas.”

Unana Gogokhia is highly recognised for her expertise in capital markets. She advises banks and financial institutions across the full range of lending and financing issues, including bond issuances and senior secured loans. She also advises on corporate transactions, including corporate restructurings. “She provided us with very good guidance on Georgian law matters. I value very much her attitude of ownership towards the tasks,” a client says.

BGI’s Senior Partner Wins the 2020 prestigious Client Choice award for Project Finance - Georgia.

Lasha Gogiberidze, a Senior Partner of **BGI Legal**, was the only lawyer this year to be chosen by the Client Choice for Georgia and was one of only 10 worldwide selected in the Project Finance category.

The global Lexology Client Choice Awards recognise partners around the world for their excellence in client service and ability to add real value to clients’ businesses above and beyond the other players in their market.

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გურთიად GÜRTIAD



ქართვლ და თურქ ბიზნესმენთა ასოციაცია
GÜRCÜ VE TÜRK İŞADAMLARI DERNEĞİ

Georgian and Turkish Businessmen Association – GÜRTIAD was found in 1999. The president of the association at a present time is well known Mr. Osman Turan who appears to be the cofounders of association as well. Main purpose of founding GÜRTIAD was to create a bridge between Georgian and Turkish entrepreneurs, facilitate them in dialogue with the public sector and to establish transparent and favorable business environment in Georgia.

GÜRTIAD since the day of establishment, actively engaged in developing process of Georgia's business and investment climate. Currently, association unites more than 100 companies and individuals covering 25 various business sectors, like construction, energy, manufacturing industry, tourism, financial and banking sector, trade, logistic sector, health care, even agriculture and other.

In recent years Turkey continues to be a strategic and number one partner of Georgia in the field of foreign trade and the contribution of Georgian and Turkish Businessmen Association is significant in this relation. As you all remember not so long ago two leaders of these countries agreed to double existing trade volumes among the countries. Should



be mentioned that our association, in cooperation with our member companies, strives in order to increase the manufacturing volumes of Georgia and accordingly use the export potential in a better way, not just with Turkey, but with other countries as well.

Besides facilitating foreign trade, GÜRTIAD is an important contributor for attracting foreign direct investments in the country. Since 2010 our members invested approximately 1 billion US Dollars in Georgian economy. It is an important issue that the sectors in

which investments was made are totally diversified, covering different fields of Georgian economy. Our member organizations employ over 20,000 people in Georgia.

Besides the above-mentioned direct business and economic activities, our association is involved in several social, cultural and charity activities as well. We continue our work in order to contribute the development process of the Georgian economy and we are ready to cooperate with any platform for achieving this goal.



სსიპ ივანე ჯავახიშვილის სახელობის თბილისის სახელმწიფო უნივერსიტეტის მედიისა და ტელეხელოვნების კოლეჯი








1989 წელს დოკუმენტური და სამეცნიერო ფილმების ავტორ - ოპერატორის ბურაბ ოშხნელის ინიციატივით შექმნილმა საყმაწვილო-სატელევიზიო სტუდიამ სათავე დაუდო საქართველოში ფორმალურ პროფესიულ განათლებას ფოტოგრაფიაში, მედიასა და სატელევიზიო ხელოვნებაში. განვლილი წლების მანძილზე სატელევიზიო სკოლამ რამდენჯერმე შეიცვალა სტატუსი და სახელწოდება, თუმცა, ერთი დღითაც არ შეუწყვეტია საგანმანათლებლო და შემოქმედებითი პროცესი. 700-ზე მეტი საეთერო სტუდენტური გადაცემა, 40-ზე მეტი დოკუმენტური ფილმი, 26 საერთაშორისო ვიდეო პროექტი, მათ შორის გამარჯვებულის „გრან პრი“ ელექტრონული მედიის მსოფლიო ფესტივალზე, 2020 წლის პროექტის „ტელე სკოლა“ სომხური და ამერბაიჯანული ნაწილი ...



2018 წლის 6 მარტის საქართველოს მთავრობის 110-ე დადგენილებით, მანამდე არსებული სატელევიზიო სკოლის ინტელექტუალურ და ტექნიკურ ბაზაზე შეიქმნა სსიპ ივანე ჯავახიშვილის სახელობის თბილისის სახელმწიფო უნივერსიტეტის მედიისა და ტელეხელოვნების კოლეჯი, რომელიც ახორციელებს მეოთხე და მეხუთე დონის (უმაღლეს) შვიდ პროფესიულ პროგრამას. კოლეჯის უახლესი სატელევიზიო ტექნიკა და პროფესიონალი კადრები იძლევა არა მხოლოდ მაღალი კვალიფიკაციის კადრების მომზადების შესაძლებლობას, არამედ IP ფორმატის სტუდენტური ტელევიზიის ამოქმედების შესაძლებლობასაც, რომლის პრეზენტაციაც 2020 წლის ნოემბრისთვის არის დაგეგმილი.

საკონტაქტო ინფორმაცია:

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Hualing FIZ is part of the Hualing Group. Hualing Group is one of the largest companies which has a long history in China as well as in Georgia. Since 2007, Hualing Group has carried out a number of the most significant projects in Georgia, including Hualing Tbilisi Sea New City, 5* Hotel “Hotels & Preference Hualing Tbilisi”, Basis Bank, Hualing Tbilisi Sea Plaza, etc. Total investment already amounts to 600 million dollars.

Our innovative approach to business, understanding and matching the needs of investors and entrepreneurs in a rapidly changing environment, became a key competitive advantage of Hualing Free

Industrial Zone. This means maximizing our resources to create values that make a better future for our customers. This is the belief that drives every major decision we make at Hualing FIZ.

Our strong results during the last several years were driven by many factors but at the heart of our success was our focus to be flexible in meeting the demands of particular investors on various conditions.

Let us discuss the formula for success that distinguishes Hualing FIZ and gives it competitive advantages in comparison with other countries.

When we are talking about the international investors who need to take a very important decision to (re)establish the business presence and are in the process of choosing countries to start or transfer their production, they conduct multi-profile careful consideration of options and the list of factors that determines decision-making is also quite pervasive. Various aspects from operational conditions to political-economic stability may play a crucial role in this process. Therefore, on a micro level, we decided to create a

place that would make business processes easy for manufacturers and offer all-integrated services matching their needs.

Total area of Hualing FIZ is 36 hectares. Companies enjoy the tax-free environment – there is a full exemption from all corporate taxes on corporate profit, property, dividend, import/export and VAT. Customs zone available at the entrance of the Free Zone provides very timely and effective services during imports and exports of goods. One of the key elements is zone’s location - virtually in the heart of the country, 220 km from Tbilisi, 95 km from the port city of Poti and just 19 km away from rapidly emerging Kutaisi International Airport, which is gradually covering the whole Eurasian continent, grants Hualing FIZ a strategic position to serve as an industrial, logistical and trade center between Europe and Asia.

We provide our own facilities, ready-made buildings of various sizes and shapes, with solutions like integrated offices, installed cranes, ramps, as well as land areas - all at very competitive rental rates. Our focus is to be flexible in meeting the demands of particular investors on various conditions, including time-frames, while offering them tailored approaches on rental terms. We also express readiness to build turn-key facility solutions for our long-term partners in case existing opportunities do not match their needs. In a nutshell, our aim is to support start-ups, help industries and traders commence their businesses with very limited capital expenditures and within optimized time-frames. This way, we enable a win-win formula in the long run for all the involved stakeholders, such as businesses, people, and our country.

Which project would you distinguish and what plans does the Hualing FIZ have for the nearest future, taking into consider-



ation that past 4 years were quite successful for the company?

Yes, we experienced solid growth, however, we are still fresh with long-term plans. By 2020, the various industrial project investments in Hualing FIZ has exceeded 70 million USD. Currently, in total, we have around 120 companies that operate successfully, including international and regional trade companies, factories and business outsourcing companies. There are 13 factories presented in the FIZ functional and/or in installation mode, covering the following industries: full processing line of wood, manufacturing of high-end HoReCa related furniture, stone, building materials, ferro alloys, pharmaceuticals, solar panel modules, ethanol, textile, plastics, end-user product trade, etc.

Interest is growing sustainably from various industries across Europe and Asia. In 2020, 2 plastic processing plants with the newest technology will be opened. In addition to existing furniture manufacturing portfolio, Canadian project of household furniture manufacturing will be added this year with the investment of 6 000 000 USD.

One of the outstanding projects inside Hualing Free Zone is the production of solar panels. AE - Solar - German company and the leading brand in the renewable energy industry, has been operating in Hualing FIZ since 2019 and currently, its



total capacity exceeds 1 GW/year. Nowadays 150 local highly qualified professionals are employed in the company. The produced solar panels are delivered to 70 countries from Georgia.

Many interesting projects in terms of employment were mentioned and what benefits do these projects have for the region and whether there are fields that you plan to develop in the nearest future?

Raising the employment rate as well as stimulating economic activities on a regional basis was one of the core goals of establishing a free zone back in 2015. Since then, Hualing Free Zone has created more than 1,000 jobs and

we are proud to have the opportunity to successfully continue our mission for the benefit of Imereti region.

As for the future projects, Hualing FIZ became a member of the World Free Zones Organization. Furthermore, we are planning to carry out the projects to strengthen our support for various Start-ups and SMEs. Hualing FIZ always stands by innovative projects and in this regard, we consider widening our targeted sectors and incorporate companies of completely different fields.

It is of great importance to underline the role of government programs which are intended to provide additional financial supporting mechanisms to raise liquidity and flexibility of start-ups and other SMEs. These mechanisms are available for our tenants and potential investors as well.

I'm confident that we will continue to build upon our strong foundation since we are committed to continued improvement and innovation.



Contact Person/Contact information

Mr. Giorgi Rogava

Email : g.rogava@hualingfiz.ge

TEL : + 995 595 117 151





STREGI is marketing agency powering the success of brands and digital transformation for various industry representatives. STREGI's existential mission is to provide 'Worthwhile Marketing Power' to various brands, products, people, companies, events

Meaningful Difference

STREGI supports organizations to implement projects that has overall commercial success. Cases and solutions are been analyzed in global terms, in-line with company's business processes, resources and potential.

STREGI's Meaningful Moment

- 2020 – STREGI became EBRD marketing partner
- 2019 – STREGI partnered with global agencies in ecommerce services (Magecloud & Golden Team)
- 2019 - STREGI became a winner of Georgian Innovation and Technology Association
- 2019 7 July – STREGI started executing its mission in Georgia

Solution

- Brand and Business Development
- Brand Strategy
- Sales Development
- Organization Culture Development
- Management Consulting
- Investment Marketing

Brand Identity Development

- Brand Design
- Naming Services
- Domain Consulting
- Web Design

Digital Transformation of Organizations

- Ecommerce Development
- Website Development
- SEO Audit & Consulting
- ERP System Integration
- CRM Platforms

Outsourcing Services

- Ecommerce Marketing Management
- Social Media Campaigns
- Search Engine Marketing (Google, Yandex, Bing)
- Web Support

100%
ლავი



წყალი
კვამ
სვია

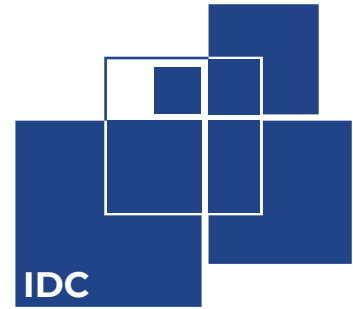


SUPERIOR
TASTE
AWARD
★ ★

ბრიუსელის გემოს ინსტიტუტის
საერთაშორისო ჯილდოს მფლობელი

General Information about IDC Ltd

IDC Ltd is an engineering company incorporated in 2002. We are committed to delivering the highest level of value and services to our clients. IDC is working under international quality, safety and engineering standards, uses practical methods to meet specific needs of each project. We are proud of our list of satisfied clients and repeat contracts. Since the day of establishment, our company has accomplished hundreds of projects under international and local client requests. We provide services to all our clients based upon fairness, honesty and integrity.



Company Philosophy

We, as a company, clearly recognize that our clients' success significantly depends upon our own success in providing the services. We strive to build a reliable partnership with our clients in order to expand our knowledge and capabilities to meet the increasing demand for variety of engineering services. We keep careful control over all aspects of our operations to maintain responsive and cost-effective services. Through hard work and dedication of our personnel, we are able to provide safe and quality services to our clients. We meet our goals by listening to our clients' needs and by paying strict attention to all aspects of our work.

OUR PRINCIPLES

01. Identification and satisfaction of client needs
02. Project completed right the first time
03. Transparency
04. Teamwork
05. Continual Improvement
06. Respect and support to each other

Management Team/Personnel

IDC is led by an experienced and professional management team. At that, we have assembled a team of highly skilled specialists in our industry — project managers, engineers, supervisors, foremen, support staff and craftspeople. Our key personnel bring years of progressive engineering experience to the company and, therefore, to each project. In accordance with specific requirements and scale of projects awarded, IDC additionally can provide highly professional specialists of relevant fields on part time basis.

HSE and QA/QC

IDC is executing the works in compliance with international HSE and QA/QC standards. IDC has received numerous HSE awards from internationally recognized companies and has been certified with ISO 9001 certificate since 2010.

Overall Performance:



Total man/hrs worked
6 288 300



Total kms driven
2 743 950

No Fatalities

No Significant Environmental Incidents



- Conceptual Studies
- Local Conditions Assessment
- Site Selection Studies
- Prefeasibility Studies
- Feasibility Studies
- Baseline Studies
- Environmental Impact Assessment

STUDIES

01



FIELD INVESTIGATION

- Topographical Survey
- Geotechnical Investigations
- Hydrological Survey

02



DESIGN

- Residential Houses
- Public Buildings
- Industrial Facilities
- Structural Design of Various Types of Buildings
- Roads
- Water Supply and Sewage Systems
- Erosion & Scour Controls
- Temporary and Permanent Camps

03

CONSTRUCTION AND CONSTRUCTION SUPERVISION



- Residential Houses
- Public Buildings
- Industrial Facilities
- Hydro Power and Solar Plants
- Roads
- Water Supply, Sewage Systems and STPs
- Erosion & Scour Controls
- Temporary and Permanent Camps

04

OUR CLIENTS





TBILISI FREE ZONE

Tbilisi Free Zone (TFZ) is the only free industrial zone situated in East Georgia, in its capital city Tbilisi. The territory of the Zone occupies 17.0 ha land, which is divided into several individual plots. The entire campus enjoys direct access to the largest labor pool of Georgia, as well as immediate proximity the main cargo transportation highway, Tbilisi International Airport (30 km) and the city center (17 km). TFZ is an ideal tenancy destination for international and local companies uniquely combining the benefits of the capital city location, tax-free environment and low operational costs.

TFZ seeks to attract international tenant companies to locate their export-oriented businesses in the bonded tax-free area, in order to benefit from advantage of Georgia's tax free and

bilateral free trade treaties with EU countries, CIS countries, Turkey and China. Tbilisi Free Zone offers various business solutions and is prepared to welcome companies from diverse fields of businesses, including trade, industrial manufacturing, pharmaceutical and household manufacturing, logistics, warehousing and other.

Our Free Industrial Zone offers flexible tenancy terms from long term land lease to turn-key development solutions customized to individual client needs.

The land plots, with the smallest unit of 750 sq.m, may be leased individually or collectively for up to 45 years. Its unique configuration gives the opportunity to merge several land plots without restricting access to the road and communications. TFZ is a competent

provider of value-added services in the field of warehouse. In order to increase flexibility and efficiency of our tenant companies, we offer the complete range of turn-key warehouse solutions, which enables our clients to concentrate fully on their business core tasks. Therefore, TFZ offers class A warehouses from 100 sq.m to 450 sq.m. size.

Establishment and development of export oriented companies is the main focus of our state, for the years to come, especially in the post corona virus period, therefore we are looking forward to welcome companies from all over the world willing to relocate or establish their production/warehousing facilities to Tbilisi Free Zone, where they can fully exploit all the benefits of tax free operations as well as other incentives offered by government of Georgia.



Address: 36 Khetagurov Street, 0102 Tbilisi, Georgia; Tel: (+99532) 2500070; info@tfz.ge
www.tfz.ge



GEORGIAN DISTRIBUTORS BUSINESS ASSOCIATION

Distribution business is one of the significant parts of the Georgian economic policy and state's economic development. In response to the challenges which exist in contemporary distribution business, in order to solve current problems in this field, to protect small and medium sized companies from unfair treatment by large retailers and develop distribution and entrepreneurship in the country four years ago the representatives of small, medium and large businesses operating on Georgian market, founded the "Georgian distributors Business Association." "The mission of GDBA is to advocate for GDBA members to create a strong, separate but equal business and legislative environment to maximize efficient distribution practices and services.

GDBA plays the role of mediator between the government and business sector. Association aims to analyze experience and best practices of foreign countries in order to prepare specific proposals and recommendations for legislative and executive authorities in close cooperation with international/local organizations and state sector, which can be implemented on the local market.

For example, the association and its President Mr. Iva Chkonia were actively involved against the demerit point system for drivers. The adoption of this regulation would have left the hundreds of employees of distributor companies without job as it would be impossible not to violate this regulation during the working process because of the

lack of relevant infrastructure and car parking in the city. Also, GDBA team did impressive work regarding the labeling rule. Without the direct involvement of the association the rule of labeling could cause the great deal of financial loss to Georgian companies

Mr. Chkonia shared his experience and views on distribution business in Georgia and the country's economy as a whole.

GDBA has already asked the Competition Agency of Georgia to investigate the cases of unfair treatment of small and medium-sized market players by large retailers, as it is common problem for producer and distribution companies. The topic concerns the relationship between the large retailers and suppliers, which is regulated by law in Europe, the Americas and Central Asia. Due to the lack of legislative regulations Competition Agency made the recommendation to begin the process of the preparation of relevant legislation in order to protect the interests of small and medium-sized suppliers. In order to ensure impartiality, it is important for international experts of "Big Ten" consulting companies to participate in financial as well as legal processes.

The significance of the Association has increased especially during the COVID 19 pandemic. The association played a crucial role in preventing the stock-outs on retail shelves and maintaining the continuity of the supply chain cycle, as a result of which the distribution and retail sectors were able to continue regular functioning during the emergency situation. GDBA is actively involved



on a daily basis in the supply of food and hygiene products to the regions in quarantine zones and ensures the export of agricultural products from those regions as well.

The association also applied to the government to help businesses maintain adequate levels of working capital because sales dropped suddenly during the pandemic. In particular, VAT to be paid after the sale of the product, as it was the practice in Georgia before 2013. In addition income tax should be reduced by 10% and VAT by 15%. Without legislative changes it is impossible to develop local production, especially in case of agricultural products. In the last 5-6 years, we have clearly seen that Lari is fluctuating currency, that is very damaging to the distribution companies. Therefore it is crucial for the National Bank of Georgia and the government to take timely and efficient steps.



25 years of successful work; Wide spectrum of services; Impeccable reputation of the leader of the Greek tourist market - for already 25 years the company Mouzenidis Travel has been a leader in the tourist market of Eastern Europe with Greece being the destination.

The headquarters of the company are situated in Thessaloniki, Greece. The offices of Mouzenidis Travel are located in holiday resorts covering all Greek regions: Athens, Kastoria, Pieria, Halkidiki, Peloponnese, Crete, Corfu, Rhodes, Thassos, Zakynthos. Our

regional network is constantly expanding – the number of branches in Russia, Ukraine, Belarus, Moldova, Kazakhstan, Romania, Serbia, Latvia and Bulgaria exceeds 80. The company established itself in South Caucasus as well through its offices in Tbilisi, Baku and Erevan. In Georgia the Mouzenidis Travel is operational since 2015.

The experience of successful functioning of the offices allows the company to further expand the areas of outgoing and incoming destinations. Thus, now Cyprus, Italy, Hungary, Georgia are ready to be explored. The Mouzenidis Travel

owns an air company Ellinair, over 50 hotels worldwide (Bomo Club) and cooperates with nearly 20000 agencies around the world.

The Mouzenidis Travel is a Destination Management Company (DMC) and renders top quality services in combination with the most attractive and competitive prices possible. The services provided by Mouzenidis Travel cover the whole duration of your trip. This allows for controlling quality of our service at every stage of your vacation and maintaining it at the highest standard.



PASHA Bank is a Baku-based financial institution operating in Azerbaijan, Georgia and Turkey, providing corporate and investment banking services to large, medium and small enterprises.

We represent a regional bank, which is a part of PASHA Holding - a diversified investment group with interests in banking, insurance, property development, construction, tourism and other sectors. As of December 31st, 2019, the total assets of PASHA Holding stood at approximately USD 6.99 (7) billion.

We have been operating in Georgia since 2013. As of December 2019, the Bank's recorded total assets of over GEL 492 million. During our short time of operation in Georgia we have received positive feedback from our customers due to the high-quality service we provide and our exclusive business approach. We treat our clients and partners with hospitality and offer them our double attention with a focus on mutual prosperity. We make the interests of our clients the cornerstone of our corporate strategy, and aim to achieve new heights together, by contributing to the sustainable growth of each and every client.

Head Office: 37M, Ilia Chavchavadze Avenue, Tbilisi, 0179, Georgia

Branch: Saarbruecken Square, Tbilisi, 0102, Georgia

T: +995 322 265 000

www.pashabank.ge



საქართველოს ფარმაცევტთა ასოციაცია GEORGIAN PHARMACISTS ASSOCIATION

„საქართველოს ფარმაცევტთა ასოციაცია“ დაარსდა 1992 წელს. ასოციაცია წარმოადგენს კერძო სამართლის არასამეწარმეო იურიდიულ პირს.

დღევანდელი მდგომარეობით ასოციაცია აერთიანებს 20- მდე იურიდიულ და 2000-მდე ფიზიკურ პირს. ჩვენი მიზნებია:

- წევრთა უფლებების, პროფესიული თავისუფლებისა და ინტერესების დაცვა;
- ეროვნული ფარმაცევტული მრეწველობის განვითარების ხელშეწყობა;
- სამკურნალო მცენარეთა დაცვისა და ეკოლოგიური მდგომარეობის გაუმჯობესების ხელშეწყობა;
- ფარმაცის დარგის რეფორმებისთვის და წამლის პოლიტიკის სფეროში
- რეკომენდაციების შემუშავება და განხორციელების პროცესში მონაწილეობა;
- სახელმწიფო სტრუქტურებთან, ფიზიკურ და იურიდიულ პირებთან თანამშრომლობა საქართველოში და მის ფარგლებს გარეთ;
- საქართველოს ფარმაცის ისტორიის კვლევა;
- ფარმაცევტული განათლების და სპეციალისტთა დიპლომის შემდგომი სწავლების პროცესში აქტიური მონაწილეობის მიღება;
- კონგრესების, სიმპოზიუმებისა და კონფერენციების ჩატარება;
- საქველმოქმედო საქმიანობა, ჰუმანიტარული დახმარების განხორციელება;
- საზოგადოების ცნობიერების ამაღლება ფარმაცევტის პროფესიის მნიშვნელობაზე ჯანმრთელობის დაცვის სისტემაში;
- მოსახლეობის ინტერესების დაცვა ხარისხიანი, ეფექტური და ხელმისაწვდომი სამკურნალო საშუალებებით უზრუნველყოფის გზით;
- ფარმაცევტთა სოციალური დაცვის ხელშეწყობა.

საკონტაქტო ინფორმაცია

მისამართი: ნუცუბიდის ქ. N 183, თბილისი

ტელეფონი: (+995) 597 475 775

ელ. ფოსტა: info@pharmassociation.ge

Georgian Pharmacists Association“ was established in 1992.

Association represents a non-profit legal entity.

Nowadays, Association brings together approximately 20 legal entities and about 2000 individuals. Our goals are:

- Protecting our members' professional interests and rights;
- Promoting the development of the National Pharmaceutical Industry;
- Promoting protection of medical plants and improvement of their ecological status;
- Promotion protection of medicinal plants and working on the improvement of their ecological status;
- Elaborating and participating in pharmacy reform and drug policy recommendations;
- Cooperating with state structures, individual and legal entities in Georgia and Abroad;
- Researching Georgian pharmacy history;
- Participating in the process of pharmacy education and further specialist diploma trainings;
- Organizing congresses, symposiums and conferences, as well as charitable activities;
- Raising public awareness of the importance of the pharmacist in the health care system;
- Protecting the interests of the population by providing them with quality, effective and affordable medicines;
- Supporting pharmacists' social security.

Contact Information

Address: 183 Shalva Nutsbidze Street, Tbilisi Phone Number: (+995) 597 475 775

E-mail: info@pharmassociation.ge

THE MANDATORY STANDARDIZATION OF GMP IN 2022 AND THE IMMINENT COLLAPSE OF THE GEORGIAN PHARMACEUTICAL SECTOR

According to the available information, 75 pharmaceutical companies hold a pharmaceutical manufacturing permit in Georgia under the Georgian Law on Licenses and Permits. Based on the Government Resolution No. 349 dated as of November 16, 2010 requires these companies to comply with the European Good Manufacturing Practice (GMP) standard in 2022. For this purpose, these companies require between €4-15 million on average to build a GMP-compliant enterprise, regardless of whether the production process is full manufacturing or packaging-oriented. Since setting up such an enterprise includes engineering, procurement, construction, validation, and certification, this process will take at least 3-5 years.

Without the Georgian Government's support in developing flexible regulatory, financial and tax instruments, only a very few pharmaceutical companies will be able to meet the GMP standard within the statutory deadline. The remaining companies will be closed as a result of forced standardization, including those companies that engage in full process manufacturing of unique medicines and, most importantly, export such medicines abroad, thereby contributing to the country's economic development.

Mandatory GMP standardization in 2022 will yield the following expected results:

1. **72 of the 75 registered pharmaceutical manufacturing enterprises in Georgia will shut down operations**, including those companies that have unique technological know-how and a competitive advantage in the development and production of biotechnological alternatives (bacteriophages) to antibiotics, as

well as unique natural medicines.

2. **The loss of more than 1500 jobs and decreased quality of life for more than 5000 people** (including family members). In contrast, gradual standardization would create an additional 2500 permanent jobs, and thousands of people would be employed during the construction process of factories and relevant infrastructure.
3. **The loss of foreign exchange worth tens of millions of GEL.** Moreover, locally produced products worth GEL 40-50 million will be replaced by imports in the Georgian pharmaceutical market.
4. **Reduced competition and the development of an oligopoly in the market**, which will have a negative impact on patient well-being and quality of the general healthcare.
5. **The loss of investment to the tune of GEL 55-65 million** by Small and Medium Enterprises (SMEs) in the pharmaceutical field due to the lack of time, the lack of a standards compliance roadmap and the state's complete ignorance of the problem.
6. **A significant increase in medication prices.** There are three main factors that influence the price increases: i) invested money; ii) interest payable; iii) maintenance costs (energy carriers, consumables, salaries, etc.). Although the GMP standard will inevitably increase the cost of medicines, with state support, companies would have the time to build a new manufacturing plants in compliance with the GMP standard and to penetrate additional export markets successfully. It is also worth

noting that after the adoption of the GMP standard, relatively low-cost drugs are less likely to be manufactured in the country, such as Citramone, Analgin, Raunatin, Aspirin, Valerian, etc.

To avoid these consequences, the Georgian Pharmacists Association therefore makes the following recommendations:

7. The GMP compliance obligation deadline should be extended from 2022 to 2027. Compliance with the standards has been voluntary since 1 July 2019. Mandatory compliance should be effective as of 1 January 2027. This will allow companies to develop a plan for gradual compliance in 2020-2027 and provide them with the time to attract the necessary financial investment and other resources required.
8. Increase the 36-month loan interest subsidy from GEL 5 million to GEL 15 million under the Georgian Program "Produce in Georgia".
9. Change current legislation to ensure that any imported medicinal product meets the same GMP standard as required in Georgia.

We hope that by involvement of EU – Georgia Business Council and by proactive and reasonable activities of the relevant Government authorities, the problem will be solved in favor of the manufacturers. First of all, GMP standard is necessary for the manufacturers, it is needed for the export market, therefore, it is in the interest of our country and our sphere that as many pharmaceutical companies move to the new standard as possible, however, this process shall be conducted systematically, without any restrictions and tension.



„პოლიმერი 1“ არის პოლიეთილენის მიღების მწარმოებელი ქართული ლიდერი კომპანია, რომელიც დაარსდა 1985 წელს და, მას შემდეგ, უწყვეტად ფუნქციონირებს ქართულ ბაზარზე. თანამედროვე ტექნოლოგიებით აღჭურვილი საწარმო მომხმარებელს სთავაზობს 40 სახეობის სხვადასხვა ზომის მილს, რომელიც გამოიყენება სასმელი წყლისა და გაზის მაგისტრალური სადენებისთვის, ასევე გოფირებულ მილებს, საკანალიზაციო და სანიაღვრე სისტემებისთვის. გარდა ამისა, „პოლიმერი 1“ ფლობს საკუთარ აკრედიტირებულ ლაბორატორიას, რომელიც აკონტროლებს წარმოებული პროდუქტის ხარისხს და ასევე, ასრულებს კვლევებს საერთაშორისო ბაზრისთვის. კომპანია სრულად არის დაფუძნებული ევროკავშირისა და ISO სტანდარტებზე. 35 წლიანი გამოცდილება, მაღალკვალიფიციური ტექნიკურ-ინჟინრული პერსონალი და პროდუქციის 50-55 წლიანი საექსპლუატაციო პერიოდი, მიუთითებს პროდუქციის უმაღლეს ხარისხზე და უკონკურენტოს ხდის მას ქართულ ბაზარზე

“Polimeri 1” is Georgian leading brand of plastic pipes, which was established in 1985 and since then has non-stop working process. Today the company introduces 40 units of different diameter pipes, which are modern foreign equipment for: drinking water and gas mains networks; corrugated pipes for sewage and drainage system. “Polimeri 1” owns accredited laboratory which controls internal product quality and also works for private orders. “Polimeri 1” is totally based on EU and ISO standards. Based on 35 years experience the venture offers high quality production with 50-55 years of exploitation period, which makes the company uncompetitive on Georgian market. Innovative technologies, as well as high qualifications and expertise of company’s staff gives product additional guarantee on quality.

Contact info: vagzali st.15 a, Tbilisi, Georgia + (995 32) 2 40 30 19 / +995 598 350 000 polimeri1.ge / info@polimeri1.ge





Poti Free Industrial Zone is the oldest and largest free zone in Georgia and most substantial in terms of business volumes being handled.

We are the leading free zone in the Caucasus region situated at the historic Silk Road and the gateway to international trade corridors and markets, providing a new stimulus to investors wishing to take advantage of Georgia's tax free and bilateral free trade agreements.

Poti FIZ offers a wide range of business solutions that are suitable for all types of business activities such as manufacturing, logistics, trade and distribution. We provide our investors cost-effective business set-up packages, a range of licenses and modern facilities as well as first-class handling and support services.

Being adjacent to the major Black Sea port - Poti and linked to the international rail and road highways, Poti FIZ connects investors

to growing market in CIS, Middle East, EU and Central Asia Regions.

Poti FIZ today places a primary focus on businesses looking to benefit from the tax free incentives which are designed to attract economic activity and job creation in Georgia, by enabling investors to import raw materials and export their finished products into various markets, both regional and international, free of local taxes and with low supply chain cost. It is fully functional since 2010, and accommodates businesses and investors from diverse industrial sectors from light manufacturing to more heavy industries such as chemicals, steel and other processing.

Poti FIZ is the only free zone in the country where the Government of Georgia is represented as the company shareholder.

Poti FIZ aims to further enhance the role of

Georgia and Poti in the region as a center of trading and production, where various types of Georgian products will be created and exported to a local and international markets.

During 2019, Poti FIZ successfully completed negotiations on construction European standards, eco-friendly and modern factory of automotive components production; has already completed the construction of the hazelnut processing plant and a full-cycle electronic circuit production factory, which will be launched end of 2020.

In total, these enterprises will employ about 150 locals by the end of 2020 and the first half of 2021.

At present, more than 100 companies operating in Poti FIZ, which successfully execute production and trade businesses, including import / re-export / export. The number of companies and processed/handled cargo is increasing every year.

Evaluate the past 2019 for Poti FIZ

Poti FIZ has been developing successfully for years, and 2019 was among the most productive ones. This was especially due to completed negotiations on such projects as the construction of an eco-friendly, modern factory of automotive components production of the European standards; besides, the construction of a hazelnut processing plant has been completed, which already operates on a test mode. Furthermore, in the second half of 2020, a full-cycle electronic circuit production factory will be launched.

These enterprises will employ about 150 local workforces by the end of 2020;

Currently, approximately 110 companies are operating in Poti FIZ, which successfully execute production and trade businesses, including import/re-export/export of various types of products, including pharmaceuticals, tires, vehicle parts, machinery, food products, textiles, chemicals and construction products. There are 7 factories operating in FIZ producing and exporting products with Georgian Certificate of Origin, including perfume additives, metal tile roofs, ethanol alcohol, plastic additives, lubricants and more.

Not only the number of companies, but also the processed/handled cargo is increasing year by year, which of course indicates the growth of Poti FIZ's role as a transit corridor and distribution hub.

How will the current situation in the world affect the development of Poti FIZ in terms of attracting investors; what plans and new directions / strategies do you have in this regards?

There are two main directions:

Adaptation to the current economic situation/crisis, which means maintaining existing investors, offering the conditions that will facilitate the successful continuation of their business activities in the current pandemic and post-pandemic crisis.

And the second important direction is how to function in a post-pandemic world, to attract new investment in Poti FIZ.

Our core strategy remains unchanged, but new directions and opportunities emerge. This crisis will create additional opportunities. We think that after the crisis there will be many new directions from which we will be able to attract potential investors, who may want to move their enterprises from Central Asian countries. We anticipate this and are ready to offer Poti FIZ as one of the best destinations for the development of their business. We are ready to increase awareness of Poti FIZ as a new alternative to the world supply chain, considering advantages such as location and logistics, low labour and utility cost, tax benefits etc.

Especially which sector would you single out that is most developed and most promising even in the post-pandemic period?

The logistical potential of Georgia and Poti FIZ makes it feasible to become a regional distribution centre for various business sectors. For instance, the pharmaceutical sector. According to the National Statistics Agency of Georgia, the export of pharmaceutical products from Georgia accounted for 5.2% of total exports, while 3 out of the top five exporting companies are registered in Poti FIZ; these companies



supply pharmaceutical products to CIS countries, in particular Uzbekistan, Azerbaijan, Russia, Ukraine and Belarus.

It is outmost priority for us to attract as many production units/factories to Poti FIZ as possible. Our team is actively working and conducting relevant negotiations with companies from different sectors of different countries. The interest of the textile and food sectors has become especially explicit, the potential and interest to which is rocketing. The advantages of the free trade agreements between Georgia and EU, CIS and other countries support the increase of the interest.

Besides, we are focused on attracting new varieties of the industry in the region. The greatest illustration of our success are two factories that are scheduled to be launched in late 2020 (full-cycle electronic circuit production factory) and early 2021 (automotive components production). These are new industries in the region, which in the future may lead to the attraction of other production processes tied to them in Poti FIZ and Georgia.



ATR Caspian Business unit is based in Baku and has a Permanent Presence In Georgia. Our nearest business unit to Baku is in Kazakstan and our Head office is in Aberdeen Uk. We provide power, lifting, tooling and subsea solutions to a range of markets around the world. At the same time they handle the certification and inspection requirements across thousands of individual assets.

Whether it's **offshore, marine and subsea, onshore operations** or **renewables**, our assets and expertise support the successful delivery of projects – time and time again.

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Our highly experienced and knowledgeable people manage the fleets of some of the most logistically diverse companies in the sectors we serve, supporting complex operations in

tough operating environments.

ATR's success story is based not only upon our recognition of the right people, assets and infrastructure as our core business strengths, but upon investing in them. It's a strategy that underpins our position as a leading player in our specialist field, and will continue to do so.

Let us apply our resources and technical expertise – to solve your owned equipment and rental equipment challenges.

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Revup started in the US in 2015 as a boutique management and investment firm. Activity is focussed on managing, providing know-how and accelerating business growth at an early stage. Group is involved in multiple early stage projects in Georgia. Combining new technologies and startup approach with traditional business models allows creating above the average value.

Recent projects in Georgia include recycling and hygiene services company, innovative hospitality project, financial services startup.

hello@revup.vc | www.revup.vc



შპს „რუსთავი სტილ კორპორეიშენ კომპანი“ აწარმოებს სამშენებლო არმატურას. საწარმო განხორციელდა ჩინური ინვესტიციით და ასევე, გახლავთ პროექტის „აწარმოე საქართველოში“ ბენეფიციარი. კომპანიის საერთო ინვესტიცია არის რამდენიმე მილიონი ლარი, ხოლო — დასაქმებული ათეულობით ადამიანი. 2014 წლიდან დღევანდლამდე წარმატებით პოზიციონირებს საქართველოში არსებულ მეტალურგიულ საწარმოთა შორის და მოკრძალებული წვლილი შეაქვს ქართული ეკონომიკის განვითარებაში.

კომპანია გეგმავს წარმოების გაფართოებას და გეგმავს რიგი პროექტების განხორციელებას.



“Rustavi Steel Corporation Company” LTD produces construction fitting. The enterprise has been established by Chinese investment and at the same time is a project beneficiary of “Enterprise Georgia”. The total investment of a Company is several million GEL and tens of people are employed. Since 2014 the Company successfully operates among metallurgy enterprises and modestly contributes to the development of Georgian economy.

The Company plans to widen the production and carry out number of projects.

Address: Gardabani, Vill. Aghtaklia, Georgia; Cell: +995 591 00 54 54; Web-page: www.armatura-rssc.ge



SLOVAK-GEORGIAN CHAMBER OF COMMERCE - SGCC ANNOTATION

The Slovak-Georgian Chamber of Commerce was established on 8th of May, 2017.

The aim of the chamber is to develop bilateral economic and commercial relationships between Slovakia and Georgia, information assistance to the chamber members and other interested parties, market research and information gathering on different sectors of the market, development permanent update of databases, support of the business activities of the young people in both countries which is implemented by the Centre for support for entrepreneurship and business development (CSEBD), implementation of international projects and other.

The chamber is the independent union of the legal and physical bodies which is established to support the business in Slovakia and Georgia in development of economic and commercial relationships. The activities are carried out in both countries. The chamber is a non-profit, non-governmental legal body.

Vision of the Chamber: establishing contacts and working relationships with the commercial and industrial chambers in the different economic sectors in Slovakia and Georgia.

- Development of cooperation with the business unions and associations in the spheres of the commerce, the industry, the tourism, the agriculture, the finances, the transportation, and the technologies
- Support the business dealings related to the business activities in Georgia and Slovakia.
- Protection and development of the common business interests of the Chamber members.

- Representation of the Chamber members, provision of information and opinions, support the development of business relationships in both countries.
- Collection and dissemination of the information about the taxation system, legal obligations, economy, statistics and investment climate in the following economic sectors: commerce, industry, tourism, agriculture, finances, transportation, technologies and others.

Services: Are you interested in entering Slovak or Georgian markets or long term development of your company?

We are the right partners!

Free services for the members of the Chamber:

- ✓ Buildings and "Base Camp" in Tbilisi in case of one off meetings.
- ✓ Basic administrative support (phone, internet, copying, scanning documentation).
- ✓ Provision of general economic, commercial and statistical information.
- ✓ Support in mapping of desirable business partners in Slovakia and Georgia and establishment of contacts (incentivizing potential and existing partners).
- ✓ Advocacy and popularization of the members.
- ✓ Development of projects and involvement of the members of the chamber in the international and EU programs.

From Knowledge to Perfection

Deloitte Academy provides corporate trainings for companies as well as open sessions for anyone interested.

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The Deloitte Academy provides corporate trainings for companies as well as open sessions for anyone interested.

The Academy's training sessions are delivered by subject-matter experts who have implemented a number of major projects in audit, tax & legal, consulting, financial advisory and a wide range of other fields.

The Deloitte Academy offers comprehensive solutions aimed at improving participants' competencies across various business lines. The courses are organised based on the attendees' knowledge and skill level and allow for the continuous development of business competencies while retaining a focus on professional growth and job enlargement. The Academy uses cutting-edge training methods and techniques. Each training session delivered by the Deloitte Academy incorporates elements from related knowledge areas and is designed around specific industry needs and best practices.

Contact information:

Deloitte Academy

Deloitte Office in Georgia
King David Business Center
12 Merab Aleksidze Street, Tbilisi, 0171, Georgia
Tel: +995 322 244 566
E-mail: academy@deloitte.ge



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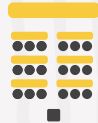
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ელექსირი ELIXIR

Elixir is a Georgian company, founded in 2018. *Elixir's* innovative products were designed with the participation of renowned scientists from leading European research laboratories and through the achievements of inventors with international patents. *Elixir* is an ecologically clean and **bio-product** made using **European technology**, exported to various countries around the world, helping to promote Georgian bio products on a global scale.

Elixir produces products for **3 sectors**:

- ✓ *Elixir* for **Disinfection**;
- ✓ *Elixir* for **Agronomy**;
- ✓ *Elixir* for **Veterinary Use**.

Creating solutions using **ECA technology**, *Elixir* products target and **destroy harmful microorganisms** (bacteria, fungi, yeasts and viruses) to protect humans, plants and animals. The products designed for the sectors of agronomy and veterinary promote healthy growth of plants and animals, increasing yield and preventing the emergence of diseases.

Elixir has been awarded an **EU Bio Certificate**, confirming compliance with EU bio product regulations and compatible for use in organic farming.

Elixir's hand sanitiser and disinfectant have shown to effectively destroy Coronavirus, protecting the public during this pandemic. **Our Coronavirus-eradicating formula has been proven effective by accredited German laboratory, HygCen.**





ELIXIR GLOBAL LLC

-  264 Omar Khizanishvili street, 0167 Tbilisi, Georgia
-  +995 322 033 339
-  info@elixir.global
-  412738257
-  www.elixir.global



ღვინის ქარხანა #1

WINE FACTORY #1

Back to the history in 1894-96 in the oldest district of Tbilisi - Vera, great architect Alexander Ozerov designed and built beautiful and unique Wine Factory # 1. During many years it was closed for visitors. From 2013, under the leadership of new owner Company – L.L.C WINE FACTORY #1 total re-vitalization process of post-industrial territory has initiated.

From 2017 it became as a new multifunction city space for everyone. “Wine Factory” is a huge project which offers a great variety of creative ideas & activities, such as flea market, open cinema, restaurants, bars and cafes, office space, and many more. But Soul of Karkhana is a breathtaking ancient wine repository, in antiquity, what kept over 100 years wines and even a cognac from the Napoleon’s private collection.

The factory has 2 wineries where the wine is aged. The area of each bed is 2600 sq. date, 40,000 collection bottles have been stored in these fountains for more than two centuries.



The existing building was granted the status of a cultural heritage monument. Two floors below ground-level is an Enoteca (basement) wine repository, where wine was aged. In this space, 40,000 wine bottles aged for more than two centuries are currently stored.

The building’s facade is an example of eclectic architecture. Its plan comprises the form of two three-nave basilica that is characteristic for Georgian Ecclesiastical construction traditions.

Today our company initiated a new big multi-project named “Freedom Factory”,

the project is aimed to educate new generation , share experiences and create totally free working spaces for creative and art industry representatives. Now our goal is to develop new strategy which will help students and young professionals from all over the Georgia as well as world-wide to join our community, present ideas, work back-to-back with each other and create multi-national projects.

Based on FREEDOM FACORY platform we plan to create a FREEDOM FUND, which will be managed by professionals from

different fields. This fund will sponsor creative idea executions, give more resources to students from Georgian regions and offer interactive projects to increase educational and professional level among new generation.

We are open for new perspectives and want to create a network of collaboration with international organizations to reach out our goals and create super attractive, interesting Creative gravitation space for our all creative, business and entrepreneur minds.





HELIKSIR – HELISKI IN CAUCASUS

As our company founders realized that extreme skiing lovers needed some area, where they are able to go and experience wilderness and vast fields of untouched snow without so many restrictions, they decided that Caucasus region and Georgia itself, is the best option with its resources to establish a heliski company and they did it. HELISKIR was founded in 2009 and since then, we serve our guests with different heliski programs.

HELIKSIR is a Georgian company but with a very international team we are very proud of. Our guides have gained years of experience working in different parts of the world. They are dedicated to provide you with a safe and unique powder adventure. All of them, as locals as well as from other countries, are internationally certified mountain guides. Their professionalism guarantee your safety in mountains.

As for us the safety of our guests is a priority, we have chosen one of the most reliable and leading helicopter company to work with since 2015 – HTM helicopter Travel Munich. The model - Eurocopter AS350 B3 Ecureuil, we use for flights, has a seating capacity of six people – ideal for a group of four skiers, one guide and the pilot. It can fly at an altitude of up to 7,010 m with a full payload. This helicopter is exceptionally comfortable due to incredibly low noise and vibration levels and can land on smaller landing sites in the mountains, which makes it perfect for rugged terrain and small group heli-skiing.

To satisfy all the needs of our tourists, we try to offer them new services as often as it's possible. We have been operating in Gudauri ski resort from the very beginning, but last year to celebrate our 10th anniversary, we launched a new destination in Georgia - Svaneti (Mestia as the main city and our base) and now our friends have a big choice which area (Mestia or Gudauri) to go and what kind of service to choose. As you may already know, we provide our ski lovers not only with Powder Classic heliski, but ski touring, heli-ski touring, helicopter tours and Powder Exclusive as well.

One of the reasons why to visit our ski resorts is a dreamlike powder for a long time in winter. Weather and snow conditions are unpredictable from one year to the next, but from the data collected over the past years in the area, our statistics show that skiing / boarding conditions are good to excellent 90 to 95% of the time.

You see here yourself that when you want to escape from the routine of a daily life, the best way to recharge your batteries is waiting for you in the Caucasus Mountains - to try heliski with our team.

Be sure, we do our best to provide you with an unforgettable heliski experience !





INTERVIEW WITH BIOMARANI

– FAMILY VINEYARDS AND WINERY FROM GEORGIA

Today we are highlighting a very promising family winery and vineyard specialised in EU certified organic qvevri wine from Georgia. In 2020, Biomarani released their first bottled wine from 2016 and received great attention from world famous writers in the field of natural and organic wines. In December the established author of “The Morning Claret”, Simon J. Woolf, highlighted Biomarani’s 2016 Saperavi wine in his article “Why natural wine matters in 2020 – my top five discoveries of the year”. Woolf chose the 2016 Saperavi as one of his top discoveries during 2020 and expressed that *“these wines (and winemakers) didn’t just make me excited in a geeky way – they made me want to finish the bottle. In my book, that’s better mark of quality than any review or score”*.

“This Saperavi is a true vin de soif, loaded with typicity and energy. And as with all good qvevri wines, the lack of oak or excess oxidation makes it particularly joyful. It’s crunchy red berry is present and correct, as are its grippy but ripe tannins and its spiciness. Then there’s just the right lick of gamey, earthy funk – again think Cab Franc. It really adds excitement. And thank you Bio Marani for releasing this 2016 now, and not when it was still in nappies. These wines have so much more to give with a few years’ bottle age.”

- Simon J. Woolf, Biomarani Saperavi review

Biomarani is an acclaimed family winery and vineyard producing high quality wine from the village of Gulgula in the heart of Alazani valley in Kakheti, Georgia. The winery and vineyard was founded by a Georgian family with ties to Scandinavia and Europe. The EU-Georgia business council had a chance to talk with Givi Kokaia, one of the family members from Biomarani, who is focused on the commercial side of Biomarani.

Q: How did Biomarani get started?

Biomarani actually started during a

family dinner in Tbilisi about 15 years ago during a conversation about producing our own family wine with a focus on truly organic wine.

Some years later we found the perfect location in Gulgula to start the project. We began with a small piece of land for our first wine, and slowly were able to expand.

As parts of our family live abroad, a family vineyard in Georgia is a way to bring the family closer together and build a deeper connection to our Georgian heritage for generations to come.

Q: What is your philosophy for winemaking?

We want to be known for high quality, craft wine from Georgia. We want to create transparency in our wine-making process from start to finish. Our EU certification for organic wine plays an important role in this goal.

Organic agriculture, sustainability and traditional Georgian viticulture is something we truly believe is an important ingredient in what we do. and will become a much more important aspect for all vineyards in the future.

Q: How is it working with organic wine and how was the process of receiving EU certification?

It is certainly an interesting journey we started several years ago. I have personally not been involved in the early years, so I can’t say how it was then.

However, we focused on organic wine quite early in 2012 and we received full EU certification in 2017.

One of our founders and family members, Zura Tushishvili, was the main driver of the whole process from start to finish in Kakheti. We also received great



support from the Biological Farming Association – Elkana in Georgia.

Q: tell us about your family and their involvement in Biomarani

We are a larger international Georgian family, primarily living in Georgia and Sweden. We have extended family in Germany, Hungary, United Kingdom, and the United States. Biomarani has allowed us all to build stronger ties to our heritage and roots in Georgia.

While some family members are more active in Biomarani, anyone is welcome to join the development of our vineyard and winery.

For example, Giorgi Tushishvili (Zuras son) is responsible for everything at the vineyard and winery in Kakheti. He is the fourth generation of family winemakers and is doing amazing things for us. It is an amazing process for all of us to be a part of and we all enjoy the journey.

Q: What type of wines do you produce?

We focus on producing traditional qvevri wine with five different endemic Georgian grapes: Saperavi, Kisi, Khikhvi, Rkatsiteli and Mtsvane.

Most of our wines are single-grape wines with Saperavi, Kisi and Khikhvi, but we also have a few blend varieties from our 2018 harvest, which have not been released yet.

Q: waiting with your wine release was something Simon J. Woolf also mentioned in his article about your wine – why have you chosen this path?

It all comes down to what type of wine you want to produce and be known for. We waited with releasing our wines commercially until we had quality harvests, the right production process and wines to be proud of.

Also, as many Georgian qvevri wines have a certain complexity, we wanted



to allow our wines to mature before releasing them.

Q: where can you buy your wines today?

Some time ago, we decided to be selective with the markets we want to enter, as well as who we work with.

In Georgia, our wine has been available at selected restaurants, but due to Covid things are at standstill at the moment for restaurants. As soon as it's possible, we hope to continue working with the restaurants again.

In 2021, we decided to launch our own webshop at www.biomarani.com, where Georgian consumers can buy our wine directly from our vineyard in Kakheti with delivery to their home. This is something we are very excited about.

Internationally, we were lucky to find two great partners from the beginning of our commercial launch – in Holland/Belgium we work with Ghvino.nl and in France we work with lepontcaucasien.com. These are two fantastic companies, sharing great Georgian wines and knowledge within their distinctive markets.

Q: How does the road ahead look like and what's in store for Biomarani 2021?

With a difficult year for all vineyards

and wineries, we look forward to a few exciting projects during 2021.

In Gulgula, we are continuously developing the winery, so that we can welcome visitors again once Covid-19 has ended.

Digitally, our online shop will be available for the Georgian market during spring, and it is something we really look forward to launching.

Also, a launch in Sweden and Scandinavia will certainly be a highlight during the spring as well.

Q: Lastly, how can we follow your journey ahead?

Our website is the first place to visit and subscribe to our news and releases. For anyone living Georgia, www.biomarani.com, will also be the places to purchase our wine directly from our vineyard and winery in Kakheti – delivered to your door.

You can also follow us on social media such as Facebook, Instagram and LinkedIn. We want to continue building our Biomarani community and anyone is welcome to join our journey!

We thank Givi Kokaia for the interview and look forward to following Biomaranis journey.

DEVELOPMENT OF THE BLACK AND CASPIAN SEAS TRANSPORTATION CORRIDOR – THE WAY FOR CLOSER REGIONAL COOPERATION



Considering geographical location and transit potential, Georgia is one of the key partners of the EU in terms of the formation of a network of international transport corridors, as well as the development of alternative energy resources and supply routes. Respectively we should outline two main priority directions for the promotion, namely: Transportation of Goods and Energy Supply&Connectivity. Swift development of the above-mentioned priority directions will definitely contribute to Georgia's physical integration with the European Union.

Transportation of Goods and Regional Cooperation Connectivity should be the backbone of economic and trade exchanges between the countries of the Black and Caspian Sea regions. Increased trade mobility and people-to-people contacts promote regional economic stability, social wellbeing and shall open new business opportunities.

In case of connection of the Black and Caspian Seas via modern transport corridor, there will be uninterrupted cargo transportation between Europe and Asia. Black Sea-Caspian Sea international transportation route will complement other similar regional projects, which are aimed at establishing effective transportation of goods from European states through the Black and Caspian Seas to Asia and vice versa.

Additionally it should be emphasized that stemming from its preferential trade regimes and leading positions in various international rankings, Georgia has unique opportunity to become not only logistical but also production hub, which will definitely entail increase of cargo flow.

For the effective development and raising competitiveness of this transport corridor it is of utmost importance, by coordinated actions, the Respective Authorities of Countries involved, as well as Business sector for the purposes:

- to harmonize tariffs and simplify customs procedures.
- to improve the transport legislation for ensuring competitive conditions for all parties of the transportation process;
- to identify remaining infrastructure gaps and facilitation needs along the corridor for taking respective measures to mitigate the existing challenges;

- to encourage the use of digital technologies for simplification of export and import procedures and introduction of advanced information exchange system;
- to reduce processing time of ferries and improving the service quality;
- to establish new technologies for stevedoring operations, including closed-type (vacuum and belt conveyors), equipment for automatic loading and unloading of wagons, etc.
- to increase/develop cargo turnover capabilities by the Sea Ports

It is of utmost importance development of new strategies to generate more interest towards the old but still on-going program – “Transport Corridor Europe Caucasus Asia” (TRACECA), with special focus on four sectoral directions:

- ✓ Trade Facilitation
- ✓ Road
- ✓ Rail
- ✓ Maritime Transport

Taking into account that there are lots of sectors and opportunities to develop the Black and Caspian Sea regions’ related projects we plan to establish under EUGBC working group for elaborating and promotion proper activities.

Energy Supply & Connectivity

The Black Sea is a bridge between key energy producers and the EU market. Developing key energy infrastructure projects remains an important element for improving Black Sea transit potential and enhancing energy security, both in the EU and in the region.

In December, 2017, EU-Georgia Business Council established Energy Commission with the main purposes:

- to work on actual issues for this Sector;
- to promote investments in the energy sector; and
- to elaborate the possibilities for development of projects in that direction.

4 months after establishment of this Energy commission, EUGBC with Gross Energy Group initiated subsea transmission line project, which should connect one of the EU countries (Bulgaria or Romania) with Georgia via Black Sea. This project is of Geopolitical importance and will support EU 2030 target to replace 32% of existing energy production with renewable energy. Following EUGBC efforts this project was included in the Georgia’s European Union Integration Roadmap, even more this project already has green light from Energy Community Secretariat and status of project of eastern partnership interest.

This project will also definitely contribute to future development of renewable energy sector in the country including benefits for existing renewable energy companies and attracting additional investments in that sector via directly opening EU export market

Latest developments related to the status of the Caspian Sea have stimulated the implementation of new strategic projects for the further diversification of energy resources, in particular the transportation of rich gas resources from Turkmenistan to Europe via an alternative route (through the Black Sea).

Georgia is an active member of the EU energy initiative on the Southern Gas Corridor and is one of the main participants of such strategic energy projects, as the Baku–Tbilisi–Ceyhan (BTC) and the Baku-Tbilisi-Supsa Pipelines, and the Trans-Caspian Gas Pipeline.

So, Georgia is already contributing to the EU’s Energy security and there is need and common interest by both sides to increase this contribution.

Giorgi Kacharava
Executive Director
EU-Georgia Business Council (EUGBC)



1. როგორ აისახა კრიზისული პერიოდი საწარმოს მუშაობაზე და ახლო მომავალში, როგორ გეხსებათ სამუშაო პროცესის წარმატებით წარმართვა, არსებული სიძნელების გათვალისწინებით?

პანდემიის პირობებში ერთ-ერთი უმნიშვნელოვანესი გამოწვევაა მოსახლეობის უწყვეტი უზრუნველყოფა სურსათით. საწარმომ 24 საათიან რეჟიმში განაგრძო მუშაობა იმისთვის, რომ სურსათით უზრუნველყოფის ჯაჭვში არ მომხდარიყო ჩავარდნა, დროულად მიეღოთ ფერმერებს ხარისხიანი პროდუქცია მათი პირუტყვის გამოსაკვებად. ჩვენ ვრჩებით ჩვენი მისიის ერთგულნი და უწყვეტად ვამარაგებთ ფერმერებს ხორცპროდუქტებისა და კვერცხის წარმოებისთვის საჭირო საკვებით.

თუმცა უნდა აღინიშნოს, რომ გაჩნდა სირთულეები ნედლეულის მიღებასთან დაკავშირებული უარყოფითი პროგნოზების სახით, რამაც მნიშვნელოვნად გააძვირა მარცვლეული. ნედლეულის გაძვირებაზე ასევე მნიშვნელოვანი გავლენა იქონია ლარის კურსის გაუფასურებამ. ჩვენ მაქსიმალურად ვცვალებთ ეს ზრდა ბოლომდე არ აგვესახა მზა პროდუქციის თვითღირებულებაში, რაც ნაწილობრივ გამოგვივიდა.

აგრარული ბაზრების დახურვამ ხელი შეუშალა ჩვენს მომხმარებლებს თავიანთი პროდუქციის რეალიზაციაში, რამაც შეასუსტა მათი გადახდისუნარიანობა და გააჩინა უარყოფითი მოლოდინები შემდგომში ხორცისა და კვერცხის წარმოების მასშტაბებთან დაკავშირებით. ბევრი მათგანი დაფიქრდა დაეწყოს თუ არა წარმოების ახალი ციკლი. ვიმედოვნებთ რომ რეალიზაციის საკითხი მალე მოგვარდება და ფერმერები შეძლებენ არა თუ შეინარჩუნონ არამედ გაზარდონ კიდევ წარმოება.

ერთ-ერთი გამოწვევა იყო საგანგებო მდგომარეობის დროს, როდესაც მანქანებით გადაადგილება აიკრძალა

ცხოველთა საკვების ფერმერისთვის მიწოდება. რისთვისაც ჩვენ დავამატეთ ადგილზე მითანის უფასო სერვისი, რომელიც მოქმედებს საქართველოს თითქმის ყველა კუთხეში.

რაც შეეხება შრომის პირობებს ჩვენ ძალიან მალე და ეფექტურად მოვახდინეთ ადაპტაცია, ვინაიდან საწარმოში მანამდეც არსებობდა გარკვეული სანიტარულ-ჰიგიენური ნორმები, ვიყენებდით ხელის სადებიზფექციო ხსნარებსა და ხალიჩებს. დავამატეთ სადებიზფექციო ხსნარის დისპენსერები, თანამშრომლები უზრუნველვყავით პირადი დაცვის საშუალებებით (პირბადავ, დამცავი ფარი, ხელთათმანები) შემოვიღეთ სავალდებულო სიცხის გაზომვის წესი. ასევე აღსანიშნავია რომ პანდემიის გამოცხადებიდან დღემდე საკუთარი სახსრებით უზრუნველვყოფდით თანამშრომელთა გადაადგილებას სახლიდან სამსახურამდე.

2. კორპორაციული სოციალური პასუხისმგებლობის ფარგლებში ნუტრიმაქსმა ძალიან საინტერესო პროექტი „ფერმერთა სკოლა“ დაიწყო. რას მოიცავს აღნიშნული პროექტი და კონკრეტულად როგორ დაეხმარება კრიზისის შედეგად დაზარალებულ მოქალაქეებს?

კრიზისით დაზარალებულ მოქალაქეთა მხარდასაჭერად დავიწყეთ პროექტი „ნუტრიმაქსის ფერმერთა სკოლა“, რომელიც მიმართულია იმ მოქალაქეთა დასახმარებლად რომლებმაც დაკარგეს შემოსავალი და დაინტერესებულნი არიან მცირე ფერმერული მეურნეობის შექმნით. პროექტის ფარგლებში, ნუტრიმაქსი მოქალაქეებს შესთავაზებს პრაქტიკულ ინფორმაციას ცხოველების გამოზრდის შესახებ, მისცემს საშუალებას ჩაერთონ ონლაინ სწავლებაში, მიიღონ კონსულტაცია დაფინანსების წყაროების შესახებ და გაეცნონ პრაქტიკულ რჩევებს, რომელიც დაეხმარებათ საქმიანობის სწორად დაგეგმვასა და მართვაში.

3. რამდენიმე წლის წინ, თქვენი საწარმო გაიხსნა ჰოლანდიელ

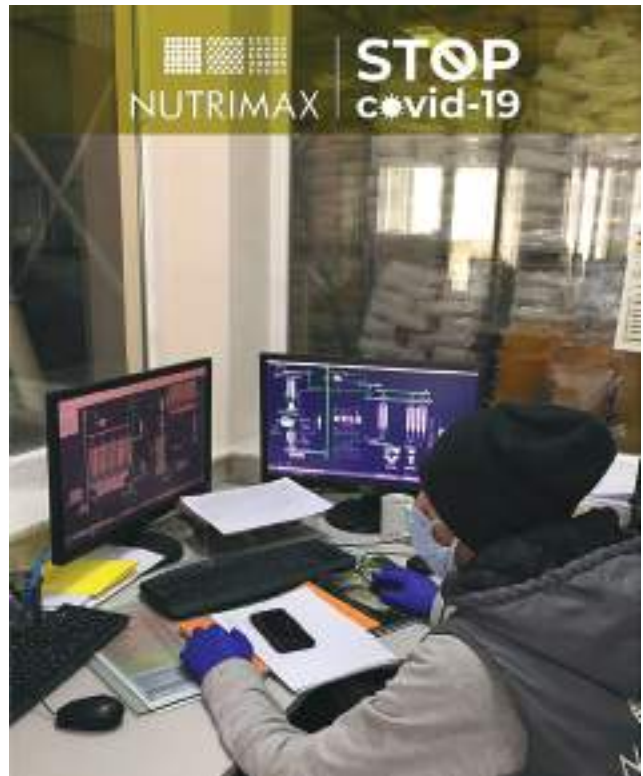
სპეციალისტთა ჩართულობითა და პარტნიორობით, რაც ვფიქრობთ მნიშვნელოვანწილად განაპირობებს თქვენი პროდუქციის ხარისხს. რა სექტორებზეა გათვლილი თქვენი პროდუქცია? ხარისხისა და ფასის შესაბამისად, რამდენად კონკურენტულია ქვეყანაში?

ჩვენი კომპანია 2009 წლიდან არის ჰოლანდიური მსხვილი ჰოლდინგის წევრი კომპანიის – Trouw Nutrition Hifeed-ის ოფიციალური პარტნიორი, რომელიც გახლავთ მსოფლიო ლიდერი ცხოველთა საკვებად აუცილებელი პრემიუმებისა და მინერალების წარმოებაში. აღნიშნულ კომპანიასთან ექვსი წლის განმავლობაში მოქმედებდა Know How შეთანხმება, რომელიც გულისხმობდა მათი ცოდნისა და ტექნოლოგიების გაზიარებას ჩვენთვის და ჩვენი მომხმარებლებისათვის. ამ შეთანხმების ფარგლებში მოხდა ჩვენი სპეციალისტების გადამზადება ჰოლანდიაში და კიდევ გრძელდება მჭიდრო ურთიერთობები სხვადასხვა ინოვაციური პროექტის მიმართულებით.

2016 წლის სექტემბერში გაიხსნა ნუტრიმაქსის თანამედროვე, მაღალტექნოლოგიური კომბინირებული საკვების საწარმო, რომელიც დაკომპლექტდა სრულიად ახალი საწარმოო და ლაბორატორიული დანიშნულების დანადგარებით. მისი წლიური წარმადობა დაახლოებით 50,000 ტონაა და გათვლილია არა მხოლოდ საქართველოს, არამედ სამხრეთ კავკასიის მომარაგებაზე.

2017 წლის ბოლოს დავასრულეთ ISO:22000 სტანდარტების დანერგვა, მივიღეთ ხარისხის სერტიფიკატი და ყოველწლიურად წარმატებით გავდივართ ხარისხის აუდიტს.

დღეისათვის ჩვენი ასორტიმენტი მოიცავს 100-მდე დასახელების გრანულირებულ და არაგრანულირებულ პროდუქტს ღორის, მსხვილფეხა საქონლის, სახორცე და მეკვრეცხული მიმართულების ფრინველებისა და თევზისთვის. ჩვენი მომხმარებლები არიან მცირე, საშუალო და მსხვილი ფერმერები როგორც საქართველოში ასევე სომხეთსა და აზერბაიჯანში. აღსანიშნავია, რომ აფრიკაში,



განას რესპუბლიკაშიც განვახორციელეთ ექსპორტი და აქტიურად ვცდილობთ სხვა საექსპორტო ბაზრებზე გასვლას.

4. თქვენს სფეროში, პროდუქციის გაყიდვების კუთხით რა წილი გიჭირავთ საქართველოში და რა პერსპექტივები საიმპორტო პროდუქციის დიდი ნაწილის ჩანაცვლების მიმართულებით?

დღეისათვის საქართველოს კომბინირებული საკვების ბაზრის წილის დაახლოებით 50% ნუტრიმაქსის პროდუქციას უჭირავს. კომბინირებული საკვების იმპორტი არ არის დიდი, დაახლოებით საერთო ბაზრის 10% ის ფარგლებში შეიძლება იყოს, თუმცა ძალიან დიდი პოტენციალია საქონლისა და ქათმის ხორცის იმპორტის ჩანაცვლების კუთხით. ხორც პროდუქტების ქართული წარმოების ზრდა პირდაპირ აისახება კომბინირებული საკვების წარმოების ზრდაზეც.

5. ამჟამად რომელ ქვეყნებში გადის თქვენი პროდუქცია და რა სამომავლო გეგმები გაქვთ ექსპორტის ზრდის მიმართულებით?

დღეისათვის ჩვენს საექსპორტო ქვეყნებს წარმოადგენს: სომხეთი და აზერბაიჯანი. ასევე გასული წლის ბოლოს და მიმდინარე წლის დასაწყისში განვახორციელეთ ექსპორტი აფრიკაში, კერძოდ განას რესპუბლიკაში. აქტიურად ვიხილავთ საექსპორტო ბაზრებზე გასვლის პერსპექტივას ცენტრალურ აზიასა და აფრიკის კონტინენტზე.



“CaspiGroup” კორპორატიული საჩუქრების, ბლოკნოტების, ტყავის ნაწარმის, აქსესუარებისა და ხელნაკეთი ყუთების მწარმოებელი და ექსპორტიორი, სასტუმროებისა და რესტორნების ინდუსტრიული სამზარეულო მოწყობილობების მიმწოდებელი კომპანიაა.

დღეს, ბიზნესზე კორონავირუსის ეფექტზე საუბრისას, გარათელ ალახვერდოვა ამბობს, რომ მათი ბიზნესი საქართველოში და სხვა მათ წარმომადგენლობებშიც სრულად გაჩერდა და დიდი ზარალიც მოუტანა.

„ნებისმიერი ინვესტორისთვის გავრცელებული ვირუსი დიდ პრობლემას წარმოადგენს. მიუხედავად ამისა, ჩვენ გავაგრძელებთ დისტანციურად მუშაობა, განვახორციელებთ ისეთი პროდუქტის შემოტანა, როგორცაა სარესტორნე სამზარეულოს დანადგარები და კომპანიებისთვის ბრენდირებული აქსესუარების წარმოება, რაც ამ ეტაპისთვის არ იყო მოთხოვნადი, ამიტომ ჩვენი კომპანია როგორც საქართველოში, ასევე, სხვა ქვეყნებში, სრულად გაჩერდა და სერიოზული ზარალიც მიიღო. მაგრამ, ჩვენთვის საქართველო პოსტპანდემურ პერიოდშიც საინვესტიციოდ მიმზიდველ ბაზრად რჩება, უფრო მეტიც, ვფიქრობთ ბრენდირებული აქსესუარების წარმოების ნაწილი საქართველოში გადმოვიტანოთ“, — ამბობს CaspiGeo-ს დირექტორი გარათელ ალახვერდოვა.

CaspiGroup-ის საქმიანობის ძირითადი სფეროებია მომხმარებლის საქმიანობის პოპულარიზაციისათვის საჭირო სასაჩუქრე ბრენდირებული ნაკრებების დამზადება. აქსესუარები

მზადდება ტყავისა და ხელოვნური ტყავის ნაწარმით, უმაღლესი ხარისხის ნედლეულით. გვაქვს ხუთი ბრენდი:

arylabox — ვაწარმოებთ სხვადასხვა ბრენდირებულ ყუთებს, VIP საჩუქრებისთვის, ლიმიტირებული გამოცემის წიგნებისთვის, პლასტიკური ბარათებისთვის, პრემიუმ ყუთები ალკოჰოლური სასმელისთვის, დაჯილდოების დაფებისთვის და ა.შ.

aryladiary — კორპორატიული ბლოკნოტები, ტყავის ბიზნეს აქსესუარები.

papacasso — ჩვენი ფერადი ბლოკნოტების ბრენდი, რომელიც საცალო გაყიდვაში გვაქვს და ძალიან მოთხოვნადია amazon.com-ზე.

caspigift — პრომო აქსესუარები, სხვადასხვა ბრენდირებული აქსესუარები.

caspicusine — ინდუსტრიული სამზარეულოს დანადგარები, სასტუმრო და რესტორნების სამზარეულოს პროექტირება და დანადგარების შეკეთება.

“CaspiGeo” არის ამერბაიჯანული ინვესტიციით შექმნილი თურქული კომპანია „CaspiGroup“-ის წარმომადგენელი საქართველოში, როგორც სარეკლამო კომპანიის წარმომადგენლობა თანამშრომლობს სხვადასხვა ქართულ და უცხოურ კომპანიასთან საქართველოში.

კასპიჯეოს საქართველოში ოპერირების 12 წლიანი ისტორია აქვს. თავდაპირველად საქმიანობა კომპანიებისთვის ბრენდირებული აქსესუარების წარმოება იყო, თუმცა 7 წლის წინ სასტუმრო-რესტორნების სამზარეულოებისთვის განკუთვნილი სპეციალური

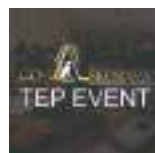


დანადგარების შემოტანაზეც დაიწყო მუშაობა. მსოფლიოს რამოდენიმე ქვეყანაში აქვს წარმომადგენლობა, საქართველოში, ამერბაიჯანში, რუსეთში, ყაზახეთში, უზბეკეთში, ყირგიზეთში, ირანში, უკრაინაში, დიდ ბრიტანეთში.

„კასპიჯეო“-ის მიზანია ასოცირდებოდეს საუკეთესო ხარისხსა და მომსახურებასთან.



EUGBC BUSINESS LINE





ახალი რეალობა: გამოწვევები, შესაძლებლობები, ტექნოლოგიები

მაშინ, როცა კორონავირუსით გამოწვეულმა პანდემიამ სრულიად შეცვალა მსოფლიოს მაჯისცემა და თავისი კვალი დაატყო ჩვენს ყოველდღიურ ცხოვრებას, ბიზნესი მნიშვნელოვანი გამოწვევების წინაშე აღმოჩნდა. ახალ რეალობაში მთავარ ამოცანად ამ გამოწვევების შესაძლებლობებად გარდაქმნა იქცა და აღმოჩნდა, რომ ბევრმა კომპანიამ ეს საკმაოდ ეფექტურად მოახერხა. თუ პანდემიის ეფექტს ბიზნესზე ამ კუთხით განვიხილავთ, დავინახავთ, რომ ამ რამდენიმე თვის განმავლობაში, როცა სოციალური დისტანცირება აუცილებელ პირობად იქცა, პროცესები დაჩქარდა, დისტანციურ რეჟიმში მუშაობა გაცილებით ეფექტური აღმოჩნდა, ვიდრე ამის მოლოდინი გვქონდა და საინტერესო პროექტებიც განხორციელდა. ამ ეტაპის მართვა შედარებით გაუმარტივდა იმ კომპანიებს, რომლებმაც ადრე უკვე იზრუნეს ინოვაციური ტექნოლოგიების დანერგვასა და შესაბამისი ინფრასტრუქტურის მოწყობაზე. მათ შორისაა, აუდიტორული და ბიზნეს საკონსულტაციო კომპანია BDO, რომელმაც სისრულეში მოიყვანა მნიშვნელოვანი ტექნოლოგიური პროექტები, და შეიძლება ითქვას შედარებით მარტივად მოახერხა ახალ ბიზნესგარემოში ადაპტირება. როგორი გამოცდილება შეიძინა პანდემიის პირობებში და რა სიახლეები წარმოადგინა ბაზარზე, გთავაზობთ ინტერვიუს BDO-ს მმართველ პარტნიორთან ზურაბ ლალაბაშვილთან.

გარემო, რომელშიც მთელი ბიზნესსამყარო აღმოჩნდა მოულოდნელი იყო ყველასთვის, საჭირო იყო ოპერატიული გადაწყვეტილებების მიღება,

რომლითაც შევძლებდით საქმიანობის უწყვეტობის უზრუნველყოფას და მოვერგებოდით არსებულ სიტუაციას. პირველი, მნიშვნელოვანი გადაწყვეტილება ეს იყო 250-ზე მეტი თანამშრომლის გადაყვანა მუშაობის სრულად დისტანციურ რეჟიმზე, მონაცემების უსაფრთხოების დაცვითა და Microsoft-ის გარემოში შიდასაკომუნიკაციო არხების მაქსიმალურად გამოყენებით. პრინციპში, ჩვენ გასულ წელს დავიწყეთ კომპანიის ციფრული ტრანსფორმაციის პროექტი და პანდემიის დაწყებისას უკვე იმდენად მომზადებულები ვიყავით, რომ ფაქტურად ერთ კვირაში ისევე ვმუშაობდით დისტანციურ რეჟიმში, როგორც ამას ოფისიდან ვახერხებდით. თანაც, თანამშრომლების ინფორმირებულობის, სამუშაო პროცესისთვის ხელშეწყობის და ემოციური კონტაქტის შენარჩუნებისთვის ავამუშავეთ ინტრანეტის გვერდი, რომელიც ძალიან დაგვეხმარა გუნდში დადებითი განწყობის შენარჩუნებაში.

როგორ მოახერხეთ კლიენტებთან ურთიერთობის შენარჩუნება?

პროფესიონალური სერვისების სპეციფიკიდან გამომდინარე, BDO-სთვის დისტანციური მომსახურება არათუ უცხოა, არამედ სავსებით ორგანულია. ამიტომ ფაქტობრივად უმტკივნეულო იყო სერვისის სრულად ონლაინ სივრცეში გადატანა. ღრუბელზე დაფუძნებული ტექნოლოგიების გამოყენებამ დამკვეთებს შესთავაზა ციფრული თანამშრომლობის უნიკალური გამოცდილება. BDO Portal-ს, კოლაბორაციის თანამედროვე პლატფორმას, რომელიც წარმოადგეს

BDO-ს გლობალურ ინსტრუმენტს, უკვე წარმატებით ვიყენებთ მომსახურების პროცესში. ჩვენი უახლოესი გეგმები BDO Portal-ის უფრო მეტ დამკვეთთან ეტაპობრივი ამუშავებაა, რაც მათ კიდევ უფრო გაუმარტივებს ბიზნეს პროცესების მართვას ონლაინ სივრცეში. განსაკუთრებით მნიშვნელოვანია, რომ ამჟამად მიმდინარეობს ამ პლატფორმაში მონაცემთა ანალიტიკის ინსტრუმენტის ჩაშენება, რაც ძალიან მალე ჩვენს დამკვეთებს არამხოლოდ ჩვენთან კოლაბორაციის, არამედ მათი მონაცემების რეალურ დროში ანალიზის საშუალებას მისცემს.

კომპანიის მიერ რა მნიშვნელოვანი ნაბიჯები გადაიდგა პანდემიის საპასუხოდ?

პირველ რიგში, ოპერატიულად განვახორციელეთ რეაგირება და გადავწყვიტეთ შეგვექმნა მნიშვნელოვანი ონლაინრესურსები ბიზნესის მხარდასაჭერად. შევქმენით კრიზისის გვერდი, დავიწყეთ მიმდინარე გამოწვევების საპასუხო სერვისების შეთავაზება, საინტერესო პუბლიკაციების მომზადება, „BDO აკადემიის“ ბაზაზე ვატარებთ უფასო ვებინარებს, რომლის ფარგლებშიც ვცდილობთ დავეხმაროთ კომპანიებს ეფექტურად მართონ ბიზნესპროცესები. პარალელურად, ვაზიარებთ BDO-ს სხვადასხვა ოფისების ისეთ პუბლიკაციებსა და ვებინარებს, რომელიც შესაძლოა ჩვენი ბაზრისთვის იყოს საინტერესო. ვინაიდან ონლაინ რესურსებმა, ხელმისაწვდომობამ დისტანციურ სერვისებთან და ზოგადად ინტერნეტ კავშირმა უალტერნატივო მნიშვნელობა შეიძინა, ჩვენი მთელი ყურადღება ონლაინ სივრცეზე გადავიტანეთ.



ძირითად საკომუნიკაციო არხად სოციალურ მედიას ვიყენებთ, რომლის მეშვეობითაც ვაზიარებთ სასარგებლო ინფორმაციას. გარდა ამისა, განვაგრძობთ ინოვაციური გადაწყვეტილებების დანერგვას, მათ შორისაა BDO ბოტი, ჩვენი ვირტუალური თანამშრომელი, რომელსაც საკმაოდ მნიშვნელოვანი მისია აკისრია, ის ეხმარება ყველა დაინტერესებულ პირს გაარკვიოს ეკუთვნის თუ არა დასაქმებული ან თვითდასაქმებული ფიზიკური პირებისთვის დადგენილი კომპენსაცია.

გამოცდილება, რომელიც შეიძინეთ

პანდემიის პირობებში

ჩვენ მივხვდით, რომ ტექნოლოგიური სიახლეების იმპლემენტაცია და ამ მიმართულებით ინვესტირება მნიშვნელოვანი გადაწყვეტილებაა თანამედროვე კომპანიისთვის, რადგან ბიზნესგარემო სწრაფი ტემპებით იცვლება და ამ დინამიკასთან თანხვედრაში მოსასვლელად ეს აუცილებელი პირობაა. გარდა ამისა, ვისწავლეთ როგორ გავდავექმნათ კრიზისი ახალ შესაძლებლობად, ახალ ძალად, რომელიც შესაძლოა გაცილებით საინტერესო და რეზონანსული აღმოჩნდეს. ამიტომ წინსვლა და მიუხედავად

ყველაფერისა, განვითარება დღეს

ბიზნესის ყველაზე მართებული

არჩევანია. ახლა ჩვენი უმთავრესი

ამოცანაა გავუმკლავდეთ ყველა

გამოწვევას, სათანადოდ დავძლიოთ

პანდემიასთან დაკავშირებული

ეკონომიკური შედეგები და ნელნელა

დავიწყოთ ახალი, საინტერესო

პოსტკრიზისული პერიოდი.



THE NEW NORMAL: CHALLENGES, OPPORTUNITIES, TECHNOLOGY

Business is facing unprecedented challenges due to COVID-19 pandemic, which has completely changed our reality and affected our everyday lives. What matters the most in this difficult time is the ability to adapt and turn these challenges into opportunities. In fact, many businesses appeared ready and flexible enough to cope. This said, during the couple of months of mandatory social distancing, some processes actually sped up and working remotely proved to be much more effective than anticipated, hence some of the very interesting projects got accomplished. The stage of adaptation was easier for those companies who had long before committed to technology, innovation and better infrastructure. Among these stands BDO, audit and business advisory, investing heavily in technology and innovation, and stepping out of the crisis fully adapt and as strong as ever. To share their experience with pandemic, and the response to the crisis we talked to Zurab Lalazashvili, Managing Partner BDO:

The impact of the pandemic on business world was huge, no one was ready for this, and the need for quick, adequate response was critical to business continuity and by extension survival. First and foremost, we needed to take care of the safety of our people and provide fully equipped remote working conditions for over 250 employees in Microsoft environment. We had in fact started our digital transformation journey a year before so by the time it was declared pandemic, we found ourselves ready and going within a week, almost no different from the regular distance service provision for BDO. To ensure that all of our staff stayed informed, adapt to remote working conditions and emotionally connected, we launched the intranet page which has served as a great tool to keep up the spirit within the team.

How did you manage to stay connected with your clients?

The nature of professional services essentially allows for smooth distance collaboration with the clients, so it was rather organic for BDO. Moving the service provision completely to online environment was quite seamless for us. Our cloud technology solutions offered a unique digital experience to our clients. BDO Portal, a modern collaboration platform is BDO's global tool that we are successfully using to better serve our clients. The roadmap is to implement BDO Portal with more of our clients gradually and thus help them manage their business processes effectively online. We are in the middle of embedding business analytics tool in the Portal platform which will be essential to better collaboration and real time data analysis for our clients.

What was your response to the COVID-19 crisis?

Our response strategy was inspired by our mission to help people in every way we can. We immediately set up a dedicated crisis response page on our website to provide critical advice, information and tools in a single environment. Our series of free webinars focused on helping businesses and individuals to navigate through the unprecedented challenges with hope and due support. We constantly share BDO's world class knowledge and experience to Georgian community to help them engage in broader analysis of the situation, to assess, compare and measure the consequences and make informed decisions. Our main communication channels are now web and social media indeed. Our newest creation is BDO Bot, a virtual tool on our website to help everyone find out about the due benefits or reliefs established by the government.

The most valuable experience you gained through the crisis

We have once again established that investing in technology and innovation is the most valuable decision for modern business. The world is changing so fast that adapting with adequate pace is critical to survival, let alone success. We learned how to turn the crisis into an opportunity, a drive that could resonate and disrupt so powerfully that no one could quite imagine. So, moving forward and striving for improvement is the only path for business today. We are now focused on coping with the severe economic impact of the pandemic and step into a very interesting post crisis reality, a new normal.

COASIS Resort Kakheti



Business summary

The development of a four-star hotel resort in Kakheti, Georgia. The resort consists of 129 rooms, together with a variety of restaurants and bars, pool club, wellness center, indoor and outdoor sport facilities as well as a conference center and administrative buildings. It will be built using repurposed shipping containers, resulting in an edgy contemporary design and low environmental footprint. COASIS offer is formatted to meet needs of Millennials - the group with highest spendings on leisure travel - by introducing guests to a variety of experiences making their stay unique and entertaining while also providing comfort and high quality of service.

Business rationale

- Market with growing demand, limited and undersupplied competition in 4* segment.
- Business-friendly environment with favorable tax.
- 4th safest country in the world (by Numbeo crime index).
- Perfect timing for optimizing development with lower costs and better access to qualified staff.
- Launch planned for post-COVID growing tourism market with reduced supply.

The proposal

The project is seeking a \$5 million equity investor to finance equity part of the total \$13 million of planned investment.

Project key metrics

- **20% EBITDA**
- **20% IRR**
- **129 rooms**
- **\$116 ADR**
- **\$118 TRevPar**
- **60.4% Avg. occupancy**

Contact person:

Mr. Gustav Groth
gustav@revup.vc

Project is developed by Revup Group



UNICN



Hotels & Preference Hualing Tbilisi

Hotels & Preference Hualing Tbilisi and Dormitory Hotel, are pleased to announce that Mr. Patrick U. Buder has been appointed, as the new General Manager, as of February 9, 2020.

Prior to his arrival in Georgia, Mr. Buder has been working for the hotel's corporate management office, BTL Hospitality Group in China, as Director of Projects & Operation to launch the BTL Collections and overseeing the expansion of the brands.

Having started his career as a Chef in the 5-star hospitality in Switzerland and following his graduation in 1998 from the Hotel & Restaurant Management School HGF in Thun, Switzerland, his career path led him from the Middle East to South East Asia and China.

With work engagements ranging from Leading Hotel of the World to Small Luxury Hotels, he accumulated a wealth of know-how in the luxury hotel segment before joining international hotel management companies like Accor, Hilton and IHG, as a general manager.



He has considerable experience in pre-openings, rebranding, and re-positioning of properties, combined with a creative approach to business.

Mr. Buder had the following to say about his new appointment:

"I am delighted to join "The Hotels & Preference" hotels in a new and vibrant tourism destinations such as Georgia. Myself and the team will engage with the clientele to achieve even higher levels of hospitality, delivering our guests the kind of guest experience that only Hotels & Preference by BTL Hospitality can offer and build an enduring love for our hotel and Georgia."

With his over 30-year career in the hospitality industry and extensive knowledge and experience of luxury brands as well as pre-opening experience, the hotel will continue to provide guests with memorable experiences and uphold the traditions of which The Hotel & Preference by BTL Hospitality is so proud, while striving to further enhance service quality and brand value.



JOIN A WORLD OF ELEGANCE & TRADITION!

Hualing, Tbilisi Sea New City
Tel: +995 32 2 50 50 25 Fax: +995 32 2 50 50 26
www.hotelspreference.ge www.hotelspreference.com
info@hotelspreference.ge

ჭური ჩინებული



კომპანია „ჭური ჩინებული“ დაფუძნდა 2017 წელს და მდებარეობს სვირის მიკროზონაში, სოფელ მეორე სვირში.

სვირი, ქართული 8000 წლიანი მეღვინეობის კულტურის, ერთ-ერთი გამორჩეული ადგილია დღესაც, ის ცნობილია თავისი უნიკალური ღვინოებით, რის გამოც სწორედ სვირი გახდა დასავლეთ საქართველოს ერთადერთი ღვინის მიკროზონა და სწორედ აქ იწარმოება კონტროლირებადი ადგილწარმოშობის ღვინო სვირი, რომელიც ციცქა, ცოლიკოური და კრახუნას კუბაჟით მზადდება.

კომპანიის მიზანია, თანამედროვე ტექნოლოგიების და ქართული მდიდარი ტრადიციების დახმარებით მაქსიმალურად გამოვავლინოთ ის პოტენციალი, რაც ქართული ყურძნის ჯიშების გააჩნია. კომპანია თავს ვალდებულია თვლის, რომ მისი ღვინოები, რომლებიც შედგება მხოლოდ იშვიათი ჯიშებისგან, წარმოდგენილი იყვნენ როგორც საუკეთესო ეგზემპლარები, რათა გააცნოს ქართული ღვინის უნიკალური თვისებები, მსოფლიოს სხვადასხვა კუთხეში მცხოვრებ ღვინის მოყვარულებს, რომლებიც ქართული ღვინოებიდან მხოლოდ კახურს იცნობენ.

„ჭური ჩინებული“ ღვინოებს აყენებს მიკროზონისთვის დამახასიათებელი ყურძნის ჯიშებისგან, ციცქა ცოლიკოური, კრახუნა, ოცხანური საფერე, ოჯალეში, ძელშავი, როგორც ტრადიციულ იმერულ ჭურებში, ისევე კლასიკური ევროპული მეთოდით, უსანგავ ცისტერნებში. აღნიშნული ჯიშების სხვადასხვა კომბინაციების სეპაჟებსა და კუბაჟების გარდა, კომპანია ექსპერიმენტებს აწარმოებს სვირის მიკროზონის ყურძნის ქართულ და კახურ ჯიშებთან შერევით. კომპანია ხედავს რომ ქართული ტრადიციების აღდგენასთან ერთად მნიშვნელოვანია ქართული ღვინის წინსვლა და შემდგომი განვითარება, რათა ქართული მეღვინეობა მსოფლიოს მოწინავე მეღვინეობებისთვის სამაგალითო და მისაბადი გახდეს.

“Churi Chinebuli” was established in 2017 in Georgia and is located in Meore Sviri Village, in a famous wine producing microzone Sviri.

Sviri has one of the decent cultures of wine production in 8000-year history of Georgian wine. The place is well known for its unique grape varieties, which is why it is the only region that has been officially recognized as a wine producing micro zone in West Georgia. This is the place of wine appellation and the birthplace of Sviri, a blend of Tsitska, Tsolikouri and Krakhuna grape varieties.

In accordance with Georgian traditions and help of modern technologies, the mission of the company is to unleash the potential of Georgian grape varieties. The company obliges itself in making the best wines from unique and rare grapes, in order to introduce exquisite wine qualities to wine lovers around the globe who are only familiar with Georgian wines from Khakheti region.

“Churi Chinebuli” produces wines that are typical for Sviri wine region and include Tsitska Tsolikauri, Krakhuna, Otsxanuri Sapere, Ojaleshi and Dzelshavi. The wines are made through both, traditional method using Churies (Imeretian alternative of well-known Qvevries), as well as according to classic European methodology in steel tanks. Recently, the company has started to further expand the wine varieties through extensive Research & Development and creation of cépages and coupages from grapes of different regions of Georgia.





INTERVIEW WITH H.E. FATMA CEREN YAZGAN, AMBASSADOR OF TURKEY

I vividly remember the conference, where I have listened to The EU, Georgia and Azerbaijan representatives, and I do also remember that when I took the floor I mentioned three points – first the black sea is definitely by itself and around it and with the hinterland is a region that has its own ecosystem, on the other hand as the black sea economic cooperation council, the organization (BSEC) membership reveals black sea works with its hinterland.

I mean Armenia and Greece are members of that organization they are not literal states but the reason why

they were included in that project was exactly for that geopolitical thinking where we could work peace, security and stability through economically and strategically viable projects which were developed on the bases of interdependence. So that interdependence was about connectivity, which came in the form of the pipelines, which came in the form of the railroads now, the last one, but also there were a lot of meetings going about how to navigate on the black sea, how to increase efficiency of the ports, how to invest in those ports

and hinterland. But in 1990's when the idea of black sea where being discussed there were two important deficits which we have today, we didn't have China in perspective than, in 90's it was all about connecting Central Asia, South East Asia – Subcontinent, what we call today Lapis Lazure connection to Europe. China wasn't in the picture, and secondly it was a project that assumed that all countries around and in that project of Black Sea had one goal of economic and political reformation to capital oriented market economy and some development on the democracy field. BSEC was a very good project, particularly for the newly independent countries for giving them an opportunity to interact economically for state building, nation building which was simultaneously going on and was a very hard task, and I must say that Georgia, when we look on those 27 years, has gone tremendous way in that direction. Now the black sea itself and the literal states, with their issues about border demarcation, the issues about changing alliances, so called frozen conflicts it has become a very complicated arena there is still the chance that this Black sea as a basin of a regional cooperation development will continue, because again in 90's it was EU that was enlarging and EU as regional organization and the model was – we have the EU and we have Black Sea people, the Central Asian people, Middle Eastern people – so it was about clusters, what the designers at that time couldn't see was how that interdependency and this globalization made it impossible that all these regions in sub clusters wouldn't be surviving. The interdependency today requires the Caspian, The Black Sea, The Baltic Sea, The Mediterranean to work together – so, there are not three seas, there are four seas and obviously Turkey is in the middle of that, Georgia is in the middle of that, because of our geographic location. We have seen how

the world has changed evolved and now when we talk about connectivity we talk about not only about railroads, also air connectivity, but also about digital connectivity and markets, so yes, ports are important but more important is who uses them, for what sort of trade are we using the ports.

We steel need peoples' connectivity, we steel need tourism. Without tourism our countries will not be able sustain that employment levels and all that related sectors and we have to go back to that people connectivity around the Black Sea definitely. When you look in Georgia, the tourist market is Turkey, Azerbaijan, Armenia, Ukraine and Russia. Of course Georgia would like to diversify that. They would go to EU, to the gulf countries, But the reality is there are still things to be done for instance in the Turkish market, I've been telling that. The Black Sea economic cooperation have done certain things but we can still use it for the tourism market developing those funds, we have a bank, for instance. It's not about building the hotels by the way it's about service, marketing, opening new niche areas to each others knowledge, so there is a lot to be done around the Black Sea by the countries in every sector. Ports – everyone has more or less good port, or ports and everybody would like to make money out of that, but if you don't have a local production, if you just want to be a transit region those ports are build for nothing. Only the contractors who are building them will the money and from the government perspective that should be the way. So, then we should talk about in this part of the region what should we produce together in complimentary ways. Why can't we just basically say – well I need these bolts to produce that engine and I think Ukraine has these bolts and Georgia has these cells and why don't we assemble something in a cooperate way and governments don't have to do

that – it's the private sector..

Batumi like Odessa, has become a center for all these countries around this region – to send tourists – Gulf countries has been sending tourists, Israel is sending tourists which is good because there are Turks also investing in Batumi. It's a nice case study about how it works. So how can we develop that, how can we make sure that it is perceived as the pearl of the Black Sea and that it is safe, tasteful, classy, center of attraction, not for the second and third grade tourists, the good ones. I want the good ones as the Turkish Ambassador, I want high spender tourists, I want tourists from the Black Sea, around the region to discover the history and not to distort or use history as a term of conflict building, but in terms of making money. I mean if there is a castle – you talk about the castle, you have tour guides, let's show them that in Georgia. The Turks don't know Georgia for instance and I wish there could be this Black Sea... We had one attempt last year – a yacht race, regatta on Black Sea. They were not allowed in Batumi, at some stage they went to Poti, I think. We can work on these ideas. This is how Mediterranean developed and we know the Mediterranean and Aegean tourism well so I think we can help in that and for the private sector to come together I think this should be our priority.

We have tea, we took tea from Guria, Turkish tea came from Guria in 1930's, We didn't have that much tea plantations. They tried before in certain other places. So one very idealist guy who believed in development of the people and agriculture and new his business like many reformative people started tea factory in Rize – plantations from Guria, now we are all addict, I mean people think about Turkish tea, yeah, but it's from Guria. And now after the collapse of the Soviet Union

tea production in Georgia is coming back very successfully. If I'm allowed Gurieli Tea is great. We can do things together in that field. We can make everybody drink the Black Sea tea. Chinese like Black Sea tea. So why not? Let's see quality development together. Because one company may not be powerful enough to do that but if they are together in this it will work. The same goes for the hazelnuts. We all grow and who buys them? One single company buys and processes them and sells it to our children. There is something wrong with this model. Why can't we produce our own brands in the Black Sea from our own hazelnuts. It means we search and we develop, yes, please, by all means. Or textiles, we have a textile industry. Turkish textile producers are investors here in Georgia, as well as in Azerbaijan. Dairy products, very complimentary products – We can sell to the world. I mean, think about Ukraine, Georgia, Azerbaijan, Turkey coming together in a standardization where we can sell to EU. I'm sure there are some EU member states who would not like it but we can lobby. It might be a sort of a sweet competition. We can all do this. We are not talking about huge corporate incomes here and actually the size of things maybe after COVID particularly we should think about that global system. Do we want to model our economies on that huge scales of economy or are we talking about real SME's now and cooperative ways. And this is how European economy developed in agriculture. Look at the cooperatives – Italians and French. It's not a rocket science – Georgian and Turkish scientists and economist they all know this. So we can work together know how. We have a very strong SME sector. Not only in the agricultural sector but also in manufacturing full chain sectors. So there is a lot to be done.



The State Oil Company of the Azerbaijan Republic (SOCAR) is involved in exploring oil and gas fields, producing, processing, and transporting oil, gas, and gas condensate, marketing petroleum and petrochemical products in domestic and international markets, and supplying natural gas to industry and the public in Azerbaijan and Georgia.

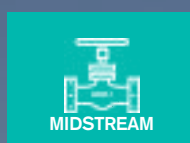
Today, SOCAR – is a global business, which employs over 50,000 people with annual turnover above 65 billion USD. SOCAR conducts various business activities in petroleum sector in countries such as Georgia, Turkey, Romania, Switzerland, Austria and Ukraine, including trading activities in 40 countries worldwide.

SOCAR Global



Exploration & Production

- Onshore Oil fields
- Oily Rocks
- Azeri-Chirag-Guneshli (ACG)
- Shah Deniz
- Umid-Babek
- Other Oil & Gas Fields
- Absheron
- Karabakh



Pipelines & Logistics

- Northern Route Export Pipeline (NREP)
- Western Route Export Pipeline (WREP)
- Baku Tbilisi Ceyhan Pipeline (BTC)
- Southern Gas Corridor (South Caucasus Pipeline, TANAP, TAP)
- Kulevi Terminal
- Socar Terminal



Refining, Distribution & Marketing

- Heydar Aliyev Refinery
- STAR Refinery
- SOCAR Methanol
- Azerikimya Chemical Plant
- Petkim
- Gas Processing Plant
- SOCAR Gas Distribution Network (Turkey, Georgia & Azerbaijan)
- SOCAR Trading
- SOCAR Petrol Stations (Switzerland, Romania, Ukraine, Austria, Georgia, Turkey & Azerbaijan)
- SOCAR Carbamide
- SOCAR Polymer



Pharmaceutical company Neopharm was established in 1997. The goal was to provide healthcare system with Safe, Qualitative, Effective and Affordable medicines. During years of hard work as a result company's portfolio is presented by manufacturing line with over 200 brand name of medical products, among which are medicines, supplements, cosmetic products, natural juices and biological active compounds; Pharmaceutical retail chain with over 50 pharmacies around Georgia and distributional company, which supplies over 300 pharmacies in whole country.

We believe, that there is more to be done in the better healthcare system and we continue to work for achievement of new targets.

ფარმაცევტული კომპანია ნეოფარმი დაარსდა 1997 წელს. ფარმაცევტულ სფეროში მოღვაწე ქართველი მეცნიერებისა და პროფესორების მიერ. კომპანიის მიზანი იყო ენარმოებიან უსაფრთხო, ხარისხიანი, ეფექტური და ხელმისაწვდომი სამკურნალო საშუალებები. თავდაუზოგავი შრომის შედეგად, დღეს კომპანიის პორტფოლიო წარმოდგენილია სამრეწველო ხაზით, რომელიც აწარმოებს 200-ზე მეტი დასახელების სამედიცინო პროდუქციას, მათ შორის მედიკამენტებს, კვებით დანამატებს, კოსმეტიკურ პროდუქციას, ნატურალურ წვენებს და ბიოლოგიურად აქტიურ ნივთიერებებს; სააფთიაქო ქსელი წარმოდგენილია 50-ზე მეტი აფთიაქით მთელი საქართველოს მასშტაბით; ასევე, სადისტრიბუციო კომპანია, რომელიც ამარაგებს 300-მდე აფთიაქს ქვეყანაში.

ჩვენ გვჯერა, რომ უკეთესი ჯანდაცვის სისტემის შესაქმნელად გასაკეთებელი კვლავ ბევრია და ვაგრძელებთ წინსვლას ახალი მიზნების მისაღწევად.



(+995-32) 259-57-90



info@neopharmi.ge



www.neopharm.ge



12km Alley David Agmashenebeli 0131, Tbilisi, Georgia/
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HOTEL RIVER SIDE



The Hotel River Side is located in historical, commercial and architectural center of Tbilisi. Within walking distance of the city's business district, major attractions and retail hub, making the hotel an ideal base from which to explore the city or conduct business. You will feel at home, and at the same time will enjoy the luxurious hotel comfort.

"River Side" Hotel represents a true masterpiece of Georgian Architecture. It was built in unique old Georgian style with traditional terrace balconies and interior architecture that was common centuries ago in the capital of Georgia and is kept with its best of traditions. River Side includes two dining space: Exclusive Tiffany Bar and Rooftop Terrace on the six floor with breathtaking views on Tbilisi and Funicular. River Side has been cooperating with several distinguished Georgian Painters and Designers who have handcrafted Entrance Arch with unique paintings, which are true masterpiece of Georgian Artwork

Currently we are developing next hotel project in Tbilisi.

tel: 2242244 / 2242288 | info@riverside.ge | www.riverside.ge







ქართული ბრენდის, კაფე-სანაყინეების ქსელის „ლუკა პოლარეს“ აქტიურ გეგმებში ქვეყნიდან გასვლა და საერთაშორისო ბრენდის სტატუსის მიღება, ახალი საწარმოო და საოფისე ფართის მშენებლობაა.

ლუკა პოლარე 12 წელია ოპერირებს საქართველოს ბაზარზე, ამ დროისთვის წარმოდგენილია 17 ფილიალით საქართველოს 3 ქალაქში.

ბრენდი ბაზარზე საუკეთესო ნაყინითა და ექსკლუზიური ყავით პოზიციონირებს, თუმცა ლუკა პოლარეს ქსელში წარმოდგენილია ნამცხვრების ფართო ასორტიმენტი, სენდვიჩები, ბაგეტები და სალათები.

მსოფლიოში შექმნილი ვითარების გათვალისწინებით, კომპანიას მიმდინარე წლის გეგმების ცვლილება მოუწია, რა გამოწვევების წინაშე დადგა კომპანია და რა სამოქმედო გეგმით განაგრძობს მუშაობას, კომპანიის დირექტორი თეა თაბაგარი გვსაუბრა.

1. პირველ რიგში, ვითვალისწინებთ რა არსებულ სიტუაციას, ცნობილია რა ტიპის გამოწვევების წინაშე აღმოჩნდით, კონკრეტულად “ლუკა პოლარეს” როგორ ესახება კრიზისის პერიოდში უკვე წარმატებული ბიზნესის სტრუქტურის შენარჩუნება?

ქვეყანაში საგანგებო მდგომარეობის გამოცხადებისთანავე დაიწყო ფილიალების ფორმატის ცვლილება, გაცემული რეკომენდაციების შესაბამისად. დასაწყისისთვის 4

ფილიალი მოვარგეთ პროდუქტის მაღაზიდან გატანისა და ადგილზე მიტანის სერვისს.

ბაზარზე 4 ფილიალით დარჩენა უპირველეს ყოვლისა ემსახურებოდა მიზანს, თანამშრომლებისთვის შეგვენარჩუნებინა სამუშაო ადგილები და გარდა ამისა, მომხმარებელთან ამ რთულ პერიოდში წყვეტა არ გვქონოდა.

ამისთვის კომპანიას, რა თქმა უნდა, მოუწია დამატებითი სახსრების

გაღება, შევიმუშავეთ სრულიად ახალი ოპერაციული პროცედურები, ავაწყვეთ დისტრიბუციისა და პროდუქტის ადგილზე მიტანის სისტემა და დროის ძალიან მოკლე პერიოდში შევძელით მისი დანერგვა. მისის დასაწყისიდან ეტაპობრივად ვხსნით დროებით დაკეტილ ფილიალებსაც ახალი რეგულაციების მკაცრი დაცვის გათვალისწინებით.

2. რა არის თქვენი ვარაუდი წლის ბოლოსთან დაკავშირებით? რა

დანაკარგებთან მოგიწევთ გამკლავება?

გამომდინარე იქიდან, რომ კომპანიის 2020 წლის მთავარი გეგმა ქვეყნის მასშტაბით გაფართოება და საერთაშორისო ბაზარზე გასვლა იყო, ცალსახად შეფერხდა ეს მიმართულებები და ვვარაუდობთ, რომ წლის ბოლომდე მის სისრულეში მოყვანას ვერ შევძლებთ.

ასევე შეფერხდა ახალი საწარმოს მშენებლობა, იმედი გვაქვს დროულად აღდგება მიწის ნაკვეთის მოლაპარაკების ეტაპი და ამ პროცესში აქტიურ მხარდაჭერას გავგეგმავთ სახელმწიფო და შევძლებთ მხარდაჭერის პროგრამებით სარგებლობას.

წლის ბოლოსთვის რა დანაკარგზე გავალთ, ამის ზუსტ პროგნოზს ამ ეტაპზე ვერ ვაკეთებთ, რადგან არ ვიცით, როგორ შეიცვლება გარემო, მომხმარებლის ქცევა, რა დატვირთვით შევძლებთ ქსელის ამუშავებას რეგულაციების შესაბამისად და ა.შ.

თუმცა, უკვე გამოკვეთილია, რომ ამ პერიოდის მაჩვენებელი ჩამოუვარდება წინა წლის იგივე პერიოდის მაჩვენებელს და ასევე ცალსახაა, რომ ტურიზმის სფეროს შეჩერებაც მნიშვნელოვნად აისახება ჩვენს შემოსავალზე.

3. რა იძულებითი ცვლილებების განხორციელება შეიძლება მოგიწიოთ ბიზნესის წინსვლის შესანარჩუნებლად?

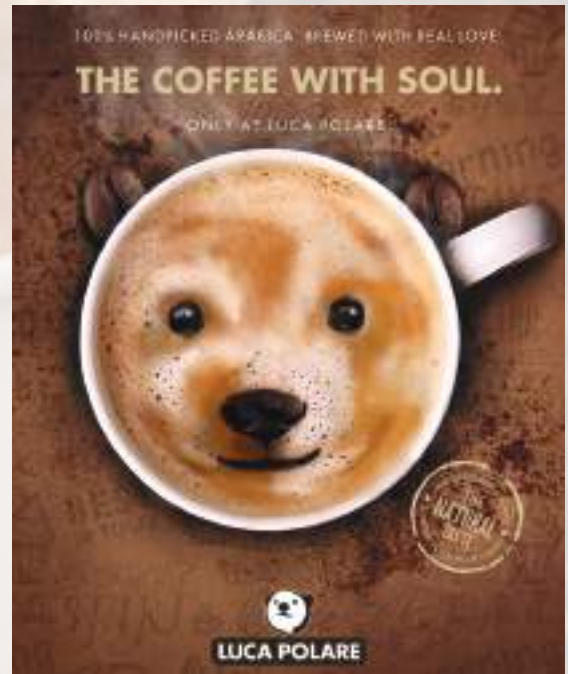
მნიშვნელოვანია ის ფაქტი, რომ კრიზისის პერიოდში აქტივობა არ შეგვიჩერებია. საკმაოდ მოკლე ვადაში და მოქნილად შევძელით ახალ რეგულაციებზე გადასვლა. პანდემიის პერიოდში მუდმივად ვმუშაობდით დახურული ფილიალების გახსნის გეგმაზე და ეტაპობრივად შევძელით თითქმის ყველა ფილიალის გახსნა. ვფიქრობ, რომ ეს უწყვეტი განვითარება, თანამშრომლების აქტიური ჩართულობა და მომხმარებლების შენარჩუნება იქნება გადამწყვეტი იმისა, რომ ჩვენი კომპანია დროულად დაძლევა ამ მდგომარეობას და სწრაფად დაუბრუნდება განვითარების ჩვეულ ტემპს.

4. როგორ უნდა შეგიწყოთ ხელი მთავრობამ, კანონის თუ რეგულაციების დონეზე ბიზნესის მხარდაჭერისა და შენარჩუნებისთვის?

სახელმწიფოს მხრიდან მნიშვნელოვანია პოსტ კრიზისული გეგმის წარდგენა, რის მიხედვითაც ტურისტულ და სარესტორნო ბიზნესს ექნება შეღავათები და დაბალპროცენტიან ფინანსურ რესურსზე ხელმისაწვდომობა. ფინანსური სტაბილურობის შესანარჩუნებლად აუცილებლად დაგვჭირდება შეღავათები კომუნალურ გადასახადებსა და იჯარებზე.

კრიზისის დროს ბიზნესს საკმაოდ დააწვა იჯარის გადასახადები, რომელიც უმეტეს წილად უცხოურ ვალუტაშია ფიქსირებული. მნიშვნელოვანია, მთავრობის მიერ შემუშავდეს რეგულაცია, რომლის მიხედვით საიჯარო თანხები ეროვნულ ვალუტაში იქნება ფიქსირებული.

5. ქვეყნის ფარგლებს გარეთ ბიზნესის განვითარების მხრივ, როგორია თქვენი პერსპექტივები და გეგმები?



როგორც სხვა მიმართულებით, ასევე ამ საკითხზე მუშაობასაც აქტიურად განვაგრძობთ. განვაახლეთ მოლაპარაკებები მეზობელ ქვეყნებთან და როგორც კი გარემოება და ქვეყნებში არსებული მდგომარეობა საშუალებას მოგვცემს - ჩვენ მზად ვართ გადავდგათ ქმედითი ნაბიჯები!



INTERNATIONAL MARITIME GROUP, LTD. ANNOUNCES COMPANY NAME CHANGE TO NAUTICA, LLC



International Maritime Group Ltd. announces that the company will begin operating under a new name and will be known as Nautica LLC, effective immediately. This rebranding strategy reflects both the evolution of the company as well as its fresh vision. Along with this, a newly redesigned company logo has been adopted and a new website is planned to launch in November which will prominently feature the company's focus on innovations and new online platform. The company's ownership and staff have not changed.

CEO, Dias Jalagania stated "2020 marks

an important point in the evolution of the company. We are very excited about the introduction of our new company name and logo. Our leadership team believes it was appropriate to rebrand the company to better represent our business to our clients."

Nautica LLC is a crew manning agency based in Batumi, Georgia, with 12 years of experience providing top class manning services to the leading ship managers. As of May 2019 Nautica LLC is a full member of INTERMANAGER, an International Association of Ship Managers that aims to improve

standards in ship management industry.

Nautica LLC is doing its best to maintain and strengthen maritime traditions in Georgia and promote Georgian seafarers on the international level. "Being members of InterManager we are actively participating in the most important international summits and conferences where we represent Georgian seafarers and promote our Cadets. In November we received a very positive feedback after delivering a very successful presentation at CrewConnect Conference in Manila which gathered around 500 ship-owners and managers."

For more information regarding this announcement, please contact:

Nautica LLC; Anna Motsonelidze; QA Manager; a.motsonelidze@nautica-crew.com



The Polish-Georgian Chamber of Commerce and Industry was established to facilitate mutual economic and cultural relations between Poland and Georgia. The Chamber belongs to the leading business organisations in Poland and Georgia. It represents and protects the interest of a great number of entrepreneurs, bringing together business organizations of various sectors. Expert knowledge and experience of the team, combined with a professional and individual approach to business partners, make its activity in projects on the cultural and economic cooperation of Poland and Georgia optimal and effective.

Chamber closely cooperates with the Embassy of the Republic of Poland in Tbilisi and the Embassy of Georgia in Warsaw. The portfolio of the partners includes institutions supporting business, government agencies and NGOs.



The benefits of being the member include among other things the following ones:

- Support to start your company's expansion into Georgia
- Gaining an effective promotion channel for your company in Georgia and Poland
- Possibility of meetings with representatives of state authorities and Georgian local governments
- Direct contact with companies - members of the Chamber in Georgia
- Discounts on all services of the Chamber (up to 40%)
- Monthly newsletter - the most important business information from Georgia
- Access to technologies that facilitate your business, including: free access to dedicated CRM system
- A free profile on www.rtrade.eu
- Discount on marketing content on the RRTrade portal and in the newsletter
- Opportunity to participate in business, cultural and integration events in Georgia

If you are searching for business partner in Poland or you are thinking about expanding your activity in Poland, please contact us.

www.pol-ge.com | chamber@pol-ge.com



„დიო“-მ საქართველოში პერგოლის წარმოება დაიწყო!

პირველად საქართველოში! კომპანია „დიო“-მ პერგოლის ადგილობრივი წარმოება დაიწყო!

სასიამოვნო საღამოები, სტუმრების ღია სივრცეში მასპინძლობა, რომანტიული გარემო, ბუნებასთან მეტი სიახლოვე, წელიწადის ნებისმიერ დროს ტერასისა თუ ვერანდის გამოყენება, ბედნიერება ოთხივე სეზონზე – სწორედ ასეთ კომფორტსა და მყუდრო გარემოს უზრუნველყოფს მოძრავი გადახურვა – პერგოლა!

კომპანია „დიო“ მომხმარებელს იმპორტირებულ პერგოლას არაერთი წელია სთავაზობს.

პროდუქტზე მოთხოვნა და ინტერესი დროთა განმავლობაში სულ უფრო მეტად იზრდებოდა, აქედან გამომდინარე კომპანიაში გაჩნდა მოსაზრება, რომ პერგოლის წარმოება საქართველოში დაეწყოთ, გადაწყვეტილება მალევე მიიღეს, შედეგად კი დამკვეთს უკვე აქვს

საშუალება ნაკლებ ფასთან ერთად მოკლე დროში მიიღოს გამძლე, ტრენდული და ავტომატური მოძრავი გადახურვის ინოვაციური, მდგრადი კონსტრუქცია – პერგოლა!

„ქართული წარმოების განვითარება ჩვენი კომპანიისთვის ერთ-ერთ მთავარ პრიორიტეტს წარმოადგენს, მოგვსენებათ ბიზნეს-გარემო ხშირად ცვლადია, სწორედ ამიტომ საჭიროა მუდმივად ინოვაციებისადმი სწრაფვა, რათა არ ჩამორჩეს პროგრესს. ჩვენ მუდმივად მზად ვართ არსებული რესურსები სრულად მოვახმაროთ მომხმარებელთა ინტერესებსა და საჭიროებებს, ვიყოთ შემოქმედებითი და მათ სურვილებზე მორგებული კომპანია. სწორედ ამ გარემოებების საპასუხოდ კომპლექსურად მივუძღვიეთ საკითხს და დავიწყეთ პერგოლის საქართველოში წარმოება, მას „ბედნიერების ოთხი სეზონი“ დავარქვით, ჩვენთვის საამაყო და სასიხარულოდ წარმოების დაწყებიდან მალევე არა-ერთ ლოკაციაზე

პერგოლა წარმატებით გაკეთდა!“ აცხადებენ კომპანია „დიო“-ში.

მნიშვნელოვანია, რომ „დიო“-ში მომხმარებელს ყველა იმ პროდუქტის შერჩევა შეუძლია, რომელიც საჭიროა ტერასის ოთხივე სეზონზე გამოყენებისთვის: როგორც პერგოლა, ასევე მისი შემინვა სხვადასხვა ტიპის მოძრავი სისტემებით, გათბობის სისტემები, შიდა ფარდები და უალუბები შემინვებისთვის. ამასთან, უკლებლივ ყველა პროდუქტზე გარანტია ვრცელდება.

შეგახსენებთ, რომ „დიო“ მომხმარებელთან ურთიერთობის 25 წელს ითვლის, ამ წლების განმავლობაში კი კომპანიის საქმიანობის გაგრძელებისა და განვითარების მთავარი მოტივაცია მომხმარებელის საჭიროებებზე ზრუნვა, ერთგულება და მათგან კმაყოფილი უკუკავშირი გახლდათ.

"DIO" Company to adapt and cope up with the challenge successfully

The outbreak of Covid-19 was unexpected for Georgia, as well as for the whole world. Private business has never faced such a challenge before, and during the crisis the primary issue is making the right and timely decisions.

"DIO" Company has been able to deal with all the difficulties caused by the virus through operational management solutions, and has also offered new products to its customers, such as: a transparent car cabin partition, an ultra-transparent film partition, an organic glass partition and a glass partition.

"DIO" Company Operational Headquarters responded immediately to emergency regulations, the company held internal meetings, duties has been redistributed, and an appropriate action plan has been defined. The company staff received the necessary instructions. Disinfection of office, production, warehousing and own vehicles is carried out regularly. Information posters, disinfectant dispensers, solutions were placed in the interior of the building. All the necessary requirements to prevent the virus have been strictly developed and adhered to. Maintaining of 2-meter social distancing has become mandatory throughout the area. Some of the employees started working remotely. Measuring specialists and members of the installation team serve the customers with a special outfit and taking into account all the norms of safety. An effective monitoring system operates in the company to maintain constant control over the above processes.

"DIO" is a company with many years of experience, the highest quality and constant customer care - this is the company's motto, it maintains one of the leading positions in the market, while offering the customers up to 70 different products, the company is constantly focused on innovation.



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For the safety of employees and customers.
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MONOLITHIC POLYCARBONATE

An ideal way to divide the space. (Aircraft, trains and other transport glassing, public transport shelters.)



AQUA GEO'S SOCIAL RESPONSIBILITY IN THE PERIOD OF PANDEMICS

No one could expect this crisis. Even in the hardest situations, there are opportunities, together with the challenges. The main thing is to see them properly and adapt immediately – says George Jirkvalidze, general director of Aqua Geo – company producing Sno and Kobi waters.

Here is a lengthy interview with him.

Please, retell us briefly about the company

Company Aqua Geo operates at Georgian market for 11 years. Aqua Geo produces unique high quality natural mineral water "Sno". In 2018, the company launched "Kobi" – first low mineralization fizzy water corresponding to European standards. The main strategy and promise of the company is healthy and natural line. Company develops innovative products and offers various interesting novelties to the market, such as Sno Lemon, the first naturally aromatized product in Georgia that does not contain any sweeteners, sugar and preservative agents. Due to these characteristics it is very popular among the consumers. Sno Lemon is one of the bestsellers. Company continues expansion of the aromatized waters line and offers to the consumers several new tastes.

In addition, currently, the company exports its products to 12 countries and list of these countries increases permanently.

How could you deal with pandemics, as a head of the company?

This is an unexpected crisis. Even the most complicated situation offers opportunities, together with the challenges. The main thing was to properly identify them and respond promptly. Hence, this requires adaptation with the new environment in a timely manner. Team leadership requires significant courage in such crisis. In such situation one appreciates how significant is each step forward. At a time of dramatic changes mobilization of creative skills, reconstruction of the company's goals and

plans were particularly significant. At the same time, I had to care about motivation of the staff members, maintaining of the team and team spirit. We had to deal with the crisis period through supporting and caring about one another.

As a head of the company I faced numerous new challenges and this period for me, as a leader, was quite difficult and, at the same time, quite interesting. I clearly understood how great my responsibility was to the family of each of employees. Regarding our location, most employees are locals and for them loss of job meant not only financial damages but loss of any hope to the better future. We had to adjust to the new changes and restrictions every day and at the same time, it was significant to care about motivation of the employees. We shall deal with everything, things will go better soon.

This was a new challenge for each of us, new experience and forced adaptation to the new reality. We have easily switched to online platforms, we communicated with each employee every day, discussed current issues and shared concerns and ideas with them. It is significant that the entire team was equally involved in these processes as, in my opinion, this turned out to be the best opportunity to make us closer and team up. Certainly, this, in turn, will directly impact work effectiveness in the post-pandemic period.

I think that we have dealt with these new challenges with great responsibility and we have been quite well prepared for this. And we had a close-knit team, in this period we have understood and felt that



together we have a real power. Finally we have won altogether. Though, we do not intend to stop and we have already developed reconstructed long-term plans adjusted to the new reality. Therefore, after dealing with each new stage we have set the new innovative and strategic objectives to ensure sustainable progress.

What do you imply?

Development is striving to perfection. And this is permanent and at the same times staged process. We work in different areas and very soon we shall have many innovations. Currently, the economic subjects return to the usual mode of operation, stage by stage, though we shall never have the reality to which we were accustomed before. Now, due to coronavirus, there are numerous difficulties, nothing to say about the problems caused by the lost revenues and material and moral losses. Though, it is very significant to maintain the image for business, support each citizen of the country. Irrespective of significant devaluation, we have maintained the prices until expending of raw materials and inventories, we gave preference to civil responsibility instead of our desires and I think, we could not have any other choice.

Against the background of global pandemics, it is necessary that all companies understood their roles in common cause and, at the same time,

share the social responsibility. In this critical period we should put aside thoughts about commercial profits and competition for a while and support one another as much as possible – share knowledge and experience.

What Covid19 agenda has changed for your company and what is the main challenge in your opinion?

Covid19 has changed the operation principles for all companies all over the world, and ours among them. Irrespective of restrictions in the country we have maintained uninterrupted operation mode and, today, the production facilities work without any delay. We have adapted to the new reality and switched to the remote mode several spheres of our activities. Employees of the head office work remotely and work process for the employees engaged in production process was continued according to the scheme of dividing into groups and their full isolation and ensuring distance between them, in accordance with all recommendations of the Ministry of Health, ensuring their health and safety to maximal possible extent.

As you are aware, our office and production facilities are located out of the city. In the state of emergency the issue of transportation, restriction of intercity communication and curfew time caused numerous difficulties. Among them, there was the problem of employees' transportation. The company has fully rearranged and ensured transportation of the employees from their homes to the work places with our own resources.

The significant challenge is that we, one of the first, have promptly adapted to the new situation and new behavior of the consumers. We should be ready for such immediate response in the future as well. Today it is hard to forecast what would be the long-term results

of the crisis. I can say only that due to immediate adaptation to the new situation the company was able to maintain all its employees and no one of them was left without salaries!

Coronavirus has significantly affected the businesses, employees, consumers. Many things have dramatically changed at market. Are you getting ready for these changes and what do you intend to do?

We observe most significant changes and trends that can be seen now. Change of customer behavior is apparent. Business has to ensure immediate response to the challenges. In the post-pandemic period, in my opinion, we should take into consideration that more customers will rely on online and remote services, customer habits will inevitably change. We closely follow these changes and getting ready for this.

Do you need any assistance and support from the government in the post-crisis period?

Regarding that we have not stopped, we have not asked any assistance from the government. It is significant that the imposed restrictions were lifted and business operations returned to the usual course, our partners and consumers were able to act properly; economy was reopened and returned to full operation. After all these, we shall see the new reality. Currently, small retail so called neighborhood shops and HoReCa sector are closed and main market for the manufacturer is only large network stores. The latter have to pay much higher taxes and actually, the balance was broken for the manufacturers, we cannot balance through the other channels of sale and this places entire sector into unfavorable position. Hence, revision of this area and relationships between these two significant players is vital, otherwise, we shall have numerous closed enterprises. We intend to apply to the Competition

Agency to regulate this issue and we hope that they will help us.

At a time of pandemics, what was your corporate social responsibility?

From the first days Aqua Geo, as a company with high social responsibility has provided support to the state that faced great challenge in its fight against coronavirus. Company has supplied drinking water to the medical facilities which treated the patients infected with coronavirus. For the entire period Sno and Kobi waters were supplied to the Infectious Diseases Hospital and Republic Hospital, Gori Military Hospital, University Clinic, as well as Tbilisi Sea Hospital.

For the period of pandemics the company has suspended all marketing campaigns and activities as we regard that at this stage there is not time for competition. In addition, we would like to mention that irrespective of severe economic and financial crisis, the company has not increased prices of its products. We were side to side with our citizens!

This was a challenge for us and we wanted to be an example for the others to show that the strength is in unity and we shall be able to deal with this crisis together. We are not alone, our company unifies 350 people with ardent hearts, loving their native land and people. Our families, our friends, many other companies like us are by our side and we shall win. Strength is in unity!



DE GEORGIO GROUP

challenge the reality

DEGEORGIO GROUP was set up in 2013 as an inbound tour operator and DMC, operating in Adjara region. Nowadays DEGEORGIO GROUP has grown into a multi-profile company that owns and operates several brands and businesses in Georgia and overseas.

Company portfolio:

- **DEGEORGIO TRAVEL** – DMC & Inbound tour-operator (Georgia, Armenia, Azerbaijan, Ukraine, Switzerland)
- **DEGEORGIO TRADING** – Export company (Georgia)
- **DEGEORGIO SOLUTIONS** – Consulting company (Georgia)
- **LOL EVENTS** – MICE & Event Agency (Georgia)
- **SHELTER MANAGEMENT** – Real-estate and property management (Georgia)
- **GEOPAGES** – Travel Portal (Georgia)

OUR PHILOSOPHY

Success is not a gift, but the consequence of a hard work and detailed plan. Before claiming your position in society, you must earn it!

OUR VALUES

D dedication
E efficiency
G generation
E enthusiasm
O openness
R reliability
G generosity
I intelligence
O originality

WHY YOU SHOULD CHOOSE DEGEORGIO

We are focused on quality, as the quantity is not an asset
We aim at simplicity in business processes however pay great attention to details
We do not waste our time on empty promises, excuses or any other monkey business
We are open, flexible and crystal clear with our partners
We care about our brand reputation and our country image

OUR MISSION

Constant development and introduction of our brands, services and products internationally to enhance the image of our company and country



IN 2020 MEET US AT



Pharnavaz Mephe St. 73 App # 32
6010, Batumi Georgia
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ROMANIA AND THE BLACK SEA REGIONAL COOPERATION ON THE EU'S AGENDA

The strategic relevance of the Black Sea stems from the important developments in the region, the major role played by the Black Sea in connecting Europe, Asia and the Middle East, as well as its great potential in the fields of energy, transport, trade, environment, democracy building.

The Black Sea has been, over the years, a constant foreign policy priority for Romania, and our goal has always revolved around multidimensional development of the Black Sea area in the benefit of the citizens in the riparian countries, which is also a long-term goal of the European Union (EU) for the region.

For this reason, the Romanian Presidency of the EU Council in the first half of 2019 has focused on advancing regional cooperation in the Black Sea region, with the EU's support.

Romania is actively promoting the strategic importance of the Black Sea for regional and European stability at the level of both the EU and NATO. Promoting the sustainable development of this region, as a major foreign policy goal for Romania and Georgia has offered us plenty of opportunities for close cooperation, adding strength to our bilateral relationship.

This approach derives from our strong belief that, especially in today's interconnected world, regional cooperation plays a key role in overcoming common/trans-border challenges and in boosting economic development, prosperity and stability, to the benefit of all our citizens.

With these in mind, we took a bottom-up, pragmatic and result-oriented approach to Black Sea regional

cooperation. Thus, we focused on reaching an agreement among the riparian countries and the Republic of Moldova on two framework documents: the Common Maritime Agenda for the Black Sea (covering blue economy fields) and the Black Sea Strategic Research and Innovation Agenda (placed at the service of the blue economy).

Romania is convinced that the two Agendas will lay the groundwork for stronger, more pragmatic regional cooperation in the medium to long run. Together, they will guide stakeholders interested in implementing blue economy projects, investors and financial institutions interested in financing them, as well as the EU's political, sectoral and financial commitment to Black Sea regional projects. Implementing the Agendas with concrete projects proposed by your country and Romania is something of utmost interest for us in the upcoming period. Together with other littoral states, we can contribute to increase the relevance of the dedicated EU policy for the Black Sea, i.e. the Black Sea Synergy (launched in 2007), as provided by the Foreign Affairs Council Conclusions from 17th of June 2019 dedicated to cooperation in this region.

Boosting regional cooperation with a focus on concrete projects and benefits for the citizens of the states in the region is crucial. Following the adoption of the two Agendas, Romania organized, in May 2019, in Constanta, the Black Sea Investment Forum, as a first step in the process of implementing these documents. The event gave participants the chance to explore opportunities for collaboration and attract investments and European funds in priority sectors of the blue economy – the development

of smart eco-ports, smart connectivity, sustainable multimodal transport, environmental protection, circular economy, as well as in the development of technologies for the sustainable exploitation and use of liquefied natural gas, biofuels and hydrated gas).

There is certainly a lot of potential in our stronger cooperation in Black Sea affairs. Particular focus should be placed on blue businesses, blue projects by specialized agencies and local authorities, closer NGO's cooperation. We are very open to initiatives along these lines and encourage greater Georgian involvement in the Black Sea NGO Forum, an initiative that has gained strength and momentum, with EU and Romanian support, over the past 10 years.

Both Romania and Georgia were partner countries within the Joint Operational Programme Black Sea Basin 2007-2013 dedicated to stimulating cross border cooperation (CBC) among countries involved, and continue cooperation as partner countries during the current programming period within the Joint Operational Programme Black Sea Basin 2014-2020.

Compared with other similar EU-funded programs, the main feature of the Black Sea Basin Program is that it provides a platform for cooperation for a large number of partner countries, each with diverse political, cultural, social and economic contexts. Moreover, it is a vehicle of cooperation for the BSB countries which enables the regional partnerships and joint actions implemented to better contribute to a stronger and sustainable economic and social development of the regions of the Black Sea Basin.

The Programme, for which Romania overtook the management and implementation responsibilities of the Joint Managing Authority succeeded in making the CBC a widely recognized instrument. The large number of applications submitted by potential beneficiaries in each call for proposals is an important indicator of the interest shown for cross-border cooperation in this area and the need for this cooperation platform to continue in the same format during the programming period 2021-2027 as well.

Notwithstanding that the future cross-border cooperation on the EU's external borders is designed on the principles of the territorial cooperation between EU Member States, the cooperation with partner countries represents a unique dimension, with its own specificities. The Interreg NEXT Black Sea Basin Programme 2021-2007 is bound both to further contribute to the development of the Black Sea Basin, but also to foster cooperation and promote people-to-people contacts between regional and local stakeholders across borders.

We believe seas and oceans are some of humanity's greatest assets and heritage for future generations. The EU experience in stimulating regional cooperation around neighboring sea-basins, having protection of the environment and a sustainable blue economy at its core, is unique. There is further potential for advancing with these concepts in the Black Sea and we believe regional initiatives like this one can learn from one another and inspire one another, particularly because some of the problems of the seas are similar across the world.

Complementary, we are trying to fully use the potential of the Black Sea Economic Cooperation/BSEC (as the main intergovernmental organization in the region, in which both Romania and Georgia are members, as well as other countries in the region). BSEC has all the



practical tools necessary for promoting a substantial economic agenda in the region. Furthermore, Romania sees results in pursuing a culture of dialogue within BSEC since this cooperation framework offers a good space for interaction, which brings forth elements conducive to lowering tensions in the Black Sea region. In fact, this is one of the strong points of BSEC.

Romania took over the Chairmanship-in-Office of BSEC at the beginning of January this year. Romania's actions in its capacity of BSEC Chair aim at ensuring that intergovernmental economic cooperation can bring its due share to the sustainable development of the wider Black Sea region and to enhancing its pace, stability and prosperity, in accordance to the commitments embodied in the BSEC Charter.

The motto of the Romanian Chairmanship, "Bridging Shores through Enhancing Cohesion", illustrates Romania's belief that the prerequisites for future consolidation of the BSEC should be built around cohesion, dialogue and connectivity, along two main lines:

Firstly, Bridging Shores should be seen

as an appeal to enhance connectivity, according to the mission of economic cooperation of BSEC. It also highlights the need to enhance cooperation in key areas where we will concentrate our effort - economic competitiveness, transport and connectivity, environment and green energy, implementation of the Sustainable Development Goals, economic development.

Secondly, Enhancing Cohesion is a plea for joint action and confidence and trust building as prerequisites for consolidating cooperation in the region and obtaining results in key economic areas that will bring benefits to our citizens.

Taking into consideration the increased EU political and financial engagement in the regional cooperation in the Black Sea, with a direct, positive impact on our economies and societies, we intend to further develop a flexible, result-oriented and closer BSEC-EU cooperation. Moreover, we will strive to keep the Black Sea region on the EU agenda, in order to ensure a proper follow-up to the concrete results achieved during our EU Council Presidency in advancing Black Sea regional cooperation with EU support.

Embassy of Romania in Georgia

Tika Tours is a Georgian luxury tour operator for discerning travelers seeking life-changing travel experiences. Established in 2001, we pioneered the concept of luxury travel in Georgia and the Caucasus region. In 2016, Tika Tours became a member of EU-Georgia Business Council. Tika Tours takes travelers to places of extraordinary culture and history, geographical diversity and startling beauty. We offer unforgettable trips to multiple countries, but our most important destination is Georgia, a country that until recently, was still very much not known to the world. We believe that it is the optimal time for us to work together in promoting trips to Georgia and our other destinations.

Products and Experiences

Unique experiences of Georgian wine making traditions and insights into Georgian cuisine at the company owned Chateau Svanidze, private extraordinary dining experiences at the company owned Marani restaurant, relaxation at the company-owned (oldest fully preserved) the 5th century Queen's sulphur bath-house,

We offer a wide array of tours styles such as wine and gourmet tours (unique experiences of Georgian wine making traditions and insights into Georgian cuisine), adventure, cultural, religious, hiking and cycling, MICE, group leisure and VIP luxury tours. In addition to Georgia, we offer packages including Azerbaijan and Armenia.



Distinguishing strengths and specialization of your company

Our strength is our people. At Tika Tours our dedicated staff is culturally sensitive. Our company's founders spent many years living in the countries of Western Europe, America, and Asia and gained insights into different cultures and traditions. This enables us to gain a deep understanding of customers' interests and desires. Tika Tours makes every effort to treat each guest to an unforgettable, unique, and life-changing experience. We offer a wide array of luxury tours such as: Adventure, Culture, Food & Wine, Religion, MICE, FIT, Group leisure, VIP tours, and Investment tours. In addition to Georgia, we can offer packages including Azerbaijan and Armenia, as some visitors prefer to visit all three countries of the Caucasus region in a single trip.





Our company was founded in 2015 by Tbilaviamsheni (Tbilisi Aviation Factory) management group and operates in the same factory area. It is comprised of highly qualified personnel (designers, engineers, technicians, workers) with multi-year experience in aviation, which ensures manufacture of products of high technical difficulty, quality, modern standards and requirements as well as service delivery guaranty.

The main activity of the company is to design, manufacture, repair / overhaul, modernization, maintenance service, etc. of military and civil aviation products, special equipment, spare parts.

In order to ensure a successful start-up and development, the company carried out full recovery/ reconstruction / repair works of outdated/obsolete assembly plant delivered in possession of the company as well as equipped with machines, improved laboratory and design service (with full software provision).

The assembly workshop meets internationally accepted and law-stipulated norms for the same type of industrial infrastructure in relation to technical safety (including seismic resistance, fire safety), as well as workplace safety, safe environment for life and health of employees.

The company management system is based on the best practices of corporate governance, the quality management standards are introduced. The company holds international certificates of quality assurance - ISO and EN.

The company, in the framework of international contracts, carries out repairs of air-to-air R-60 and R-73 type missiles, Mi-8/17/24/35 type helicopters repair and repair / overhaul / update of Su-25 type military fighter aircraft.

In addition to the main strategic projects, using the engineering and technical knowledge and experience, the work is underway and the main works are implemented in the development of new projects and innovative technologies, namely:

- **Business-aviation direction - 9-seat business jets manufacture and certification**
- **Start production of unmanned aerial vehicles (intelligence complex)**
- **Start production of aviation parts from composite material and etc.**

Area Group - REAL ESTATE SERVICE COMPANY



WE TURN OPPORTUNITIES INTO SUCCESS STORIES

Area Group, provides professional business consultations and services for Real Estate Market entities in Georgia. As a strong business and strategic marketing consultation company, we support investors and real estate development companies to find attractive business opportunities and projects in real estate sector and assist them in project implementation on each level, starting from market research and projecting up to marketing planning and sales.

Services:

RESEARCHES / INVESTMENT ADVISORY / BROKERAGE / PROJECT MANAGEMENT / MARKETING / SALES

AREA GROUP was established in 2018 by the marketing professionals in the real estate field. The company managed to have a remarkable launch on the market and let their customers know about them immediately from the very beginning. Thanks to the ambitious launch presenting the first massive Real estate exhibition and Sales in Georgia – AREA EXPO, the local market acquired the new ways of presentation for real estate products. Area group got increased brand awareness and market benefited to have the field of exhibitions in Real estate organized not only from Area Group but from other interested parties as well.

Since then, based on the brand main idea, Area Group continues to introduce new products on real estate market that develops the best and professional ways of communication between developers and their customers and brings new insights for market players on the real estate field.

EUGBC - What are the services that area group offers to the market and how you define your competitive advantage?

Area Group: Area Group is active in three main directions: 1. Strategic Marketing Consultations and Services for construction



and development companies aiming at assisting the market players to develop their brand and activities on the base of forehand planned marketing strategy and develop the ways of communication and customer relationship by meeting the best interests of consumers and the company itself. We help them to leverage company and market interests and to translate it into understandable land attractive language for customers. At the same time we provide consultations about the planning and product development on the base of market trends and customers needs. Our marketing and sales team is always ready and dedicated to perform as a partner's inside unit and ensure their success on the market. 2. The next and the second direction for the company is Investment Projects and Consultations -

products and services for the investors willing to acquire new real estate projects or start the business in this field in Georgia. Our investment team daily works to provide interesting investment opportunities in Georgia and promotes, leads negotiations with consultations about the planning and product development on the base of market trends and customers needs. Our marketing and sales team is always ready and dedicated to perform as a partner's inside unit and ensure their success on the market. 3. The third direction is to offer the market new opportunities and ways of interactions with their target audience, we aim to take our part into development and forward going track keeping of real estate field in Georgia by launching new products like Area Expo



NATIONAL AGENCY
OF STATE PROPERTY



THE LARGEST REAL ESTATE EXHIBITION IN GEORGIA

ANNUAL EVENT

100+
Development and
Investment projects

15+
Speakers

2000+
Visitors

that was the first real estate exhibition and sales on the local market. Our mission is to help the market to copy and transfer the experience of developed countries as well as to develop innovative products - all for making the complicative process of real estate product sales and consumer interaction simple and pleasant for both parties.

EUGBC - Who stands back to Area Group?

Area Group: We are proud to highlight that Area Group is 100% Georgian Company. However, to ensure the qualified services as the real estate market is linked with several other fields, we have strong partnerships with local and international companies.

EUGBC: How foreign investors benefit by the cooperation with Area Group?

Area Group: It is vital that we have to consider a lot details when entering a new market. At the same time, all market is characterized by its specific character that plays a significant role in being successful. Cooperation with Area Group simplifies business doing for foreign investors for several reasons: Our group monitors and collects all information about market trends, customer needs, customer behavior and ongoing processes on a daily basis on real estate market. We are equipped with newest researches, information about ongoing and planned regulations, and in touch with customers, partner development companies and supplement business sectors' representatives providing means for making significant prognosis and forecasting of market future trends for adequate responsive reactions. Our

services are offered with the combination of professional experience of Area Group team and partner organizations in side sectors such as architecture, constructions and etc. Investors are offered the full service package of all necessary activities related with real estate and project development in one place, however provider is Area group and partner organizations with high professionalism in their fields. Thus, investor has the ability to realize his plan/goal from A to Z.

EUGBC: What are the future plans of Area Group?

Area Group: We always follow the newest trends and challenges on the market. As we see covid19 challenged the world and the way we all do business. Today digital services acquired even more importance than it ever had before. We are working on two large projects that focus on digitalization and at the same time will significantly improve and simplify investment processes definitely in Georgia in Real estate field. The project ensures maximum transparency at the same time which is the most important detail for investors for decision making. Area group has already started working process for this project together with international partners from EU. At the same time, we are active to develop large investment projects in Tbilisi and east Georgia and continue cooperation with investors for further projects implementation.

EUGBC: How can you describe the current real estate market in Georgia?

Area Group: Covid19 has shaken the Georgian Real estate market as it did in the

World. The crisis for economy is vital, the sales has dropped, tourism playing a great role in Georgian real estate market development has stopped for now. Inflation, increased unemployment, economic crisis strongly affected the real estate sector. However, as far as Area Group just provided research on Covid 19 influence on residential real estate consumer behavior and attitude changes where important trends have been identified: It is true, that the mood and decision making of Georgian population has significantly affected and decreased from 32,84 % to 18, 98%, still 75% of them considers to make a purchase during 2020 y. On the other hand, new emerging segment (9%), so called "bear investors" appeared, willing to buy motivated by expectation for price decrease. At the same time, government announces several insurance programs to leverage the risks in construction and if we observe development companies keep optimistic mood as they have not rushed to decrease the prices yet, it makes us to think that the sector, despite of pandemic has paused it for some time, is not going to face critical crisis. In short term, we will have downward curve in sector's development but in long term perspective it won't be difficult to return to the old benchmarks.

On the other hand, every challenge can be converted into opportunity. Georgia gave one of the best case in fighting the virus. Keeping the high safety level as a country to visit, also the one that responses to economic crisis caused by Covid 19 in an adequate way to ensure the short term recovery has an unique chance to attract new investors as well.



Our Extraordinary Story – How Favorite Stile Transformed its Business Model

Past few months have been extraordinary times for many businesses worldwide and our company Favorite Stile is no exception.

Favorite Stile has been operating in the Georgian publishing market for over 25 years with the main idea of producing quality printing products. These included offset printing for commercial products, books, stationary etc supplying corporate clients and biggest domestic chains; also flexible and digital printing for packaging and label production. However, the CoVid crisis has transformed company's operations and day to day life.

Favorite Stile was the first company in Georgia to produce and offer protective Face Shields to the wider public. Soon enough our Face Shields were shipped first to NY, USA and then to Ukraine. Within just days we have converted our production site into StopCov operational headquarters. We have rapidly studied the WHO recommended formulation to produce hand sanitizers, got license and started filling the gap of the sanitizer shortage.

Our next quick move was mobilizing all the equipment for the production of surgical gowns and face masks. First prototypes got tested in the Lugar Lab which proved the full compliance to all the requirements and from that day we have started production of the Gowns for medical staff to use in the Boxes with the infected patients. Given the tragic example of many developed countries with gown and face mask shortage, we just felt that we needed to do everything in our capacity to help our country have the supplies in case of massive pandemics. Together with the surgical disposable ones we have started



massive production of multi-use gowns that could be helpful for non-medical organisations.

We have historically offered our goods and services to our corporate clients, with wholesale options. This time we felt retail was the most important market. So we have changed our 25 year old business model and have introduced tools and channels for the retail market. Our online store www.favorishop.ge is one of those. Products ordered here are delivered within 2 hours within our capital.

During every crisis it is extremely important to act quickly in order to survive. Survival was indeed the instinct behind all the new models we

have launched and are successfully implementing to the day. We pride ourselves on making these quick changes possible within literary hours. Given the circumstances we had to locate our manufacturing teams in various facilities and locations. With this tremendous effort that the whole management team has made, proved to be one of the best examples of flexibility, adaptability, creativity and hard work.

This entire case gives the team tremendous motivation and I sincerely hope the group will proceed implementing and launching many interesting projects in the future to help our community and our nation.

Nino Oniani, Business Advisor and Board Member

599 38 00 05 (In case of enquiries regarding the article please feel free to contact me directly).



შ.პ.ს. “უნივერს ბიზნეს გრუპი”-ი წარმოგიდგენთ გენერატორების მწარმოებელ მსოფლიო წამყვან ბრენდებს.

ხარისხიანი პროდუქტი, სწრაფ და კლიენტზე მორგებულ სერვისთან ერთად, გახდა ჩვენი კომპანიის სავიზიტო ბარათი.

ჩვენი პროდუქცია საერთაშორისო სტანდარტებისა და მომხმარებლისგან იმსახურებს მხოლოდ უმაღლეს შეფასებას. ჩვენ ვთავაზობთ:

- კონსულტაციას აპარატურის შერჩევისას;
- თქვენს ხელთ არსებული მუშა ენერჯო სისტემების განახლებას;
- ინსტალაციას, გამართვას და ქსელის მოწყობას;
- დიზელის გენერატორების ექსპლუატაციაში ჩაშვებას;
- საგარანტიო და პოსტ-საგარანტიო პერიოდში სისტემური ინტეგრაციის დიაგნოსტიკას და დიზელის გენერატორების მხარდაჭერის სერვისს;

დაზოგეთ დრო და ფული, გამოიყენეთ ჩვენი პოტენციალი, გამოცდილება და მიიღეთ უწყვეტი ენერჯომომარაგება.

L.L.C. “Universal Business Group” presents you world leading brands in the production of generators.

Quality product, fast and customer service, became our business card.

Our products are from international standards and consumers only deserve the highest evaluation.

Our company offer:

- Consulting for selection of equipment;
- Renew your existing power systems;
- Installation, arrangement and network arrangement;
- Diesel generators are put into operation;
- Diagnostics of system integration during the Warranty and Post-Warranty and Diesel Generator Support Service;

Save time and money, use our potential, experience and get continuous energy supply.





silkhospitality

Silk Hospitality is the tourism and recreation arm of Silk Road Group. We manage variety of assets, ranging from upper-upscale hotels to local restaurants, casinos, and other leisure facilities. Each one offers bespoke accommodation and entertainment for guests, as well as significant long-term value for our investors.

Our hotels, casinos, and hospitality venues can be currently found at three key tourist destinations—Tbilisi, Batumi, and Tsinandali—and are operated by over 2,000 staff who are managed and supported by our central office in Tbilisi.

Silk Hospitality functions both as an owner and as owner-operator of all its venues, and we partner with the best organizations in the hospitality industry to bring our guests a truly world-class experience.

Our long term goal is to establish and develop lasting partnerships with institutional investors, property owners, and private equity funds and expand our portfolio. Our team consists of seasoned hospitality, marketing, financial, human resources, and technical professionals. We offer full management services to existing or future hospitality venues in which guest satisfaction and customer service is our top priority. It is our firm belief that our depth of experience and highly focused work ethic will translate directly into shareholder return on investment.

With tourism booming in Georgia, Silk Hospitality is well-placed to continue to deliver growth within the hotel and restaurant sector, supporting the Georgian economy through job opportunities and tourism revenue, as well as becoming a regional leader in our industry.

1. *Recently, it has become known that Silk Road Group plans to open a new hotel, which will be the first in Georgia of “Green Architecture”. Tell us your visions regarding tourism development issues in Georgia during pandemic period of COVID 19?*

In the peak of the pandemic we indeed signed a financial agreement enabling us to transform Tbilisi’s historic Telegraph building into a lifestyle hotel.

For Georgia it is great news that the 220-room hotel will create 350 local jobs in hospitality and secure the future of one of Tbilisi’s landmark buildings.

Plans for the final hotel include a ground floor food and beverage facilities, rooftop terrace and redevelopment of the hotel’s sizeable courtyard, into meeting and banqueting facilities.

The redevelopment will be built to LEED Gold standards for environmental impact, making it the first building in the Caucasus to do so. We believe that tourism will continue to grow but at the same time that travelers become more aware of the carbon footprint and wish to off set this. And staying at Telegraph is than a great start.

Investing in tourism requires a long-term vision. We started investing into the Georgian hospitality industry back in 2007. Those were not particularly easy times either due to the world economic crisis and the 2008 August war but our projects proved to be very successful.

We are full of optimism; people are social by nature and will continue to meet and discover. Georgia has built a great reputation over last years and we believe in the future of the Georgian tourism and hospitality industries. We are grateful for the international trust into Georgian economy in general and particularly into our Telegraph project in these difficult times. I believe this is a good sign for Tourism.

2. *Silk Hospitality is one of the anchors of Hospitality and Entertainment industrie in Georgia. What are your future plans for the cultural events?(It is known that Tsinandali Festival will no longer be held in September)*



Cultural events are indeed and will continue to from a vital part of our company's vision. Besides Tsinandali Festival we will continue to program various high-level cultural events in our other locations like Republic Events venue. We see that the future of us restarting the organizations of events is only temporarily limited by global Covid-19 restrictions. As soon as we are able to organize small type of cultural events, we will be the first to plan and organize bespoke events again with even more energy than before.

3. *The new reality that we have encountered lately considers new rules of play. Your suggestions and ideas how successful it will be and what plans does Silk Hospitality has in Georgia to maintain the position of one of the leaders in the field?*

We have been able to overcome various challenges in the past and we as a company together with our employees have proven to be very creative in finding new opportunities.

Our hotels, casinos and hospitality venues (14 companies) are operated by over 2,000 staff and supported by a central Silk Hospitality office. Altogether a wealth of experienced people consisting of seasoned hospitality, marketing, financial, human resources and technical professionals.

Silk Hospitality is well-placed to continue to deliver growth in sector, also we are ready to manage 3rd party owned hotels with minimum 100 bedrooms.

We always put guest satisfaction and staff development as a priority, which will subsequently translate into shareholders ROI which supports the Georgian economy through job opportunities and tourism revenue.

As mentioned before, tourism has historically proven to be a very resilient segment worldwide and so are our people working in the industry. Worldwide travel will recover and further growth will include Georgia. We use this moment to further invest in quality and staff so we get stronger.



Radisson BLU
HOTEL BATUMI

*Choose your
right place*



Radisson BLU
IVERIA HOTEL, TBILISI




PARK HOTEL
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Tsinandali Estate




Tsinandali Estate
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Tsinandali Estate
RADISSON COLLECTION HOTEL

Radisson BLU
IVERIA
TBILISI CITY CENTRE


PARK HOTEL
Tsinandali Estate

Radisson BLU
HOTEL BATUMI





GEORGIAN
WOMEN
WINEMAKERS



კორთავების მარანი და თამუნას ღვინო (ნატურალური ღვინის მარანი)



მარნის შენება და ვენახის ჩაყრა 2014 წელს დავიწყეთ ყვარლის რაიონის სოფელ გრემში. პირველი მოსავალიც 2014 წელს შექმნილი ბიოლოგიურად სუფთა ყურძნისაგან დავაყენეთ ქვევრებში. ვენახი გავაშენეთ დაახლოებით 2 ჰექტარზე ბევრი საინტერესო ჯიშით, როგორც ქართული ასევე ევროპული და მას შემდეგ რაც საკუთარი ყურძენი წამოგვეწია დავიწყეთ ერთგვარი პატარ-პატარა ექსპერიმენტები და ცოტა გადავუხვიეთ ტრადიციულ მეთოდებს. მაგალითად გვაქვს 35 ყურძნის ჯიშის ღვინო. (ვარდისფერი მშრალი) სხვადასხვა მიქსები: ჩინური+საფერავი (ვარდისფერი მშრალი) ქისი+რქაწითელი+საფერავი(ვარდისფერი მშრალი) საფერავი+ქისი (წითელი მშრალი) კახური მწვანე+ქისი (თეთრი მშრალი)და სხვა... ჩვენი მაქსიმალური რაოდენობა 3500 ბოთლია წელიწადში და აქედან 80% იგზავნება საზღვარგარეთ.

მარინა კურთანიძე

ღვინის წარმოება დავიწყე 2012 წელს, მარანი მდებარეობს მცხეთის რაიონის სოფელ ჩარდახში. ვაწარმოებ მწვანის ჯიშის ყურძნიდან, ნატურალურ ღვინოს, ქვევრში, 6 თვიანი ჭაჭა-კლერტზე დავარგებით, ქარვისფერ მშრალ ღვინოს (მანავის ზონიდან).

ღვინო ისხმება ბოთლში, 2012 წლიდან „მანდილის“ სახელით 2017 წლიდან „მარინას ღვინო“.

ღვინის რაოდენობა: 2000 ბოთლი წელიწადში სრულად გადის ექსპორტზე: საფრანგეთი, ინგლისი, ამერიკა, იაპონია, დანია, ავსტრალია, შვედეთი, გერმანია, ესპანეთი.

გვაქვს ოჯახური მარანი, ღვინის წარმოების გარდა გვაქვს მცირე რესტორანი.





MARANI SACHINO

Family-owned boutique winery MARANI SACHINO was founded in 2016, but the story takes its start much before, as the knowledge and experience of Georgian traditional wine making with the gentlest possible handling techniques has been passed from generation to generation and today represents the strong heritage of the company.

Since its foundation, company has been passionately striving for creating symbiosis of traditions and modern technology which has been successfully achieved by crafting premium quality wines with the best unique pallets.

Recognition of our wines has not waited for long, our red dry wine Saperavi received, diploma for the high quality in 2017 and silver medal in 2018, at Georgian wines national competition organized by Georgian wine agency and Sommeliers association of Georgia. Kisi and Rkatsiteli also received Diploma for high quality at the same competition.

Operation only on the domestic market, in 2018 production of the company reached 20 000 bottles with the anticipation of doubling that number in 2019. Focus of the family lines on red and white wines, such as Kindzmarauli, Saperavi, Rkatsiteli, Mtsvane and Kisi.

Acknowledging importance of correctly presenting premium quality wines, company will be concentrating on developing concept of the luxury packaging, thus not forgetting to focus on its customers





The interest of Georgian women in winemaking usually flows from their families and traditions; however, the story of Maka Chavelashvili has a very different beginning. It reflects a deep longing for coming back to Georgia, a dream come true, a radical shift in profession and desire to speak to the world through the language of wine and introduce it something so beloved – her homeland.

After spending several years abroad in 2012 she returned back to her motherland Georgia. She started working for Kakheti Wine Guild, and this opened the door to a new world, tracing a path to her dream profession.

Kakheti is a main winemaking region of Georgia. “At that time, I learned that Georgia had an 8000 - year - long history of viticulture and winemaking. I learned about the diversity of grape varieties and felt extremely proud. I took a course at Tsinandali Wine School, got introduced to people who work in wine industry, and discovered an immense interest in wine, which increased day by day. Soon I got a job offer at one of the best producer Wine Company Shumi as an import- export manager, my passion for wine got deeper and I joined the company”.

“Along with running marketing and public relations, I also participated at International Wine Expos held in different countries and introduced foreign visitors to the riches of my country and to the Georgian traditional winemaking technology, which joined UNESCO heritage list in 2013”.

“At one point, I heard about the dual vocational education program in viticulture and winemaking at local community college Aisi, co-developed by GIZ. I went through the interviews, passed the exams and got enrolled in the program, which played a key role in my development”.

“Everybody was telling me: “what do you need viticulture for, because you are a woman and you already have a profession”.” I had to constantly explain that I was interested in this field and, since I dreamed of my own winemaking business, it was necessary to know the field thoroughly.

“I always wanted to have a vineyard and finally, in 2018 I purchased one-hectare vineyard in Village Nasamkhrali, Tsinandali Micro-zone. The Village Nasamkhrali is situated in Telavi area of Kakheti Region. Its name, as many other things in Kakheti, is related to King Erekle II. According to the legend, King Erekle’s army had supper at this place, and the village has thereafter been called Nasamkhrali (meaning after supper in Georgian).

With the first harvest in 2018, I could put my knowledge into practice. I called the vineyard and wine cellar “Samkhari”, named after the similar-sounding “three bulls” in Georgian, which is a nod to my three sons.

Women are always afraid that winemaking was a man’s business; there was some sort of barrier. How to overcome such a barrier? Certainly, with education and practice”.

Maka’s wine is full-bodied, mixing up potent aromas, and made in the Georgian traditional way - a continuation of the history and traditions that awaken powerful emotions in her. Very soon Maka’s wine will be available to the public under the “Samkhari” brand. With this wine she wants to tell the story of a women who headed the call of her homeland and came back to share her love of its traditions and people with the world through wine.





გამოკვლევებმა გვიჩვენა, რომ დღეს დღეობით საგრძნობლად გაიზარდა ქალის როლი ღვინის წარმოებასა და პოპულარიზაციაში, საქართველოში საკმაოდ დიდი ხანი ითვლებოდა, ალკოჰოლური სასმელების წარმოება მხოლოდ მამაკაცების საქმედ, თუმცა ჯერ კიდევ 19 საუკუნის დასაწყისში ქართველი ქალები გააქტიურდნენ ალკოჰოლური პროდუქციის წარმოების სფეროში, ამის კარგი მაგალითია ბარბარე იმერლიშვილი, ქალბატონი რომელმაც 1826 წელს თბილისში დააარსა არცის ქარხანა და საკმაოდ წარმატებულ ბიზნესად აქცია.

ღვინის კომპანიაში სრულიად შემთხვევით 2000 წელს მოვხვდი. ერთჯერადი პროექტის შემდეგ სამსახური შემომთავაზეს და დავრჩი. ექსპორტის დოკუმენტაციის ადმინისტრირებას ვაკეთებდი. ეს ის პერიოდი იყო, როდესაც კომპანიაში ცნება „მარკეტინგი“ და პროდუქციის რეკლამირება ძალიან ბუნდოვანი თემა იყო. სწორედ ამ დროს „აღმოვაჩინე“ ქართული ღვინო.

თავდაუზოგავ შრომაში 15 წელი გავიდა, ღვინის კომპანიაში მუშაობამ საკმაოდ დიდი გამოცდილება დამიგროვა, ამიტომ 2015 წელს დავაარსე კომპანია „მადამვინი“, მიზნად დავისახე უძველესი ჯიშებით ახალი ბრენდების შექმნა განსაკუთრებული სეგმენტისათვის, კერძოდ ეს არის ღვინო ქალბატონებისთვის.

კომპანია „მადამვინი“ ერთ-ერთი პირველი კომპანიაა საქართველოში, სადაც მხოლოდ ქალები არიან დასაქმებულები, ქალები, რომლებიც უზომოდ შეყვარებულები არიან იმ საქმეზე, რასაც ქართული ღვინის წარმოება ქვია.

ამბობენ დიდი მსგავსებაა ღვინოსა და ქალს შორის და ეს მართალია, ქალიც ისეთივე იდუმალია, ისეთივე კეკლუცი, ისეთივე ხალისიანი, ზოგჯერ კი ისეთივე მკაცრი და ამოუცნობი, როგორც ღვინო, ამიტომ კომპანია „მადამვინი“ აწარმოებს ღვინოებს ისეთივე იდუმალს, როგორც ღვინო „Lovely Woman-სამაისო“ წ. ნ/ტკბილი, ისეთივე კეკლუცს, როგორც ღვინო „Coquette- სახალისო“ წ. ნ/შშრალი, ისეთივე მშვიდს და სტაბილურს, როგორც ღვინო „Housewife-სადიასახლისო“ წ.შშრალი, ისეთივე ხალისიანს, როგორც ღვინო „Rose-სავარდო“ წ.ნ/შშრალი და ისეთივე ტრადიციულს როგორც „დალოცვილი კახური“ წ. შშრალი.

2016 წლიდან პროდუქცია ექსპორტირებული იქნა ესტონეთში, ფინეთში, აზერბაიჯანში, პოლონეთში . ვმუშაობთ ინგლისის, შვეიცარიისა და ბირმის პროექტებზე.

მთავარ მიღწევად მაინც მივიჩნევ ქართული ბრენდის შექმნას ქალბატონებისთვის, ქართველი ქალივით დელიკატურს და დახვეწილს.



ჩვენი ამბავი, თაობებს შორის გადაცემული ცოდნით და გამოცდილებით იწყება. ამის დასტური კი ჩვენი მარანია, რომელიც ღვინის დაყენების 200 წლიან გამოცდილებას ნაბიჯ-ნაბიჯ მოგიყვებათ. ოჯახური ტრადიციის ახალი გამგრძელებელი მარიამ მარგველაძეა, რომელმაც მეღვინეობა პროფესიად აქცია, სწავლასთან ერთად ღვინის წარმოების პროცესშიც აქტიურად ჩაერთო და თანამედროვე მიდგომები მოარგო.

ჩვენ გვინდა, ჩვენთან მოსულ ადამიანებს მეტი დრო ჰქონდეთ რაჭის და ღვინის ჩვენებური ტრადიციის გასაცნობად, ამიტომ ჩვენი მარნის შთაგონებით სასტუმრო სივრცეც მოვაწყვეთ და ახლა ყველა სტუმარს ვთავაზობთ მოგზაურობა ღვინის გზაზე დაუვიწყარ გამოცდილებად აქციონ.





კომპანია „ქიზიყური ტრადიციული“ დავაარსეთ 2018 წელს, რომლის მიზანი იყო მოგვეტანა ბიოლოგიურად სუფთა ყურძენი და გვეწარმოებინა ბიო ღვინო. 2015 წელს ჩვენ გავაშენეთ რქაწითელი კახეთში, კერძოდ ქიზიყში, დედოფლისწყაროში ვაზისთვის ერთ-ერთ შესანიშნავ ადგილას ზღვის დონიდან 750 მეტრზე და ვამუშავებთ მხოლოდ და მხოლოდ ბიო პრეპარატებით. პირველი მოსავალი მივიღეთ 2018 წელს რომელიც კახური ტრადიციული მეთოდით დავწურეთ ქვევრში, გავაჩერეთ 8 თვის მანძილზე და გავედით ქართულ ბაზარზე. ჩვენმა ღვინომ მიიღო ბიო სერთიფიკატი.

გარდა რქაწითელისა ჩვენ ვაწარმოებთ: საფერავს, ქისს და კახურ მწვანეს ქვევრში. საქართველოს მასშტაბით გამართულ ფესტივალსა თუ კონკურსში წარმატებით მივიღეთ მონაწილეობა. ქვევრის ღვინის საერთაშორისო კონკურსში მივიღეთ ვერცხლისა და ბრინჯაოს მედლები.



მირანდას ღვინო

ჩემი მარანი „მირანდას ღვინო“ მდებარეობს საქართველოს ერთ-ერთ ულამაზეს კუთხეში ლეჩხუმში, კერძოდ ცაგერის მუნიციპალიტეტი, სოფელი ტვიში. მოგესვენებათ ჩვენი მხარე ცნობილი მიკრო ზონაა, ბრენდი ტვიში კი ბუნებრივად ნახევრად ტკბილია. მევენახეობა, მეღვინეობა ოჯახს ტრადიციად მოყვება. ბაბუაჩემი გახლდათ რაიონის დამსახურებული აგრონომი და ალბათ მისგან გადმომეცა შთამომავლობით ვაზის და ღვინის დიდი სიყვარული. ამ საქმიანობაში ბავშვობიდან ჩართული ვიყავი. მოგესვენებათ ლეჩხუმში ძირითად ღია ცის ქვეშ არის ქვევრები გავრცელებული და მეც ასე მაქვს. 2013 წელს კი უკვე გავაშენე ჩემი საკუთარი ვენახი. 7 წელია უკვე ერთად ვიზრდებით და ვვითარდებით მე და ჩემი ვენახი, ნელ-ნელა ვამატებ კიდე ახალ ვენახებს. 2017 წლის მოსავალი პირველად ჩავამწყვდიე ბოთლში მცირე რაოდენობით (მხოლოდ 60 ბოთლი) სწორედ მაშინ შეიქმნა ჩემი ბრენდიც „მირანდას ღვინო“ და ჩემმა მშეებმაც (ღვინომ) დიდი მოწონება დაიმსახურა ამის შემდეგ ნელნელა ვიზრდებით და უკვე 2019 წლის მოსავლით დაახლოებით 1000 ბოთლამდე ავედით. მონაწილეობას ვიღებთ ფართომასშტაბიან ღვინის ფესტივალებზე. 2019 წელს ჰოლანდიაში ვიყავი მსოფლიო მეღვინე ქალთა გამოფენაზე. ახლო მომავალში ამერიკის ბაზარზე გვგეგმავთ ღვინის შეტანას. ადგილზე ვიღებთ ტურისტებს, გვაქვს ღვინის დეგუსტაციები და სურვილის შემთხვევაში ვაწყობთ ლეჩხუმური სამხარეულოს მასტერკლასებს. ვაცნობთ ჩვენი კუთხის სიძველეებს და ველურ ბუნებას. „მირანდას ღვინო“ ბრენდის ქვეშ ამ ეტაპზე აწარმოებს ტვიშის ცოლიკოურს დამზარებული ღვინის სახით. ხასიათდება მინდვრის ყვავილების სურნელით და ხეხილის არომატებით. ახლა ვიწყებთ მარნის მშენებლობას, სადაც შევძლებთ ვაწარმოოთ ბუნებრივად ნახევრად ტკბილი ტვიში და შენახვის სათანადო პირობებიც შევუქმნათ.

ALEXANDER DISTILLERY

“Alexander Distillery” is a family owned marani, boutique Winery and Craft distillery, located in the Qvemo Kartly region, Tetri Tskaro municipality, 60 km south Tbilisi, Alexeevka village, in the fascinating area of the Trialety mountains and Algeti National Park, 1 200m from sea level. Marani is specialized in Traditional Georgian Qvevri wines, European style wines, 100% hand craft small batches Whiskey, Chacha and fruit brands. We create Authentic craft spirits using only locally sourced ingredients: for Whiskey - corn and barley, for Chacha - locally sourced endemic, ancient Georgian Grape, for fruit brand - locally sourced fruits.

I. “Alexander Distillery” is only one in the world using Qvevri (huge clay vessel) for grain fermentation and wash distillation. Spirits are distilled using unique technology which was developed and registered by the founder of this wine cellar and distillery - Mr. Alexander Kvernadze. So Whiskey “Alexander” is the single whiskey in the world, which is distilled in Qvevri, use only one vessel completely for all processes - mashing, fermentation, distillation, filtration - in contrast with classic method of Whiskey making - were used three different vessels for each process... especially vessel for each step. This method of distillation and equipment for distillation is patented in Georgia as invention. Author and owner of patent is Alexander Kvernadze (Doctor of Physicist Scientists and the same time Patent Attorney of Georgia). Results are based on many experimental researches. Craft Whiskey “ALEXANDER” is: blended Malt Grain Whiskey; Qvevri Fermentation - up to 80 hours; Qvevri Distillation - up to 75%ABV; matured - in American White Oak Barrels.

Alexander Distillery” is included in the Federal Service Data Base of the US Food and Drug Administration. Whiskey “ALEXANDER” and the technology of its production are certified and allowed on the American Market.



II. An exclusive product of the cellar is aromatized, fortified (18%ABV), desert wine “Tiflis - Sharbat”, which is produced on a basis of a recipe (found and decoded by us) in an old, 11 century Georgian Medical Book “ The Fearless Karabadini”. Sharbati is produced on the basis of our family red, dry wine “Saperavi”, aroma is enriched with 8 different spices and aromatic plants. It is fortified with triple- distilled corn and barley distillate of our production (75%ABV) and is aged in American Oak Barrels for 3-4 months. Bottles are designed by hand made labels, individually for each bottle, not repeated, follow the common concept “Old Tbilisi - Tiflis”. There are prints representing views of old Tbilisi from the works of famous artists such as- El. Axvlediani, Toidze, Vepxvadze, Boiakfchev, Smerling ...and so on. Alongside this, every bottle is numbered individually.



III. Dry, Pearl Ruby Wine — “Asuretuli”. Wine is from endemic, ancient grapes “Asuretuli Black” harvested in the only one village Asureti (old name Elizabetall) of Qvemo Kartly. This wine has a unique aroma of many fruits, berries and fresh acidity, which leaves its significant aftertaste for a long time. We produce only a very limited amount of this wine (200 - 250 bottles). The reason is the limited size of vineyards at that special



place. Each bottle is designed individually with an original handmade label under the concept “Wine & Art”, where prints of famous Georgian and foreign artists are used, such as Pirosmiani, Gudiashvili, Picasso, Van Gogh, Matisse, Dali...etc, each bottle has its own number and its own not-repeated label.



IV. Chacha “ALEXANDER” is distilled from Asuretuli Black grape chacha using exclusive technology of double distillation in Qvevri - method of Alexander. The alcohol strength of chacha after distillation is 75%ABV, which is then softened using spring water with low mineralization. Final product is 45%ABV.

“Kabistoni” Wine School was found in the year 2015. The founder of the school is an International wine expert Ketevan Jurkhadze. She has been working for wine industry since 2000. The name of school “Kabistoni” refers to a less known endemic Georgian grape variety. For the students who are ready to take the first big step into the world of wine, are on the right place. The school provides certified classes to the trade and wine-appreciation classes to consumers. The top professionals in the food, wine, and hospitality industries will teach the students about the wine styles, varieties, initial stages of vine and wine, winemaking history, culture and techniques, wine tasting, aromas, flavour, food pairing, its valuation, wine marketing, wine tourism development and hospitality business. A selection of wine courses run twice a year in autumn and spring. Upon completion of the three-month program, graduates have a working knowledge of the types and styles of wine and our students become masters of “global wine expert”. The most successful students of “Kabistoni” wine school has been hired by various wine producing companies of the country; some of the graduates continued their study in the most prestigious European Universities, (where the School certificate has been recognized as a proficient full course diploma) developing their knowledge in wine industry and wine tourism.



In a pandemic period, School applied for online wine classes that clearly showed the wide opportunities of the school and new ideas has been born quite soon. With the help of modern IT technologies and our partner company “GT Enologica” that supports us from the very beginning of our operation, we have managed to run the LIVES from various Italian wineries and offered to our students virtual happy hour with international Wine Experts, Master of Wines and Sommeliers. We plan to develop online wine classes and make it fun, engaging..., and an incredible value. At our online wine classes, you spend an hour or more learning about wine. We will be soon offering online wine certifications programs for the regional consumers from Batumi and Kutaisi. On top, we have to implement the accredited wine courses and add new training program.

The Wine School from the very beginning of its operation up to the date has passed several stages of its development. One of the approach is the foundation of family type winery “Kabis Toni” that has the same pronunciation as the School, but in this case it does not associate only with Georgian endemic grape variety, but mostly with the female style of the winery owner and wine maker, “Dress Shade”.

The Idea of “Kabis Toni” winery foundation came spontaneously in 2016 and the same year, company made its first Saperavi red dry wine of 2016 vintage. The main and only direction of the winery is producing high sophisticated wines from very rare endemic Georgian grape varieties, according to the traditional Georgian wine technologies, that considers wine fermentation and maturation in Qvevri (clay pot). Due to its specific, company produces very limited number of wines. Each variety is minimum 100 and maximum 1000 bottles. This means, that for wine production only one Qvevri is used (Capacity of the qvevri 200-1000 liters) and gives no more opportunity to enlarge the volume. However, during the short period of the winery operation, the annual production turnover has been increased up to 5000 bottles. Nowadays, on a local market several varieties such as: Saperavi, Chinuri, Tavkveri, Kikhvi and Chkhaveri could be found on the shelves of special wine shops, boutiques and in the menu of A class bars and restaurants. Every single bottle has its unique number. Along with local market, “Kabis Toni” successfully exports its wines to the International markets.





ჩემი ღვინო «პატარიძეების რაჭული» მომზადებულია საქართველოს მაღალმთიან რეგიონში, რაჭაში, ეკოლოგიურად სუფთა ადგილას მოყვანილი ყურძნისგან. ეს არის ამბროლაურის რაიონში სოფელ აბანოეთში, ჩემ მიერ, პატარიძეების ნასახლარზე გაშენებული ორგანული ვენახიდან. ვენახის მდებარეობა და ტერუარი არის მიზეზი ამ ღვინის გამორჩეულობისა. ვენახი გავაშენე 2008 წელს და მეღვინეობა დავიწყე 2015 წლიდან, ვაწარობ ალექსანდრეულისა და მუჯურეთულისგან წითელ შშრალ ღვინოს. ამ ჯიშებისგან მზადდება ნახევრადტკბილი „ხვანტკარა“, მაგრამ ეს ღვინო დედანში იყო შშრალი და მე მინდა დავუბრუნო დედანი. ასევე 2019 წლის მოსავლიდან ვაწარმოებ ვარდისფერი ღვინო ალექსანდრეულისა და მუჯურეთულისაგან.

სულ ვაწარმოებ 3000 ბოთლამდე ღვინოს. ჩემი ღვინო იყიდება საქართველოში სპეციალურ ღვინის ბარებში და უცხოეთში. ამერიკაში, ვაშინგტონში, ისრაელში, თელავივში და საფრანგეთში, პარიზში.



KHARIZMA INTERNATIONAL

EFES
GEORGIA

EFES Georgia, Natakhtari Producer, allocated GEL 200,000 for Anti –Coronavirus Measures

During COVID -19 pandemic, EFES Georgia, in accordance with the recommendations and regulations of the WHO and the Georgian Government, identified several clear priorities that include protecting the health and safety of employees, consumers and business partners.

Nikoloz Khundzakishvili, Corporate Affairs Director of EFES Georgia, talked to us about the type of restructuring the

company applied:

Following appearance of the first coronavirus case in Georgia, we started implementation of WHO and the Government's recommendations – we moved majority of employees to the remote working mode and are holding meetings only online. Disinfection works are regularly being conducted in company's offices, plants and vehicles. The production process is automated at

maximum extent and does not require human involvement.

In addition, the company minimized work hours and coverage area for field groups. Access of external visitors to the enterprise and administrative offices got prohibited. Complete disinfection of equipment, workshops, products and vehicles are performed daily, for which special mobile groups were established. Remote thermal screening is performed

for all employees. Field workers, including distributors, are provided with gloves, masks and hand sanitizers.

Moreover, information posters about preventive measures against COVID-19 were placed at the brewery and in the other spaces. Special educational training was delivered for staff and management is continuously expanding preventive measures. Our company was one of the first to move to remote working mode and we believed that well organized anti-COVID-19 measures would help us to avert potential complications.

The company within the scope of its social responsibility allocated GEL 200 thousand for supporting response measures. Which programs were financed with this amount?

Company EFES Georgia allocated financial assistance for STOPCOV Fund in the amount of GEL 50,000. In addition, Natakhtari Fund is supporting beneficiaries (adolescents lacking care) according to their individual needs and

supports them with psychologist's online consultations, apartment rent, essential medicines, resources required for distance learning. The company awarded cash allowance to people who lost their jobs. Also, the Fund continuously provides the beneficiaries with the reliable information on preventive measures against the virus.

The Company provided 2-month supply of disinfectant to the Infectious Diseases, AIDS and Clinical Immunology Research Center. In our opinion, delighting various groups with lemonade was important: the company identified the most vulnerable groups and decided to supply them with the lemonade sent through various organizations and funds. These groups were represented by people over 70, socially unprotected families, employees of the government's "Hotline 144" Center, quarantined citizens and our distinguished doctors.

It is also known that the company supported the bartenders who lost their jobs...



Yes, in cooperation with Bartenders Association of Georgia, our partner organization, we provided financial assistance to the bartenders. Around 500 bartenders, members of the Association, left unemployed, received food vouchers. I would like also to mention that the company, for the purpose of implementing preventive measures, handed rapid tests (SARS-CoV-2) with the value of GEL 40,000 over to the state. It is to be emphasized that from the day one of the pandemic we have been assisting the most vulnerable groups. Now that the need for quick detection of the virus has emerged, we are trying to make our contribution in this area as well.



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Tel: +995 591 777 735

E-mail: miminotrade2008@gmail.com

WINE AND SPIRITS MANUFACTURING COMPANY SHAVLEGO



Shavlego is a wine and spirits manufacturing company founded in 2018. The company produces wine and chacha with traditional Georgian technologies, which are combined with modern technologies. This gives the company the opportunity to preserve the old, unique taste of the wine and create its own handwriting and style around the world. In Georgia, wine occupies an important place in public relations and plays an appropriate role in the traditional hospitality of the country, at the same time helping to establish friendly relations and gain a reputation. Our company strives to follow these traditions and at the same time is focused on innovation - to improve and maintain the diversity and quality of our products.

- Kindzmarauli is one of the most famous Georgian wines. It is made from grapes of Saperavi. Its distinctive features include the various colors of red, semi-sweet, ripe fruits of medium intensity and berries. The bouquet is lightly presented on the background of wildflowers. Tones of ripe blackberries and cherries are especially shown off while tones of raspberries and garden strawberries are more lightly displayed. It is a quiet lively, energetic and well-developed wine. Young, medium rough tannins are well mixed with natural sweetness which gives the wine more attraction. It perfectly goes with red meat steaks and green cheese.
- Rkatsiteli is an authentic, ancient wine with the best qualities from Kakheti wine-growing. It is a dry, white wine with high dignity made from Rkatsiteli grape. It has a very expressive dark straw-colour and an intense aroma which feels like dry, white fruit tones combined with other wildflowers. It is a full body wine with tannins which makes the wine more lively. Rkatsiteli wine is good with cheese and also with Georgian traditional cuisine mostly with meat.
- Kisi- from Kakheti particularly from Akhmeta region is white dry wine with high dignity, made by village Maaghraani wine growing. This splendid wine is made by best selected "Kisi" grapes. It's distinctive features are dark straw colour and smooth aroma of blend dry fruits and honey with harmonic, mild,

long-lasting tastes. "Kisi" wine is pleasant with all sort of cheese, salads and meat. Wine is made with any chemicals, additives or interaction. 14% alcohol by volume.

- Saperavi is dry red wine with high dignity made from selected Georgian grape Saperavi. It contains great amount of calcium carbonates and iron adding wine with intense colour, perfection, harmony, body and bouquet. Recommended with beef, pork, lamb on skewers or game and also matches with cheese.
- Chacha is a traditionally distilled Georgian pomace brandy with high alcohol percentage. It's made from grapes: Kisi, Manavi Mtsvane, Rkatsiteli and Saperavi. Chacha is distinguished with its specific tastes and aromas. It is distilled and filtrated twice. 47% alcohol volume.

"Wine Company Shavlego" LLC
Address: 19, M.Shavishvili str, Tbilisi, Georgia
Tel. +995544444000, +995544444555
Email: shavlegowine@gmail.com
<https://www.facebook.com/Shavlegowine>





მოქანდაკის მუზა

ყველა დიდ ხელოვანს საკუთარი მუზა ჰყავს, მერაბ ბერძენიშვილისთვის ასეთი მუზა მისი სათაყვანებელი მეუღლე - კირა მიქელაძე იყო. შეუდარებელია მოქანდაკის მიერ შექმნილი ქალთა სახეები: ქალი - მუზა, მედეა, ქეთევან დედოფალი, კიდევაც დაიზრდებიან... და თუ ამ ქმნილებებს დავაკვირდებით ვიპოვით საოცარ სულიერ და ფიზიკურ მსგავსებას ოსტატის მეუღლესთან, ქალთან, რომელმაც ცხოვრების მიზნად დაისახა, შემოქმედის თანადგომა და მოქანდაკის ხელოვნების ნაწილად ქცევა გადაწყვიტა.

და რომ არა მისი ესოდენ თავდადება, არავინ იცის, როგორი გუნებით შექმნიდა დიდი ხელოვანი შედეგებს.

HELP US HELPING



ABOUT US

WHAT IS IWA GEORGIA ?

IWA Georgia was initiated in 1996 by a group of expatriate and Georgian women living in Tbilisi. Up to now, IWA continues to function

- A) as a safety net for expat women who arrive in Tbilisi, help them to settle down, mix with Georgian women and learn about the culture and richness of their hosting country.
- B) as a charity NGO who support grass root organizations with focus on women and vulnerable groups of Georgian society.

The biggest fundraising event which enables IWA to finance charitable work in Georgia is the annual Winter Fair with the participation of Embassies, International Organizations and Georgian vendors. With the revenues from the Winter Fair, we have been able to support numerous projects and help many people in need. Due to the current situation with COVID-19, the Winter Fair (last year visited by more than 4000 people) cannot take place and we have to create alternative fundraising activities for our future beneficiaries.

- Stable organisation with a long history of charity work.
- * Officially recognised charity statut, audited every year, follows strict rules.
- * No overhead cost - all charity committee members work on a voluntary basis.
- * Varied portfolio of projects, 20-30 every year.
- * Projects directly benefit vulnerable persons in Georgia : women, children or elderly who are at risk due to poverty, poor health or disabilities.
- * Beneficiaries are reached through well-functioning organisations. In some cases, individuals receive direct support.
- * Visibility of our company, on our website www.iwa.ge, on Facebook and in our newsletter (for donations of GEL 1000 or more)

WHY DONATE TO IWA ?

- We offer companies and individuals the possibility to purchase bricks, each GEL 500. At the closing event (date to be decided), the bricks will make up a wall from which bricks will be handed out to donors, together with certificates. Media will be there.
1. Please send an email to : iwagfundraising@gmail.com
subject : EUGBCBrickDonation
Text: "We would like to purchase (number) bricks /Name/Company"
 2. Transfer the amount to International Women's Association Georgia:
Bank Acc.No: GE82TB7525136080100008
Please indicate: "EUGBCBrickDonation"

HOW TO DONATE TO IWA ?



GET IN TOUCH

www.iwa.ge
iwagfundraising@gmail.com

Facebook : IWA Georgia
International Women's
Association



TBILISI PHOTOGRAPHY & MULTIMEDIA MUSEUM.



2019 წლის 16 სექტემბერს თბილისის ფოტოგრაფიისა და მულტიმედიის მუზეუმი გაიხსნა.

თბილისის ფოტოგრაფიის & მულტიმედიის მუზეუმი (TPMM) პირველი ინსტიტუციაა საქართველოში, რომელიც მთლიანად არის ფოკუსირებული თანამედროვე გამოსახულებაზე – ფოტოგრაფიაზე, ახალ მედიებზე, ვიდეოზე.

მუზეუმი სასტუმროში “სტამბა“ მდებარეობს და საგამოფენო სივრცის გარდა მედიათეკასაც მოიცავს,

რომელიც ფოტოწიგნების უნიკალურ ბიბლიოთეკასთან ერთად მდიდარ მულტიმედიურ არქივსაც აერთიანებს.

გამოფენების, დებატების და საგანმანათლებლო პროგრამების მეშვეობით, თბილისის ფოტოგრაფიის & მულტიმედიის მუზეუმი ფოტოგრაფიის და ვიზუალური კულტურის პოპულარიზაციის და განვითარების მნიშვნელოვანი პლატფორმაა არა მხოლოდ საქართველოში, არამედ მთლიანად სამხრეთ კავკასიის რეგიონში. მუზეუმის წამყვანი პროექტია “სამხრეთ კავკასიის

ფოტოგრაფიის ჰაბი განათლებისა და ინოვაციისთვის“, რომელიც სამხრეთ კავკასიაში შვეიცარიის განვითარების და თანამშრომლობის სააგენტოს (SDC) მიერ ფინანსდება.

მუზეუმი თავის მისიას მძლავრი საგანმანათლებლო პლატფორმის შექმნაში და ქვეყანაში კულტურული ცვლილებების ინიცირებაში ხედავს.

თანამედროვე ხელოვნების საერთაშორისო, რეგიონულ და ადგილობრივ სცენაზე ფოტოგრაფია დომინანტის პოზიციას ინარჩუნებს.

შესაბამისად, მაღალი სტანდარტის ფოტო მუზეუმის შექმნა და მისი აქტივობები ხელს შეუწყობს თბილისის, როგორც რეგიონის ფოტოგრაფიის დედაქალაქის სტატუსის გამყარებას და, ასევე, კულტურული ტურიზმის განვითარებასაც პოსტპანდემიურ პერიოდში.

თბილისის ფოტოგრაფიისა და მულტიმედიის მუზეუმი პირველი მუზეუმი ანამიერკავკასიაში, რომელიც ქალი პროფესიონალების გუნდმა შექმნა. მისი თანადამფუძვნელები არიან ნესტან ნიჟარაძე და ფატმან ჩოგოვაძე.

მუზეუმის შექმნა სამხრეთი პარტნიორობის შედეგია, რომელიც „აჭარა ჯგუფის“ სახით ქართული კერძო ბიზნესის და არასამთავრობო სექტორის წარმომადგენლებს (მუზეუმი არასამთავრობო ორგანიზაცია) და საერთაშორისო ორგანიზაციას — შვეიცარიის განვითარების და თანამშრომლობის სააგენტო SDC აერთიანებს. აქედან, „აჭარა ჯგუფმა“ პროექტს სივრცე დაუთმო, შვეიცარიის განვითარების სააგენტოს მიერ დაფინანსებული პროექტი მუზეუმის აქტივობების განვითარების საფუძველი გახდა, ხოლო, კოლექციები, რომელთა გარეშეც ინსტიტუცია ვერ იარსებებდა, მუზეუმს ფოტოგრაფიის დარგში რეგიონის მასშტაბით ლიდერმა ორგანიზაციამ „თბილისის ფოტო ფესტივალი“ გადასცა.

მუზეუმის საქმიანობას რამდენიმე პრიორიტეტული მიმართულება განსაზღვრავს: ქართული ვიზუალური კულტურის მემკვიდრეობის დაცვა, პოპულარიზაცია, ინსტიტუციონალიზაცია და შესწავლა; ფოტოგრაფიის განვითარების ხელშეწყობა; რეგიონში ქალი ფოტოგრაფების გაძლიერება და ინტენსიური საგანმანათლებლო



პლატფორმის განვითარება... სწორედ ამ აქტივობების ერთიანობა ისახავს მიზნად თვისობრივად ახალი ტიპის, ევროპული სტანდარტის მუზეუმის შექმნას.

მუზეუმის ბაზაზე ფუნქციონირებს მედიათეკა და მულტიმედიური არქივი. მედიათეკა აერთიანებს ფოტო-წიგნებისა და მულტიმედიის უნიკალურ არქივს, რომელიც ინტერნეტმომხმარებლებისთვისაც არის ხელმისაწვდომი. ფოტო წიგნების ბიბლიოთეკა კი 1000-ზე მეტ ექსპონატს აერთიანებს და ერთადერთი

ფოტოწიგნების ბიბლიოთეკაა საქართველოში.

COVID 19 თან დაკავშირებით მუზეუმმა ციფრული და ონლაინ აქტივობების მთელი სერია განავითარა სწორედ იმ მულტიმედიურ არქივებზე დაყრდნობით, რომლებიც ინსტიტუციის მფლობელობაშია.

პოსტპანდემიურ პერიოდში თბილისის ფოტოგრაფიისა და მულტიმედიის მუზეუმი თავისი კოლექციის დიდი გამოფენით გაიხსნება.





ნესტან ნიშარაძე

თბილისის ფოტო ფესტივალის და თბილისის ფოტოგრაფიის და მულტიმედიის მუზეუმის თანადააფუძნებელი და სამხატვრო დირექტორი.

თბილისში ჟურნალისტიკის ფაკულტეტის დასრულების შემდეგ, 1995 წელს სწავლა პარიზში გააგრძელა და აუდიო-ვიზუალური დისციპლინების სამაგისტრო ხარისხიც მიიღო პარიზის დენი დიდროს უნივერსიტეტში.

2007 წლიდან აქტიურად დაიწყო მუშაობა ფოტოგრაფიაში. არის მრავალრიცხოვანი გამოფენების კურატორი და თანაკურატორი როგორც საქართველოში, ასევე საერთაშორისო ფოტოგრაფიულ სცენაზე. მისი საქმიანობის ძირითადი მიმართულებაა ქართული ვიზუალური კულტურის პოპულარიზაცია საქართველოს ფარგლებს გარეთ, ისვე როგორც მძლავრი საგანმანათლებლო პლატფორმის შექმნა და მისი კულტურული ცვლილებების ინციტებისთვის გამოყენება.

2007-2008 წლებში ნესტან ნიშარაძე ქართულენოვანი ჟურნალის PHOTO

რედაქტორიც იყო და რამდენიმე წლის მანძილზე ასწავლიდა ფოტოგრაფიის ისტორიას და თეორიას.

2010 წელს, პრესტიჟულ არლის ფოტო ფესტივალთან (საფრანგეთი)

პარტნიორობის ფარგლებში, ფრანგ ფოტოგრაფთან ლიონელ შარიესთან ერთად თანადააფუძნა თბილისის ფოტო ფესტივალი — პირველი საერთაშორისო ყოველწლიური ფოტო ფესტივალი საქართველოში, რომელიც დაარსებიდან მალევე იქნა აღიარებული რეგიონული მნიშვნელობის კულტურულ პროექტად.

2017 წელს თანადააფუძნა თბილისის ფოტოგრაფიის და მულტიმედიის მუზეუმი.

2017 წელს საფრანგეთის კულტურის სამინისტრომ ნესტან ნიშარაძე ხელოვნების რაინდის ორდენით დაჯილდოვა.

2020 წელს ნესტან ნიშარაძე არლის ფოტო ფესტივალის კურატორული კვლევის სტიპენდიის ლაურეატი გახდა და 2021 წელს მისი კურატორობით არლის ფოტო ფესტივალის ოფიციალურ პროგრამაში ქართული ფოტოგრაფიის მასშტაბური გამოფენა იქნება ნაჩვენები.

2020 წელს ნესტან ნიშარაძის ინიციატივით თუშეთში, სოფელში ზემო ომალო, თუში ფოტოგრაფის შალვა ალხანაიძის მუზეუმი გაიხსნება.



ERGNETI

“ERGNETI” is a project, initiated by the population of the village ERGNETI and strongly connected to Georgia’s peace initiatives. The project aims a reconciliation process between Georgian and Ossetian people and implies the following activities: Sports football infrastructure near so called “Administrative Boundary Line”, where both Georgian and Ossetian population will be involved, bringing dwellers of the area to better conditions, enabling to manage multiple common cultural and sport events, as well as giving the opportunity for the development of villages adjacent to the neighborhood

As a head of the Humanitarian Peace project together with his colleagues Giorgi Samkharadze is entitled by the population of the conflict zone (several villages) to act on behalf of them in negotiations with the relevant organizations. They aim to build a stadium nearby the Georgian/Ossetian villages where locals from the both side will have possibility to organize sport and cultural events, attend different sport sectors and improve their health, particularly young generation which do not have any other chances there. All above mentioned as result will ensure and improve people to people communication and via so called public diplomacy facilitate and contribute to conflict resolution. Their initiative formed the bases of above mentioned Humanitarian project which was supported both by the government of Georgia and the international community within and outside of a country.

In September this year - a friendly football match of the junior team composed of the locals from the conflict zone was held. It took place exactly neaby Ossetian boarder just 300 hundred meters from Tskhinvali, on the field, which was especially adapted for the game by the hands of the villagers and project participants.



კომპანია “GSG Freight Forwarding” ახორციელებს ყველა სახის ტვირთის გადაზიდვას მთელი მსოფლიოს მასშტაბით **საზღვაო, სახმელეთო, საჰაერო და სარკინიგზო** ტრანსპორტის გამოყენებით.

ჩვენი ძლიერი მხარეებია: 13 წლიანი გამოცდილება, მომსახურების სრული სპექტრი, მისაღები ტარიფები, ტრანსპორტირების დაზღვევა, პუნქტუალურად შესრულებული ვალდებულებები.

2008 წლიდან “GSG Freight Forwarding” არის ექსპედიტორთა საერთაშორისო ორგანიზაცია “**FIATA**”-ს წევრი და ვთანამშრომლობთ მსოფლიოს 100-ზე მეტ წამყვან გადაზიდვას და ექსპედიტორ კომპანიასთან.

2011 წლიდან კომპანია შეუერთდა ასოციაციას “**WCA**”.

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თბილისი, პ.ინგოროყვას N12
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Gvinadze & Partners LLC
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E info@gvinadzeandpartners.ge
W www.gvinadzeandpartners.ge

