

## Implementation of Estonian Corporate Income Tax Model

On October 4, 2016, a consultation workshop “Implementation of Estonian Corporate Income Tax Model” was held at Courtyard Marriott. H. E. Justin McKenzie Smith - Ambassador of the United Kingdom to Georgia gave a welcome speech to the attendees. Mr. Sergi Kobakhidze- Director of Tax and Legal Services of PWC Georgia gave a brief overview regarding the Estonian Corporate Income Tax Model. Mr. Dimitri Jegorov- Deputy Secretary General of the Ministry of Finance of Estonia presented a tax system in Estonia. The presentation was followed by Q/A session, business representatives asked questions regarding new tax system and its challenges. ICC Georgia has been worked closely with the Ministry of Finance of Georgia and other public institutions regarding new tax system and prepared recommendations & suggestions that were taken into consideration. In the upcoming weeks, ICC Georgia will distribute a Q/A form within its membership for additional comments and suggestions in regard with new corporate income tax model.



## ICC Georgia is organizing a Training Course on Sales

Dear ICC Georgia Members and Partners,

We would like to inform you, that ICC Georgia is organizing a Training Course on Sales on October 18, 09:00-18:30, at Betsys Hotel.

Sales Training include:

- The ways of becoming a professional sales person, flexible, creative and artificial person “ out of comfort zone” sales skills obtaining and developing
- An easy and flexible sales processes, methods, modern and acceptable ways of building a new style of a relationship building in sales
- Easy business processes of selling, cross-selling, up-selling & down-selling
- How to cross-sell one product/ service to another (CSM management)
- Products and services, functional and beneficial parts, sales “SWOT” of the products
- Types of customers, leading them in to a buyer process, understanding their needs both emotional and rational, finding a common language and building a lasting relationship.
- Overcoming any difficulties in sales
- Different Business cases that helps to develop sales and service skills, Role plays and actions

Ms. Nino Karseladze will hold the training course. Ms. Karseladze has significant professional experience in delivering business related trainings & workshops in Caucasus Region, she is the former EBRD consultant. Please find attached profile of Ms. Karseladze

Target audience – Sales consultants, Customer service specialists, and those ones who serve the customers and make sales.

Participation fee: ICC Members- 150 GEL

Non ICC Members- 200 GEL

Participation fee includes training materials and an official certificate of attendance.

Please kindly confirm your participation no later than October 14, 2016 18:00 at: [m.khokhobaia@icc.ge](mailto:m.khokhobaia@icc.ge)

Thank you very much in advance for your time and consideration.

## KPMG in Georgia adds a second Partner as business doubles



Over the last three years the revenues of KPMG in Georgia have doubled, reflecting growth in all service lines (Audit, Tax & Legal and Advisory). On 1 October 2016 Kakha Rukhadze will be officially promoted to Partner in the KPMG CIS LLP partnership, increasing the number of Partners in KPMG Georgia to two. This promotion is not only a reflection on Kakha, but of the confidence in Georgia and the professional services market generally. Tax professional, Kakha Rukhadze has been a key factor in KPMG Georgia's growth. Kakha joined KPMG Georgia in 2007, having spent several years with Alexandre Consulting and Gamma Limited as a tax consultant; his contribution to the development of KPMG over the last 9 years has been tremendous.

However, Kakha's contribution has not been limited to KPMG. Through his work with various organizations Kakha has played a big role in improving the Georgian business environment in the area of taxation. Kakha serves on the Board of the Georgian Federation of Professional Auditors and Accountants where he is the Head of the Taxation Committee. He is also an active member of the American Chamber of Commerce Commercial Law and Tax Committee and the Tax Committee of the Business Association of Georgia. He was also one of the authors and Editor-in-chief of "Comments on Tax Code of Georgia" (2012)

Managing Partner of KPMG in Georgia, Andrew Coxshall, commented, "Recently KPMG globally have adopted what is known as The KPMG Story; part of that story is our purpose: 'To inspire confidence and empower change'. When I think of Kakha he does both of these in a truly professional way. Through his work with the Georgian Revenue Service, various business associations, donor organizations and his in-depth knowledge of the Tax Code he inspires confidence by maintaining the balance between individuals, institutions and government, which is essential for a fair and thriving society. By adhering to the highest levels of integrity and professionalism and truly understanding the spirit of the law, Kakha empowers change in his team, in KPMG and in government. This is a well-deserved promotion for Kakha and I, together with the KPMG Georgia team, am immensely proud of this achievement."

Kakha Rukhadze stated, "I am very proud to work for KPMG in Georgia since the KPMG values align with my own; this means that sometimes clients will not like what you have to tell them and sometimes it means that the Revenue Service will fight hard to defend their position, but at the end of the day I believe that I act with Integrity, upholding professional standards and provide sound advice to our clients. Becoming a Partner brings additional responsibility as I take on more leadership roles both within the firm and outside and I hope that I can inspire not only the KPMG team, but our clients and others in Georgia (and elsewhere) to continue to develop the country and make Georgia even better in the future."

Giorgi Pertaia, the director of Georgian National Investment Agency congratulated Kakha and commented, "it gives me great pleasure to hear of Kakha Rukhadze's promotion to Partner with KPMG Georgia. I have known Kakha for many years and know him a real professional but also someone who works hard to promote Georgia to outside investors and to improve the business environment for the good of Georgia. He is someone who puts the interest of Georgia above his own interests and that of KPMG and that makes him stand out. Well done!"

## Saunders Group opens its new Office

On October 6, 2016 representatives of business society gathered for new office expansion opening of Saunders Group- an outstanding member of ICC Georgia. Mr. Michael Saunders- The CEO of the company gave a welcome speech to the attendees and presented a brief overview of the company. The Presentation was followed by reception with Champagne and canapes. Saunders Group is an engineering and design consultancy for construction, infrastructure and agricultural projects. Saunders Group is a company with the aim to fill the gap in professional management and consultancy services for infrastructure projects. The Company was formed by Dr. Michael Saunders and is growing rapidly, today employing over forty specialist staff in engineering, administration and financial management. Saunders Group currently cooperates with international Consultancies.

