



# ANNUAL FORUM: THE GEORGIAN ECONOMY - PROSPECTS AND CHALLENGES

## MARCH 20, 2017 TBILISI, GEORGIA RADISSON BLU IVERIA HOTEL

We are happy to invite you to the annual forum titled “Georgian Economy: Prospects and Challenges”, which will take place on March 20, 2017, in Tbilisi, Georgia.

The purpose of the annual forum “Georgian Economy: Prospects and Challenges” is to bring together investors, businessmen, government representatives and international organizations interested in questions concerning Georgia’s economy and the region, to discuss the following: an overview of the current and perspective opportunities and challenges for the national and regional economy.

The forum provides potential investors with the opportunity to hear about the country’s macroeconomic, legal and tax characteristics from leading experts in government and business on concrete issues of interest to them. In this way, they can get acquainted with current and perspective projects in infrastructure, energy, tourism, real estate,

THE PERFECT OPPORTUNITY TO HELP COMPANIES SHOWCASE PRODUCTS AND SERVICES TO ATTENDEES.

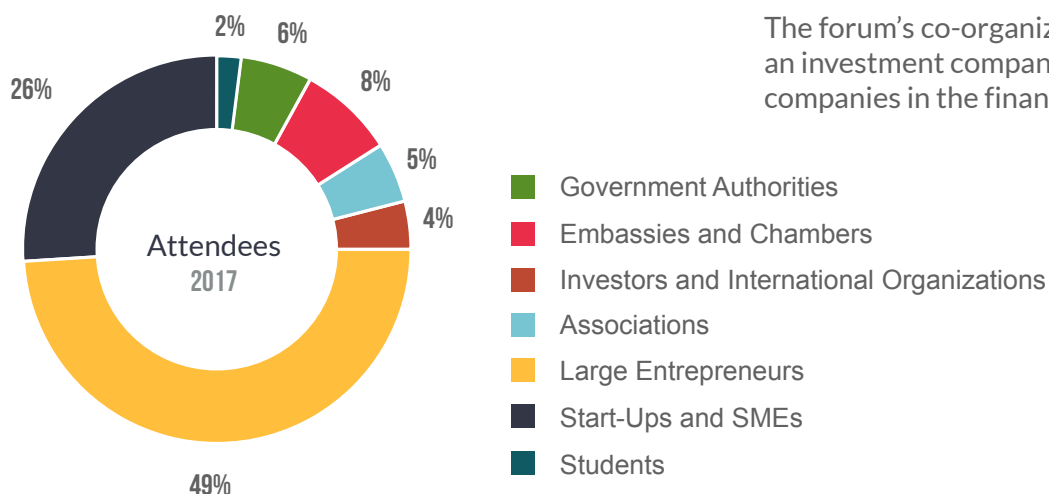
Investors will have the opportunity to address questions to government and business representatives regarding concrete spheres or the business environment, and in parallel with the forum will likewise have the opportunity to meet one-on-one in a designated meeting room with representatives of projects that interest them.

The forum is attended by foreign investors, representatives of international ratings agencies, investment banks, venture capital companies, and representatives of private equity funds.

### JSC BIA

BIA JSC has been a leading company for 14 years in providing domestic and foreign investors with business profiles, marketing lists and market sector analyses. It manages the largest information business database, with more than 25,000 active Georgian companies.

The forum’s co-organizer is Alliance Group Holding, an investment company that manages diversified companies in the financial and consulting sectors

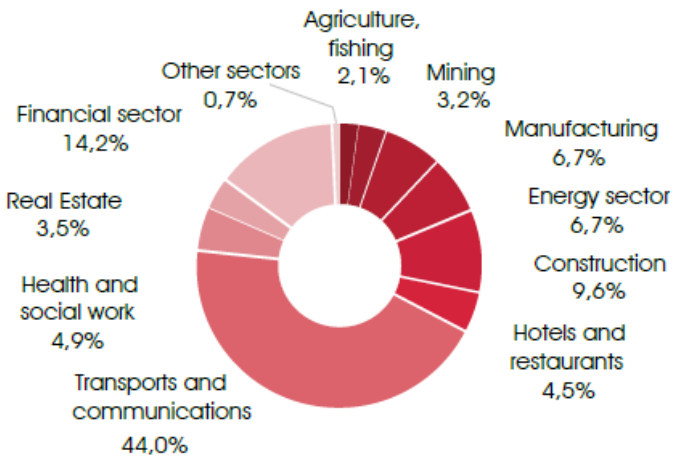


## WHY TO INVEST IN GEORGIA

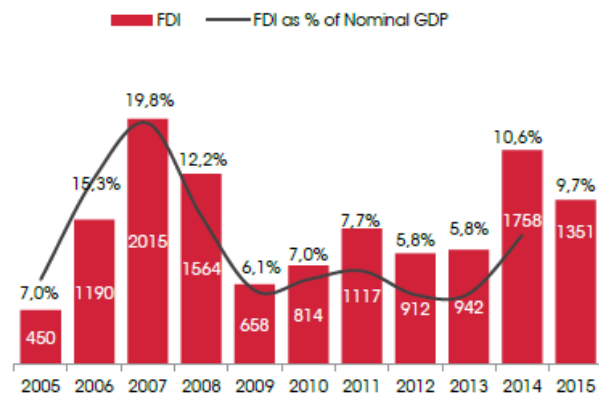
- A politically stable, corruption-free investment destination
- Efficient, pro-business government
- Enlargement of market size through Free Trade Agreements
- Entry gate in the region
- Solid sovereign balance sheet
- Stable banking sector
- Most secure country in the world
- 23<sup>rd</sup> position by economic freedom  
(Source: *The Heritage Foundation, Index Of Economic Freedom 2016 (Rank out of 178 countries)*)
- 8<sup>th</sup> position by ease of starting a business (Source: *World Bank, Ease of Doing Business 2017 (Rank out of 190 countries)*)
- Free industrial zones

- Free tourism zones
- Produce in Georgia
- Subsidies for loan interest payment
- Free state owned land & building for factory construction
- Agriculture and food processing incentives
- Subsidies for loan interest payment
- Grants for food processing factories
- Free Trade Agreements with 900mln markets and access without customs duty
- Number of Taxes – 6
- Competitive labor costs
- Law utility costs

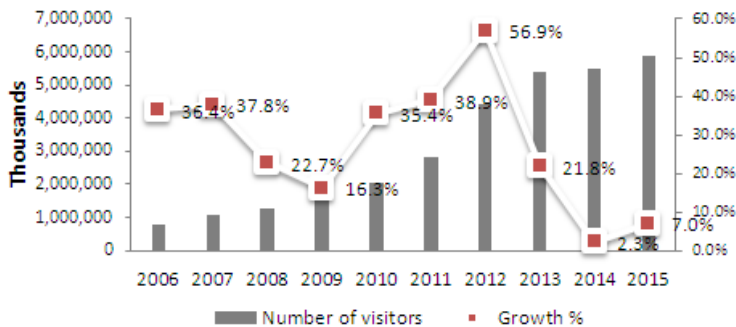
### FDI BREAKDOWN BY SECTORS 2015



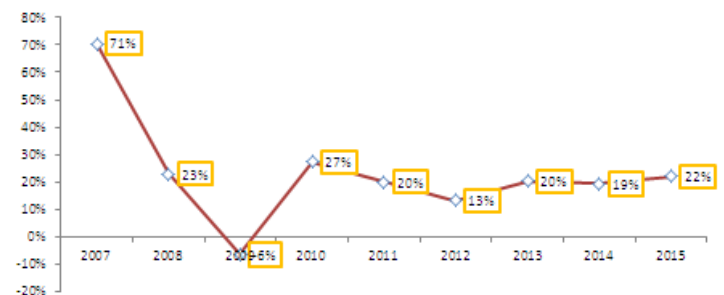
### FDI BY YEARS



### NUMBER OF VISITORS IN GEORGIA



### PERCENTAGE GROWTH OF THE COMMERCIAL BANKS TOTAL ASSETS



### INVESTMENT OPPORTUNITIES IN GEORGIA

ENERGY

AGRICULTURE & FOOD

MANUFACTURING

HOSPITALITY & REAL ESTATE

REGIONAL LOGISTICS CORRIDOR

BUSINESS PROCESS OUTSOURCING

For detailed economic data please follow the link: <https://www.investingeorgia.org/en/keysectors>

# FORUM AGENDA

(Draft)

## The Georgian Economy: Prospects and Challenges

March 20, 2017

Radisson Blu Iveria Hotel

08:30 - 09:00 - Registration

### Conference Room 1

09:00 - 09:10 **Welcome Speech**

Mr. Aieti Kukava / CEO of JSC BIA

09:10 - 10:10 **Overview of Georgian economy and prospects**

#### SPEAKERS

Mr. Giorgi Kvirikashvili / Prime Minister of Georgia  
Mr. Bruno Balvanera / Director for Caucasus, Moldova and Belarus, EBRD  
Ms. Mercy Tembon / Regional Director for the South Caucasus, World Bank  
Ms. Yesim Elhan-Kayalar / Country Director, Asian Development Bank

10:10 - 10:15 **Technical Break**

10:15 - 11:15 **Infrastructure Projects and Investment Opportunities**

#### SPEAKERS

Mr. Giorgi Gakharia / Minister of Economy and Sustainable Development of Georgia  
Mr. Zurab Alavidze / Minister of Regional Development and Infrastructure of Georgia  
Mr. David Saganelidze / CEO of the Partnership Fund

11:15 - 11:45 **Coffee Break**

### ROOM 1

### ROOM 2

### ROOM 3

11:45 - 12:45 **Tax Environment, current challenges and prospects**

#### SPEAKERS

Mr. George Welton / Executive Director, American Chamber of Commerce  
Mr. Kakha Rukhadze / Partner, KPMG  
Mr. Zurab Nikvashvili / Head of Tax and Legal Department, EY  
Mr. Zurab Lalazashvili / Managing Partner, BDO

**Credit ratings and their importance for businesses and banks**

Moderator: Mr. Roger P. Nye / President, GIA-Georgia  
Ms. Julia Belskaya von Tell / Senior Director, Fitch Ratings  
Ms. Elena Eliseyenko / Branch Head, Russia/CIS, S&P Global Ratings  
Mr. Aieti Kukava / CEO, BIA

**New opportunity for Georgian economy - Establishment of Georgian Venture Capital Association and sharing the global experience of venture capital funds/angel investors**

Colin M. Donohue / Principal Strategist, Root Deeper Marketing

# The Georgian Economy: Prospects and Challenges

## ROOM 1

12:50 - 13:50 **Legal Environment, current challenges and prospects**

### SPEAKERS

**Mr. Ted Jonas** / Of Counsel, DLA Piper Georgia  
**Mr. Alexander Bolkvadze** / Partner, BLC

## ROOM 2

**Financial markets, securities, IPOs and their role in business development. The Georgian corporate market from the viewpoint of investment banks**

## ROOM 3

**Building successful and long-term relationships with the investors; strong planning, efficient preparation and excellent communication- Success stories, case analysis**

**Mr. David Kardava** / Consulting and investment group manager, AGC

## 13.50 -14.50 LUNCH

14.50 -15.50 **Opportunities for SME development in Georgia, and economic and financial initiatives of the Government**

### SPEAKERS

**Ms. Ketevan Bochorishvili** / Deputy Minister of Economy and Sustainable Development of Georgia  
**Mr. Otar Antia** / Head of Department, Entrepreneurship Development Agency (Enterprise Georgia)  
**Mr. Avtandil Kasradze** /Acting Chairman, GITA  
**Mr. Mikheil Chelidze** / President, Georgian SME Association (GSMEA)

**Private Equity and technological brokers - the global experience and practice**

### Emerging Market strategies

**Mr. David Gigauri** / Partner, Gryphon emerging markets

**Key areas of Wealth Management; Investments, Credit/Debt, Risk Management, Fiduciary/Insurance**

**Mr. George Akirtava** / Vice President Wells Fargo, United States

15.50 -16.50 **Real estate market in Georgia prospects and challenges**

Real Estate Experts

**Role and importance of leasing for SMEs**

Ms. Gvantsa Gvichia, Alliance Group Leasing

Ms. Nana Mikashavidze, CEO of TBC Leasing

Mr. Eldar Akhvlediani, Director of GLS

**Strengths and weaknesses of Georgian MFIs**

Microfinance Companies

19.00 – 21.30 **Gala Dinner**