



ANNUAL FORUM: THE GEORGIAN ECONOMY - PROSPECTS AND CHALLENGES

MAY 20-21, 2017 TBILISI, GEORGIA RADISSON IVERIA BLU HOTEL

We are happy to invite you to the annual forum titled "Georgia's Economy: Challenges and opportunities for Businesses", which will take place on March 20-21, 2017, in Tbilisi, Georgia.

The purpose of the annual forum "Georgia's Economy: Challenges and opportunities for Businesses" 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 financial sphere, etc.

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

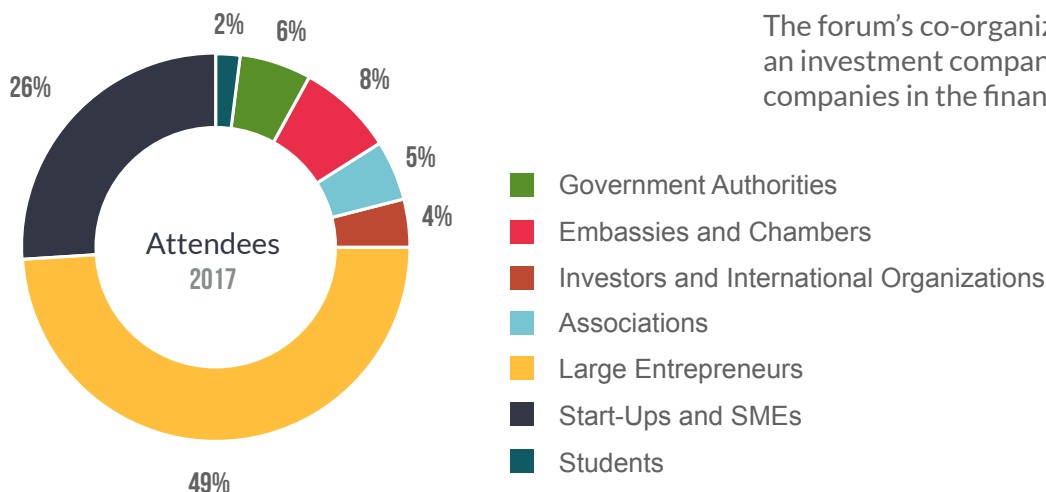
Investors will have the opportunity to address questions to government and business representatives regarding concrete spheres or the business environment, and in parallel with the forum will likewise have the opportunity to meet one-on-one in a designated meeting room with representatives of projects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

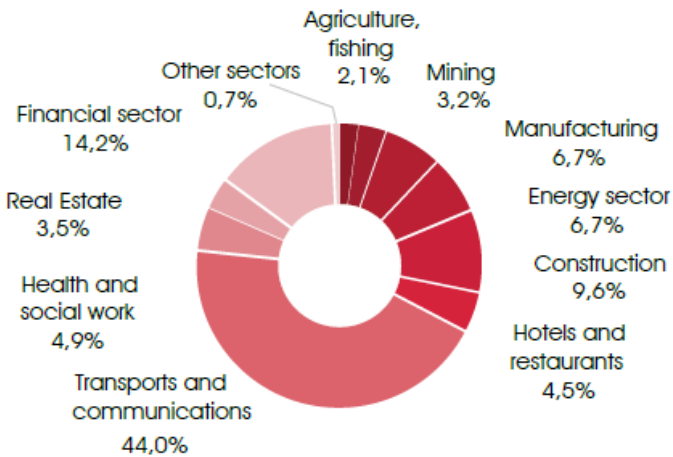


WHY TO INVEST IN GEORGIA

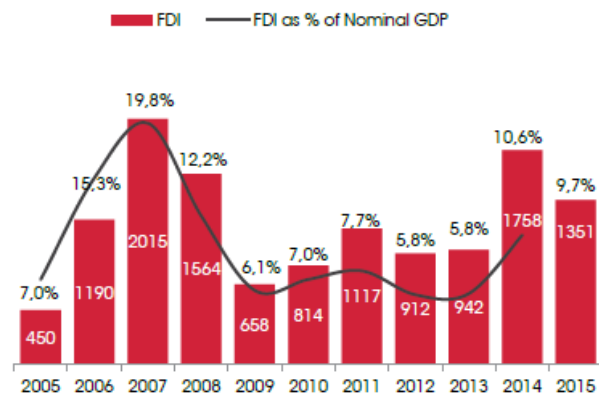
- A politically stable, corruption-free investment destination
- Efficient, pro-business government
- Enlargement of market size through Free Trade Agreements
- Entry gate in the region
- Solid sovereign balance sheet
- Stable banking sector
- Most secure country in the world
- 23rd position by economic freedom
(Source: *The Heritage Foundation, Index Of Economic Freedom 2016 (Rank out of 178 countries)*)
- 8th 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

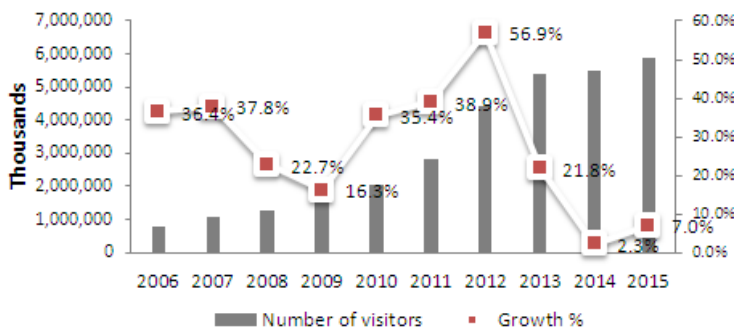
FDI BREAKDOWN BY SECTORS 2015



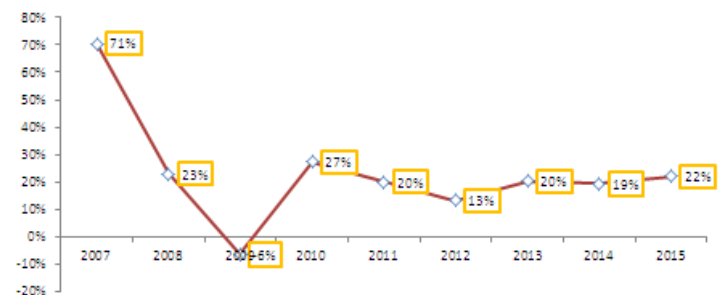
FDI BY YEARS



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)

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. Giorgi Pertalia / Chairman of Georgian National Investment Agency
Mr. Zurab Alavidze / Minister of Regional Development and Infrastructure of Georgia
Ms. Natia Turnava / Deputy CEO of Partnership Fund

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

GEORGIAN ECONOMY: CHALLENGES AND PROSPECTS FOR BUSINESS

March 20, 2017

Radisson Blu Iveria Hotel

ROOM 1

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

ROOM 2

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

ROOM 3

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

GEORGIAN ECONOMY: CHALLENGES AND PROSPECTS FOR BUSINESS

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. Giorgi Kintsurashvili /Head of Strategic Development, GITA
Mr. Mikheil Chelidze / President, Georgian SME Association (GSMEA)

Private Equity and technological brokers - the global experience and practice

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

Mr. George Akirtava / Vice President Wells Fargo

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 Organizations

16.50 – 17.00 **Conclusion**

Mr. Aieti Kukava / CEO, JSC BIA

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March 21, 2017
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FOR BUSINESSMEN AND INVESTORS

- 10:00 - 13:00 **Business tours of several companies**
- 13.00 - 14.30 **Lunch with businessmen, investors and government authorities**
- 14:30 - 18:30 **Wine tour in Kakheti and dinner in the restaurant "GVIRABI"**

FOR THE FAMILIES OR COMPANIONS OF THE BUSINESS GUESTS

- 10:00 - 18:30 **Various tours and excursions upon choice**