

2016

Annual Report

ENTERPRISE GEORGIA



ENTERPRISE GEORGIA

About us

Enterprise Georgia is the first government institution in Georgia mandated to facilitate export and private sector (and in particular SME) development through a variety of financial and technical support mechanisms.

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Address by the Minister of Economy and Sustainable Development of Georgia

The main priority of our economic policy is the development of private sector in the country that comes with decreased unemployment, reduced poverty and population welfare improvement.

We understand that private sector development is impossible without appropriate business climate, hence the main objective of the Government of Georgia, is to see and tackle its weaknesses and limitations with tools like access to finance, consultations, access to infrastructure and enhancement of overall entrepreneurial culture in the country. We intend to improve the competitiveness of Georgian economy on regional and global levels, to develop foreign trade and economic cooperations, to make manufacturing more export-oriented and to attract foreign direct investments into production of high value-added goods. We focus on the implementation of modern and innovative technologies as well as the development of service sector, which will ensure public participation in the economic development processes.

Enterprise Georgia was created in 2014 and is the first institution in the country facilitating private sector development. The main directions of the Agency are access to finance, consultations and export promotion. Enterprise Georgia is the key implementer of the government program "Produce in Georgia".

The Government of Georgia's business support initiatives have proven to be very successful: in the frames of "Produce in Georgia" as well as other government programs, in 2016, 361 new enterprises started their production and 782 enterprises were expanded/upgraded, with total employment amounting to 25 000. 81 state-owned properties were privatized for further development. Loans issued by the financial institutions amounted to GEL 4 billion, while the co-financing from the government went up to GEL 778 million.

When it comes to the development of trade policy and export promotion, one of the main conditions for success is adequate opportunities for international trade ensured by the Government. I would like to highlight the steps taken in this direction, which ultimately resulted in further diversification of export markets for Georgian products.

I would like to emphasize that we are continuing to work towards the integration into foreign markets and the creation of free trade regimes. At the same time, big steps have been taken

in terms of increasing the competitiveness of Georgian export products. All this echoes in our mission and vision and serves the stable development of trade and economic relations, which, in turn, will contribute to export and investment flows.

As for the future plans, we start 2017 with very positive news for entrepreneurs. We decided to combine the entrepreneurship support programs implemented by Enterprise Georgia, Georgian Innovation and Technology Agency, Agricultural Projects Management Agency and Partnership Fund ("Produce in Georgia", United AGROPROJECT, micro and mini grants, "Startup Georgia", "Plant the Future", etc.) under one umbrella - "Produce in Georgia", which will make it even more tailored to the needs of the private sector, increase efficiency and flexibility and facilitate the formation of a structured system.

Consequently, we are creating a unified information space, information center, where any interested entrepreneur will be able to obtain information about government-initiated financial and technical assistance mechanisms. The information center will be based on the single-window system, which will accelerate the process of obtaining the necessary information for entrepreneurs.

In the end, I would like to say, that the priorities mentioned will stay on the agenda in 2017 – even more efforts will be directed towards export promotion, private sector development and enhancement of entrepreneurial culture and business knowledge in Georgia.

Giorgi Gakharia

Minister of Economy and
Sustainable Development of Georgia



Address by the Vice Minister of Economy and Sustainable Development of Georgia

It is an honor for me to summarize the work that has been done by Enterprise Georgia and to talk about one of the most successful government initiatives "Produce in Georgia".

It has been slightly more than 2 years since we launched "Produce in Georgia" and the program proved to be an effective mechanism for promoting and supporting private sector development. The program currently has 220 projects in the portfolio, with total investment value of GEL 493.3 million, total amount of loans issued by commercial banks amounting to GEL 266.4 million, and most importantly accounting for 10 075 new jobs.

We are glad that the program has very positive economic impact - GEL 1 subsidized from the government budget amounts for an investment of at least GEL 10 and provides incentives for issuing additional GEL 8 of commercial loans.

By the end of 2016, we have 10 companies that fulfilled their 2 year obligations under the program. Total investments of the above mentioned 10 projects is GEL 50 million, more than 300 people are now employed by the companies with average salary being GEL 800, and the amount of money received within the program has already been returned to the budget in form of taxes.

I am truly proud that "Produce in Georgia" beneficiaries achieved significant results in a very short period of time. Ltd. "Denola" is one of the examples - the company invested USD 2 million in the project, employed 50 people, became the first producer of foam rubber in Georgia and currently dominates the market with 60% share. With the support received under "Produce in Georgia" Ltd. "Denola" made it possible to buy foam rubber that is produced in Georgia.

I would also like to mention that the program covers innovative and high-tech fields, such as chemicals and pharmaceuticals production. Recently Ltd. "Hemoline" opened the first blood collection center in the post-Soviet area, a place where plasma is processed and exported to the European market. Ltd. "Tissue Paper" with the investment of USD 3.4 million and 100 people employed managed to start the recycling of waste paper. The company produces a variety of hygienic paper and penetrates domestic market step by step.

It must be highlighted that sound financial and technical assistance mechanisms offered by Enterprise Georgia to SMEs

made access to finance much less painful and further enhanced the favorable business climate created by the Government of Georgia.

2016 was a year of new initiatives. The dedication and hard work of the young professionals at Enterprise Georgia, made it possible to successfully implement 2 new components - "Film in Georgia" and "Host in Georgia".

In 2016 Enterprise Georgia adopted Creative Industries Development Initiative. Besides supporting fashion, film, design and other industries, our goal is to encourage talented individuals to commercialize their talents and potential and contribute to national economic development. Enterprise Georgia actively supported Tbilisi and Mercedes Benz Fashion Weeks by inviting top international buyers to the country, creating a unique opportunity for Georgian designers to share their works with the best from the fashion world.

In the coming year, Enterprise Georgia plans to further advance its activities directed towards the promotion and development of export-oriented companies and to implement targeted marketing programs aimed at pre-defined sectors and markets.

In addition, one of the main objectives of 2017 is to improve the competitiveness of the Georgian private sector and support internationalization of national companies.

We are official partners of BuyBrand Expo 2017 - international franchise exhibition held in the Caucasus region in May 2017. This is a logical continuation of our 2 year franchise project, which has been carried out in cooperation with our US partners.

The partnership with German and Japanese partners also has positive results. We have implemented a number of mechanisms to provide technical assistance to businesses and we will continue our cooperation the next year.

Ketevan Bochorishvili

Vice Minister of Economy and Sustainable Development of Georgia



Message from the Director

I would like to start by thanking Enterprise Georgia staff for making it possible for me to sum up a very successful year of 2016. I am proud to say that these are people standing behind and supporting every single step taken by the agency. Professionalism, dedication and hard work resulted in more startups, expansions of existing businesses, positive export numbers, and overall enhancement of entrepreneurial culture in the country.

Being the first state agency mandated to facilitate private sector development in the country Enterprise Georgia employs different approaches and mechanisms to support Georgian entrepreneurs. We help SMEs expand and enhance operations, become more market oriented, and turn new ideas into profitable businesses by offering them financial and technical assistance tools.

For over 2 years we have been successfully implementing the government program “Produce in Georgia” that focuses on the development of private sector in the directions of industrial manufacturing and agro-processing. Within the frames of “Produce in Georgia” Enterprise Georgia supported 150 businesses, with total investment value amounting to GEL 215.5 million and 6 498 new jobs created. Since launching the Hotel Industry Development Component at the beginning of the year we have supported 15 projects with total investment value being GEL 29,4 million, 452 new jobs and 432 new rooms.

Enterprise Georgia has always been very active in the regions – for the last 2 years we have been successfully implementing Micro and Small Business Support program in different parts of the country. The program is a unique mechanism that uses grants and business consultations for new and existing entrepreneurs in the regions and results in diversification of regional goods and services, promotion of modern business practices and increase in the income level of local population. We have very exiting achievements with 4876 beneficiaries financed and 8 880 entrepreneurs consulted across the country.

Technical assistance is one of the main tools employed by the agency to support private sector in the country. Besides daily consultations provided by Enterprise Georgia’s qualified Service Center staff, we undertook several activities within the frames of our Technical Assistance Strategy.

Enterprise Georgia has become an official partner of “Fit for partnership in Germany” program that made it possible for 18 Georgian companies to participate in a 1 month training course for managers in Germany.

2016 is also marked by the first B2B meeting organized by Enterprise Georgia for our beneficiaries. We took a targeted approach towards the selection of the participants to make the forum as efficient as possible. Entrepreneurs were offered an opportunity to establish new contacts and increase awareness about their products and services among potential buyers.

Export promotion has been the cornerstone of the agency since its creation and 2016 was not an exception. 100 Georgian exporters participated in international trade fairs, trade mission and other events organized or supported by Enterprise Georgia and as a result established more than 1000 new contacts and signed contracts worth of GEL 55 million.

In 2016 Enterprise Georgia introduced Creative Industries Development Initiative that already incorporates very successful “Film in Georgia” cash rebate program and cooperation with Fashion Weeks to promote Georgian designers and apparel manufacturers among other activities.

2017 will be the year of positive changes for the government program “Produce in Georgia” – only loans issued in national currency will be eligible for the program. This will tackle the issue of exchange rates fluctuations and risks associated with it. Besides the above mentioned, infrastructure services component will be added to the program, that entails the obligation from the Government to render necessary infrastructure services to the businesses. At the same time Enterprise Georgia will continue offering sound financial and technical tools to new and existing enterprises.

In 2017 Enterprise Georgia plans to continue implementation of Micro and Small Business Support Program in the regions, we will put a greater emphasis on ensuring that the benefits of our programs flow to all parts of Georgia.

We will dedicate more efforts towards the development of Creative Industries in the country. In 2017 we will continue the promotion of Georgia as the Eastern European Filming Destination, will cooperate in more aspects with fashion and apparel industry representatives and have exciting plans for promoting Georgia as the country with huge creative potential.

Ani Kvaratskhelia
Director

Vision

Private sector driven and
export-led economy

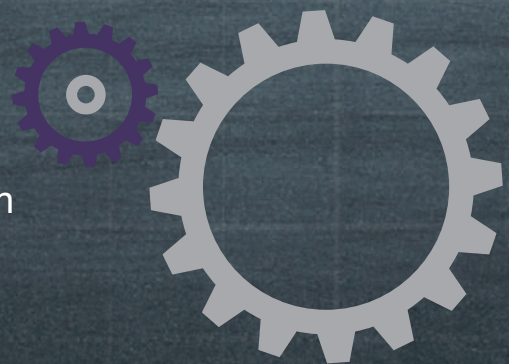


Mission Statement

Support Georgian enterprises
increase profits and become
globally competitive

Values

- Innovation and creativity
- Efficiency, result orientation & passion
- Customer satisfaction
- Shared values and vision
- Employee recognition

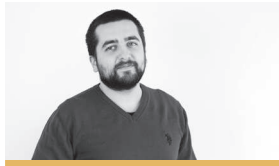


Our Team

Enterprise Georgia is not an abstract legal entity. Enterprise Georgia is its people – a team of young and motivated individuals whose hard work, enthusiasm and commitment ensures the success of the Agency.



Ani Kvaratskhelia
Director



Dato Makashvili
Export Development Manager



Nino Orkoshneli
Service Center Operator



Tsotne Amashukeli
Export Development Manager



Sofiko Kiria
HR Manager



Ana Ugulava
Assistant to Director



Boka Tabatadze
Chief Analyst



Nugzar Udzilauri
Chief Accountant



Sophio Bendiashvili
Head of Creative Entrepreneurship
and Service Development



Mariam Lortkipanidze
Chancellery



Davit Shiolashvili
Head of Research, Analysis
and Monitoring



Nutsa Kistauri
PR Manager



Shalva Japaridze
Micro Project Manager



Ketevan Chukhua
Project Manager



Otar Antia
Head of Entrepreneurship
Development



Avtandil Ghoghoberidze
Business Development Advisor



Tatia Bidzinashvili
Film in Georgia Advisor



Teona Babunashvili
Business Development Advisor

We Work...

In a nurturing environment where opportunities are offered, skills are stretched and excellence is rewarded.



Ia Gigolashvili
Accountant



Irina Mezurnishvili
Business Development Advisor



David Mamardashvili
Deputy Director



Giorgi Svanidze
Micro Business Development
Advisor



Giorgi Chitashvili
Deputy Director



Lika Mezvrishvili
Marketing Manager



Mariam Turnava
Export Development Manager



Nino Skhirtladze
Head of International Relations



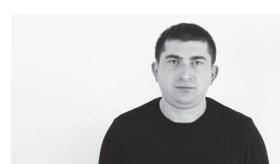
Elene Chkhaidze
Analyst



Levan Tsikolia
Procurement Manager



Konstantine Mdinardze
Head of Export Development



Giga Kharchilava
Office Manager



Irine Giorgidze
Micro Business Development
Advisor



Marlen Antia
Driver



Tinatin Rostiasvili
Service Center Operator



Mikheil Khizanishvili
Driver

Government Program “Produce in Georgia”



In June 2014 the Ministry of Economy and Sustainable Development of Georgia, together with the Ministry of Agriculture, launched a new government program “Produce in Georgia”. The program is directed towards the development of entrepreneurship through establishing new enterprises, advancing existing ones and promoting entrepreneurial culture in the country.

The program also focuses on increasing the competitiveness of private sector and enhancing country’s export potential.

Produce in Georgia incorporates 3 components:

- Access to finance
- Access to infrastructure
- Consulting services

Program is implemented by 3 state agencies:



Enterprise Georgia is the key implementing partner of “Produce in Georgia” and is responsible for the access to finance and technical assistance components of the program. Throughout 2016 Enterprise Georgia successfully supported businesses operating in such diverse sectors as: food and beverages, pharmaceuticals, chemicals, construction materials, apparel, wood processing and others.

Produce in Georgia in Numbers*



220
PROJECTS



₾ 493 310 000
**TOTAL
INVESTMENTS**



10 075
NEW JOBS



₾ 266 390 000
**TOTAL LOAN
VOLUME**



PRODUCE IN GEORGIA

* Numbers reflect portfolio of all 3 state agencies involved in "Produce in Georgia": Enterprise Georgia, National Agency of State Property and Agricultural Projects Management Agency



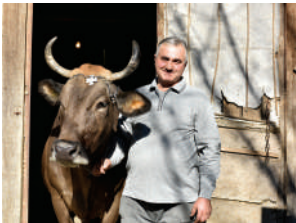


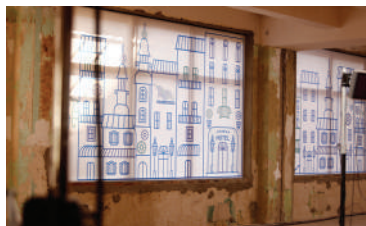


Supporting Micro and Small Businesses

Enterprise Georgia has been successfully implementing Micro and Small Business Support program as part of "Produce in Georgia" since 2015. The program is designed to render financial support and consultations to micro and small businesses across Georgian regions. The main objectives are diversification of regional goods and services, promotion of modern business practices and increase in the income level of the local population.

Financial assistance entails ₾ 5 000 - 15 000 grants for start-ups or expanding companies while technical support offers individual and group consultations where entrepreneurs have an opportunity to get relevant business knowledge.

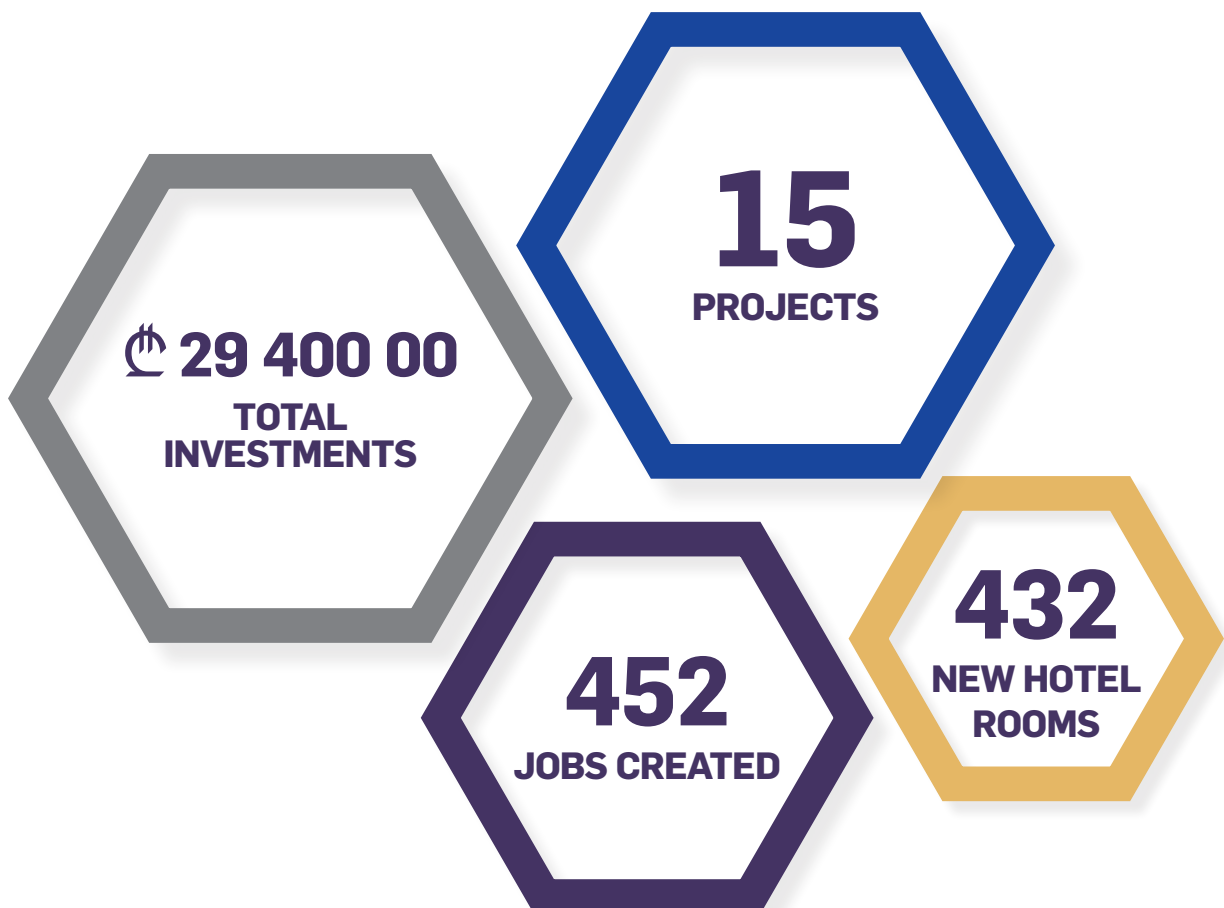




Supporting Hotel Industry Development

Since 2016 entrepreneurs have an opportunity to benefit from the new component “Produce in Georgia” – “Host in Georgia”. According to the Government decision and based on the market demand hotel development scheme was introduced to promote the hospitality business across the country, attract more tourists, support the entrance of international brands, increase the overall standards in the hotel industry as well as to create jobs and develop each region of Georgia.

Beneficiaries receive financial and technical assistance from Enterprise Georgia.



Export Promotion

Export development is one of the main priorities of Enterprise Georgia. The Agency ensures that via involvement in international fairs and trade missions companies are given the opportunity to introduce products to targeted audience, increase awareness, establish new contacts, strengthen existing cooperation and most importantly observe competitor activities and see new trends on the market. Trade missions and fairs have been just a small part of other activities directed toward Georgian exporters - significant steps were taken in terms of export education, consulting, marketing, online promotion of Georgian products and consultations.

The main objectives of our export support activities are:

- Popularization of national exports
- Diversification of export markets, products and services
- Increase of export share

The main support mechanisms implemented by us are:

- Participation in international fairs
- Participation in inbound and outbound trade missions
- Access to relevant knowledge
- Access to information on relevant export markets
- Trade portal www.tradewithgeorgia.com

Throughout 2016 the Agency created a number of opportunities for export oriented companies and the efforts turned out to be highly successful.

New export markets	10
Number of participants in international export events	100
Number of new contacts obtained at export event	> 1000
Approximate value of international deals	> ₾ 55,000,000
Consultations on DCFTA	> 220

Export in Numbers



Creative Industries Development

In 2016 Enterprise Georgia introduced new initiative – Development of Creative Industries. The main purpose of the initiative is to identify and tackle the issues creative industries face nowadays as well as to promote Georgia as the country with substantial creative potential. The Agency has already started working on fashion and film industries and has ambitious future plans.

Film in Georgia

Discover Georgia – Eastern European Filming Destination

"Film in Georgia" is a joint initiative of the Ministry of Economy and Sustainable Development of Georgia and the Ministry of Culture and Monuments Protection of Georgia. The program is implemented by Enterprise Georgia as part of its Creative Industries Development Initiative.

"Film in Georgia" offers 20-25% cash rebate on qualified expenses incurred in Georgia and aims to support the development of Georgia's film industry, attract international filmmakers to the country and position Georgia as the main Eastern European Filming Destination.

Production Assistance

To create a favorable environment for producers and remove bureaucratic obstacle that may occur during the production process Enterprise Georgia offers the following services:

- Location scouting
- Assistance in procurement of permits
- Coordination and communication with various stakeholders

Results

The incentive has already attracted five productions, all have been completed. The accumulated spending of all of these productions has amounted to GEL 7 305 065 with qualified expenses incurred in Georgia – GEL 5 889 670 and up to 1000 local staff employed.

Projects



Machine

Famous Indian producers brothers Abbas and Mustan Burmawalla were one of the first to see the filming potential of Georgia and after entering “Film in Georgia” program started shooting their romantic thriller “Machine” in Batumi and Mestia. The filming process started on May 24, 2016 and lasted 65 days. Georgian production company “Betterfly” was chosen by the brothers to assist in the production process.

Besides top Indian actors, like Mustafa Burmawala, Kiara Advani, Ishan Shankar and Carla Dennis, 70 Georgian actors performed in the movie, while 200 crowd scene actors were hired to participate in the shooting.

As Burmawalla brothers explained in their interview to Bombay Times, Georgia was chosen as the filming location because: “It’s all about presentation today, the film needs to be glossy and visually appealing”.

The Clown

The first feature film by Director/Actor Anthony Lucero, "The Clown" starring Lily Collins, Pål Sverre Hagen, Holli-day Grainger and János Derzsi was mostly shot in Georgia. Production began on August 8th 2016 and lasted 40 days, spending a total of close to GEL 2 million in the country and taking advantage of "Film in Georgia" cash rebate.

Anthony Lucero chose Georgian production company "Misty Don" as a local partner in the filming process.

Georgian actors Nutsa Kukhianidze and Qeti Mchedlishvili were asked to perform in the movie.



My Happy Family

"My Happy Family," the somewhat attenuated second feature from Nana Ekvimishvili and Simon Gross is the exploration of Georgia's distaff side with a low-key, slice-of-life look at a middle-aged woman who leaves her husband. Main parts are played by Ia Mughliashvili and Merab Ninidze with the total cast amounting to around 100 actors.

The filming process lasted 3 months and took place in different parts of Tbilisi.

Gautamiputra Satakarni

On July 6, 2016 Georgia became the filming destination for the Indian historic movie “Guatamiputra Satakarni”.

Mountain regions of Georgia turned out to be the perfect location to shoot mass – battle scenes depicting Indian and Greek martial arts with Georgian actor Davit Manucharov playing one of the leading part and over 400 Georgian actors participating in mass scenes.

Producers received what they opted for when choosing Georgia – film tuned out to be truly impressive.

Georgian production company “Sarke Studio” assisted Indian filmmakers in the shooting process.

It should be noted that “Eagle Production” has already received the cash rebate for “Guatamiputra Satakarni”.

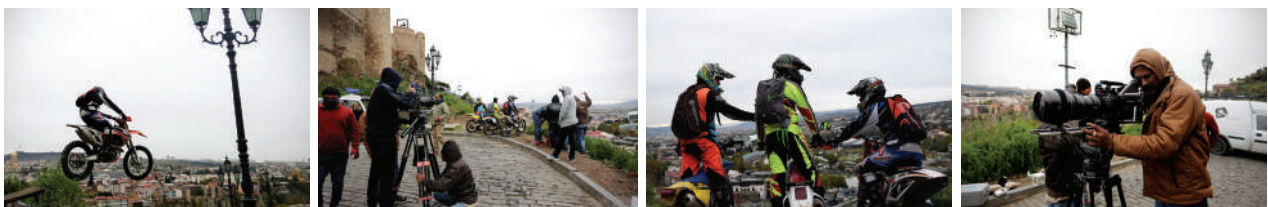


Garuda Vega

The newest addition to the “Film in Georgia” impressive portfolio is Indian movie “Garuda Vega”.

The shootings lasted for 1 month and took place in several region of Georgia, namely: Borjomi, Kakheti, Chiatura, Batumi and Tbilisi; spending a total of close to GEL 790 000 and starring 20 Georgian actors.

Georgian production company “Sarke Studio” assisted Indian filmmakers in the shooting process.





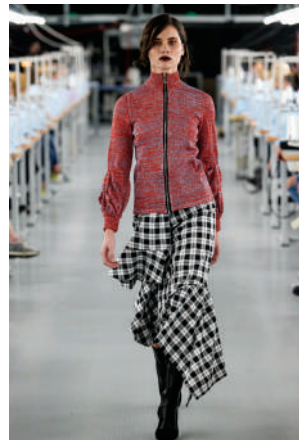
Fashion Industry

Enterprise Georgia has always been an active supporter of Georgian fashion and apparel industries and the efforts increased after the adoption of Creative Industries Development Initiative in 2016.

This year the Agency supported both Tbilisi and Mercedes Benz fashion weeks by inviting 21 international buyers from top showrooms and department stores, such as Saks Fifth Avenue – Almaty, Portrait Store, PODIUM MARKET, KUZNETSKY MOST, Al Duca d’Aosta VENEZIA, Eisenstein London, La Rinascente, M Collective Store/Milan, Lane Crawford / Milan, AIZEL Moscow. Buyers observed the latest collections of Georgian designers and visited apparel factories. The main purpose of our partnership with Fashion Weeks is to promote Georgian designers on international fashion arena and introduce apparel manufacturing opportunities to international guests.

Both Fashion Weeks received media coverage with titles like **“Step Aside, Demna: Meet Mariam Gvasalia, and More of Tbilisi’s Best Up-and-Coming Designers”** (Wmagazine.com); **“Georgia Just Might be the Fashion Capital of Eastern Europe”** (Observer.com); **“The Hottest Women from Tbilisi Fashion Week S/S 17”** (GQ UK), **“Georgia is Trending”** (Calvertjournal.com) and even more flattering articles in Elle, Vogue IT, Grazia, Harpers Bazaar KZ, Marie Claire, Forbes.com, Crfashionbook.com among many.

“We are excited that Georgian designers are now represented in such online stores as FarFetch.com, Modaoperandi.com and Yoox.com. It is a huge argument in favor of the quality and style of Georgian designer pieces. We plan to continue supporting Georgian fashion industry in 2017” – notes Ani Kvaratskhelia, Head of Enterprise Georgia.





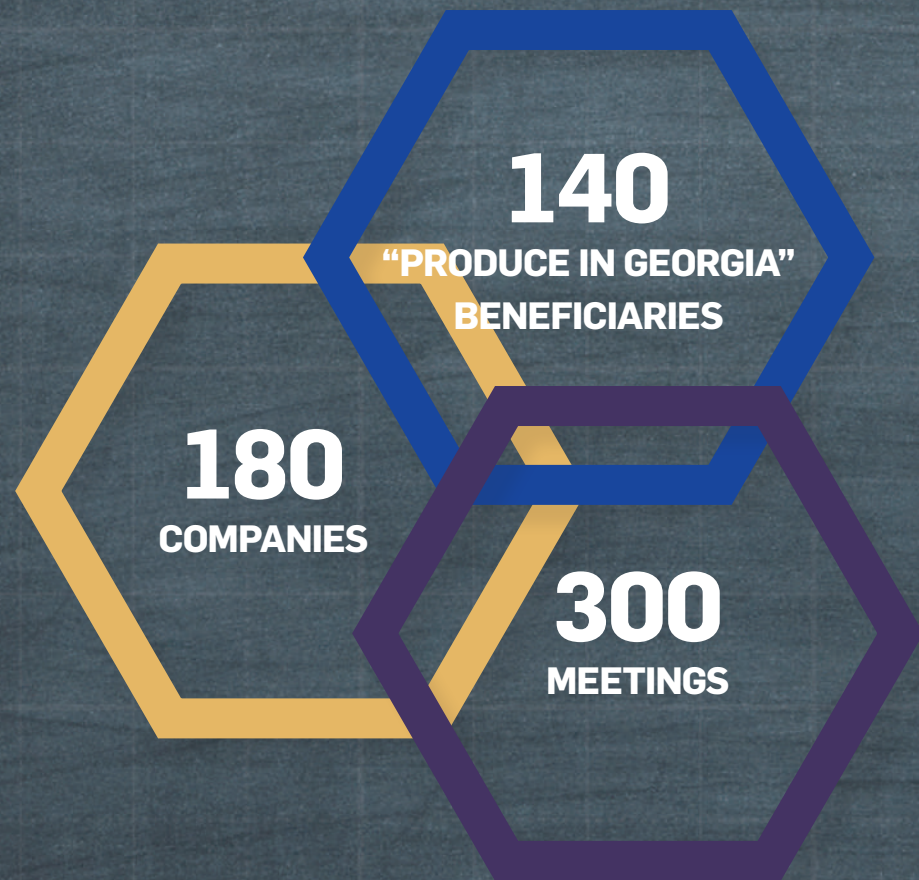
“Think Globally, Buy Locally” for InsideOut Project

INSIDE OUT is a global platform for people to share their untold stories and transform messages of personal identity and social statements into works of public art. Enterprise Georgia became part of InsideOut with “Think globally, buy locally” campaign. Portraits of Georgian entrepreneurs holding their products were placed in the central streets of Tbilisi to increase awareness among local population and support national production.

“Think globally, buy locally” will not stop on InsideOut project. It is a social campaign directed towards the popularization of Georgian products and enhancement of entrepreneurial culture in the country and the Agency has ambitious plans to make it a sustainable long-term initiative.



**Think Globally,
Buy Locally**



B2B Forum

On November 28, within the frames of the government program “Produce in Georgia” Enterprise Georgia organized the first B2B meeting attended by the beneficiaries of the program as well as the companies operating on the Georgian market. Enterprise Georgia took a targeted approach towards the selection of the participants to make the forum as efficient as possible.

Entrepreneurs were offered an opportunity to establish new contacts and increase awareness about their products and services among potential buyers.

B2B Forum hosted more than 180 companies and around 300 meetings took place during the day. Building materials, packaging, food and beverage industry players had an opportunity to meet with such retail giants as “Goodwill”, “Fresco”, “Smart”, “Foodmart” and others.

The event was a huge success and the Agency decided to make it an annual one.



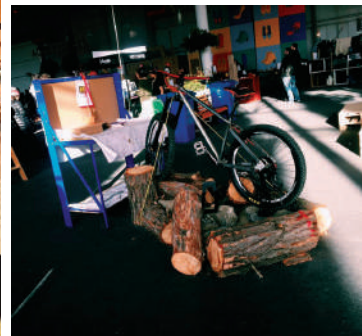
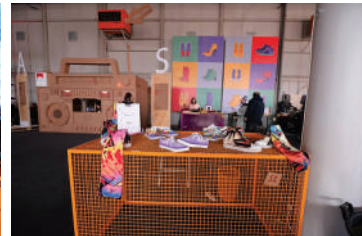


Startup Market Expo

Enterprise Georgia supported Startup Market Expo which took place in a huge pavilion of Expo Georgia and lasted 2 days (17-18 December).

The market united 16 upcoming and already experienced entrepreneurs from different industries, offering them a multi-functional, free and alternative trading space, with the ambition to change the existing business ecosystem in the country.

Clothing and accessories, jewelry, shoes, woodcraft, ceramics, enamel, furniture, home décor, art, beauty, food and grocery, innovations, online businesses, and sports were presented for thousands of guests to browse, taste and buy. Tasty food and trendy music were additional perks of already fun event.





Business Award 2016

Enterprise Georgia supported “Business Award” ceremony in Georgia organized by TBC Bank and Geocell and directed at recognition and encouragement of local startups. The award is a major step in promoting success, innovation and entrepreneurial culture in the Georgian business community.

Enterprise Georgia was actively involved in the promotional activities and the selection process. 523 startups registered to get a chance to win while 3 finalists were selected for each category.

Companies had an opportunity to enter the following categories:

- Hospitality Business of the Year
- Agro Business of the Year

- Georgian Product of the Year
- Innovative Business of the Year
- Small Business of the Year
- Entrepreneur of the Year
- People’s Choice

The winner of Agro Business of the Year was announced by Ms Kvaratskhelia and turned out to be bio products company Ltd BPC.

“I truly believe “Business Award” is one of the most effective stimuli for Georgian SMEs to improve their operations and results. I am happy that the Award has become an annual event” - states Ms. Kvaratskhelia.



Statistics

Enterprise Georgia in Numbers

Benefited from financial support	3,370
Facilitated loans volume	₾ 232 mln
Facilitated investments	₾ 385 mln
Facilitated new jobs	> 15,000
Trainings provided to SMEs	> 9,000
Consultations provided to SMEs	> 15,000
Consultations on DCFTA (2016)	> 220

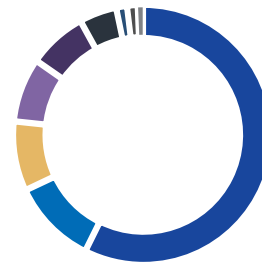
Industry Statistics (SME share)	2013	2015
Turnover	10.6%	11.4%
Production value	11.8%	14.3%
Employed persons	28.7%	31.5%
Value added	11.3%	13.3%
Investment in fixed assets	2.9%	10.5%
Commercial banks business loans	36.2%	42.9%

“Produce in Georgia” – Industrial Manufacturing (Access to Finance)

Number of projects	150
Loans	₾ 215.5 mln
Facilitated investments	₾ 328.5 mln
Start ups	62
Expansions	88
Employment	6,498

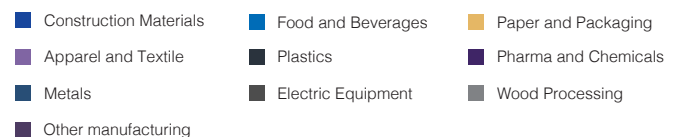
Projects by Regions

Tbilisi	86
Kvemo Kartli	16
Adjara AR	13
Mtskheta-Mtianeti	12
Imereti	11
Samegrelo-Zemo Svaneti	7
Kakheti	2
Shida Kartli	2
Racha-Lechkhumi and Kvemo Svaneti	1



Investments by Sectors

Construction Materials	20.3%
Food and Beverages	20.0%
Paper and Packaging	15.6%
Apparel and Textile	9.6%
Plastics	8.6%
Pharma and Chemicals	8.1%
Metals	7.5%
Electric Equipment	4.2%
Wood Processing	0.5%
Other manufacturing	5.5%



Hotel Industry Development

Number of projects	15
Loans	₾ 16.3 mln
Facilitated investments	₾ 29.4 mln
New hotels	14
Expansions	1
New hotel rooms	432
Employment	452

Projects by Regions

Samtskhe-Javakheti	5
Mtskheta-Mtianeti	4
Guria	2
Racha-Lechkhumi and Kvemo Svaneti	1
Kakheti	1
Adjara AR	1
Samegrelo-Zemo Svaneti	1



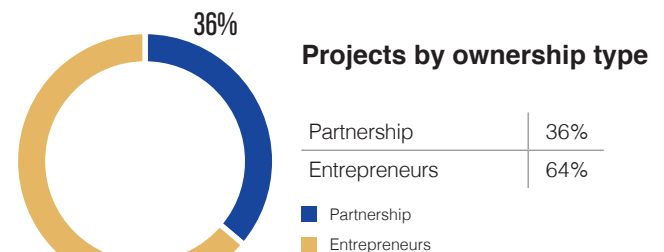
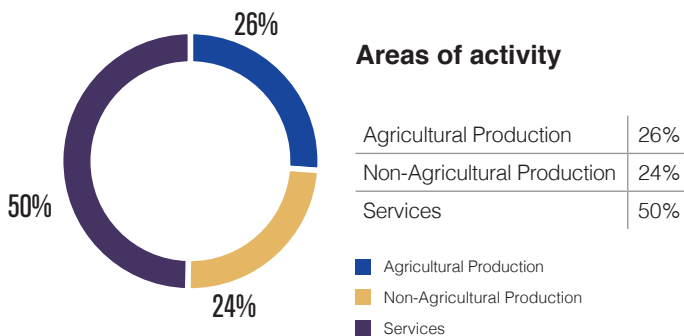
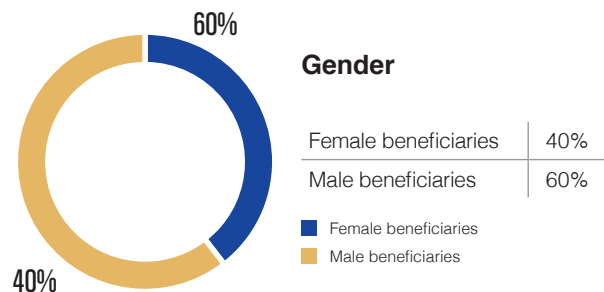
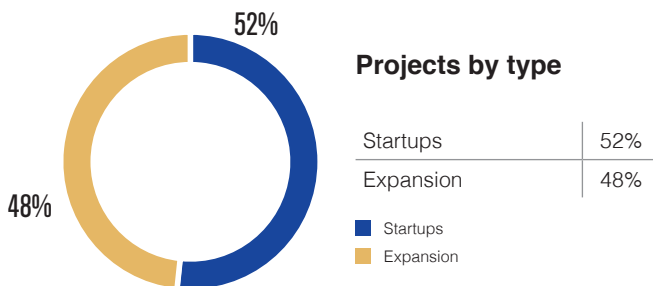
New Rooms by Regions

Samtskhe-Javakheti	165
Mtskheta-Mtianeti	119
Guria	80
Samegrelo-Zemo Svaneti	24
Racha-Lechkhumi and Kvemo Svaneti	18
Adjara AR	16
Kakheti	10

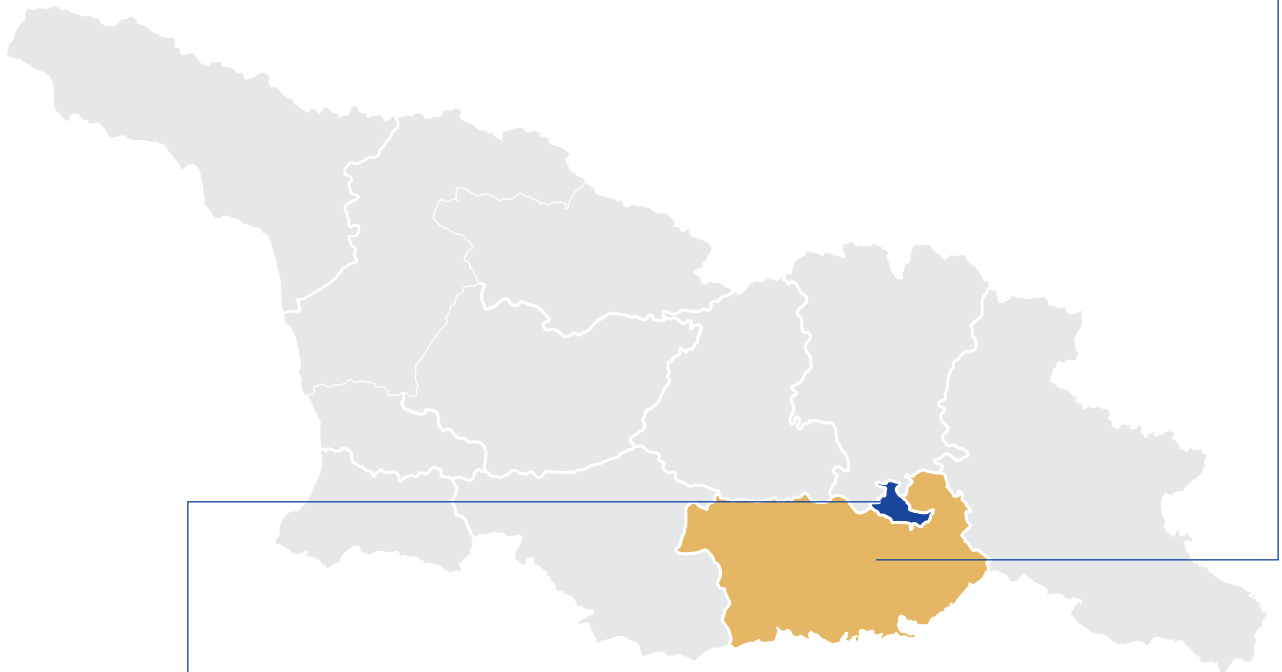


Micro and Small Business Support

	Sum	%
Number of Projects	3,205	
Grant amount	₾ 22.9 mln	
Beneficiaries	4,876	
Female beneficiaries	1,927	40%
Male beneficiaries	2,949	60%
Beneficiaries trained	8,880	
Agricultural production	838	26%
Non-Agricultural production	775	24%
Agricultural and non-agricultural services	1,592	50%
New jobs	5,464	
Startups	1,656	52%
Expansion	1,549	48%
Average grant amount per beneficiary	₾ 4,705.23	
Average grant amount per project	₾ 7,158.41	
Average project investment volume	₾ 8,590.09	
Total investment volume of projects	₾ 27.6 mln	



Statistics by Regions



Tbilisi

“Produce in Georgia” — Industrial Manufacturing

Number of projects	86
Loans	₾ 135,301,719.63
Investments	₾ 187,782,496.88
Employment	3,034

	New	Expansion
	32	54
Investments	₾ 90,959,932.48	₾ 96,822,564.40
	48.4%	51.6%

• Kvemo-Kartli

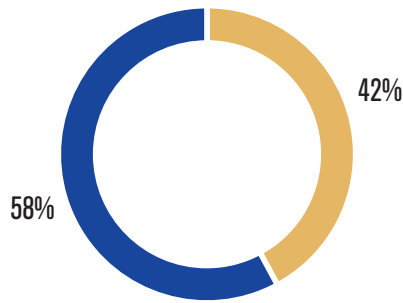
“Produce in Georgia” – Industrial Manufacturing	
Number of projects	16
Loans	₾ 17,449,264.02
Investments	₾ 27,449,394.81
Employment	598

	New	Expansion
	9	7
Investments	₾ 14,852,676.80	₾ 12,596,718.01
Investments by Sectors		
Metals	43.8%	
Construction Materials	21.1%	
Electric Equipment	17.5%	
Other manufacturing	13.6%	
Apparel and Textile	2.2%	
Plastics	1.8%	

Micro and Small Business Support (all stages)	
Number of Projects	219
Beneficiaries	347
Grant amount	₾ 1,694,010.00
Trained beneficiaries	559
Employees	350
Average Grant Amount per beneficiary	₾ 4,881.87
Average Grant Amount per project	₾ 7,735.21
Average Project Investment volume	₾ 9,282.25
Total Investment Volume of projects	₾ 2,032,812.00

Gender

Micro and Small Business Support (all stages)

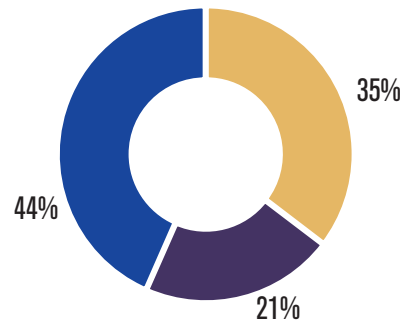


Female beneficiaries	42%	211
Male beneficiaries	58%	290

- Female beneficiaries
- Male beneficiaries

Areas of activities

Micro and Small Business Support (all stages)



Agricultural Production	110
Non-Agricultural Production	66
Services	135

- Agricultural Production
- Non-Agricultural Production
- Services

Projects by type

Micro and Small Business Support (all stages)

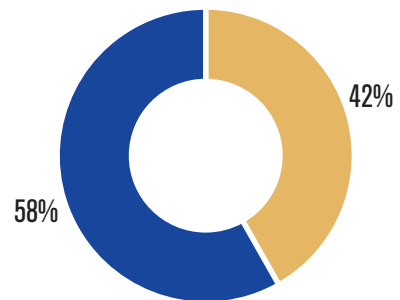


Startups	103
Expansion	208

- Startups
- Expansion

Projects by ownership type

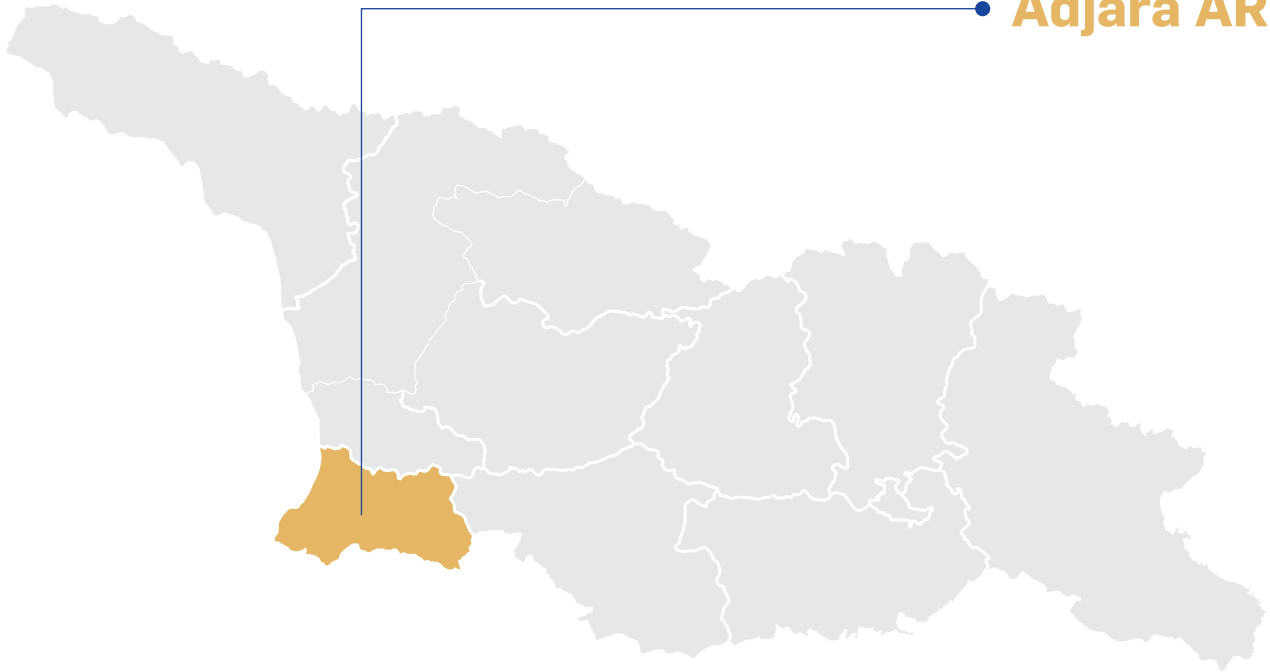
Micro and Small Business Support (all stages)



Partnership	130
Entrepreneurs	181

- Partnership
- Entrepreneurs

• Adjara AR



“Produce in Georgia” — Industrial Manufacturing

Number of projects	13
Loans	₾ 15,089,275.94
Investments	₾ 22,288,934.40
Employment	272

	New	Expansion
	4	9
Investments	₾ 4,556,134.40	₾ 17,732,800.00
Investments by Sectors		
Construction Materials	85.1%	
Metals	7.1%	
Food and Beverages	5.9%	
Paper and Packaging	1.9%	

Micro and Small Business Support (all stages)	
Number of Projects	311
Beneficiaries	501
Grant amount	₾ 2,420,246.00
Beneficiaries trained	1495
Employees	497
Average Grant Amount per beneficiary	₾ 4,830.83
Average Grant Amount per project	₾ 7,782.14
Average Project Investment volume	₾ 9,338.57
Total Investment Volume of projects	₾ 2,904,295.20

Hotel Industry Development	
Number of projects	1
Loans	₾ 840,000.00
Investments	₾ 840,000.00
Employment	16
New rooms	16

Gender

Micro and Small Business Support (all stages)

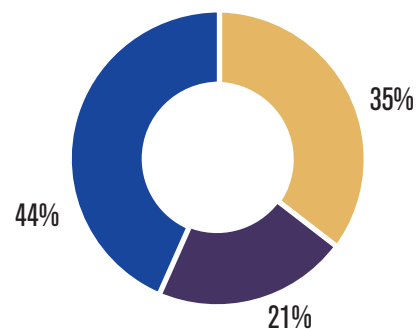


Female beneficiaries	42%	211
Male beneficiaries	58%	290
		501

- Female beneficiaries
- Male beneficiaries

Areas of activities

Micro and Small Business Support (all stages)

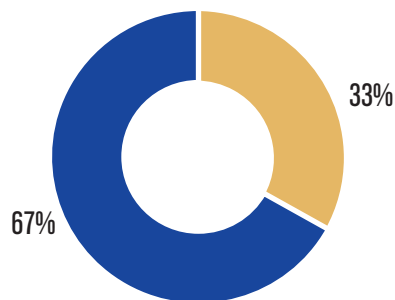


Agricultural Production	110
Non-Agricultural Production	66
Services	135

- Agricultural Production
- Non-Agricultural Production
- Services

Projects by type

Micro and Small Business Support (all stages)

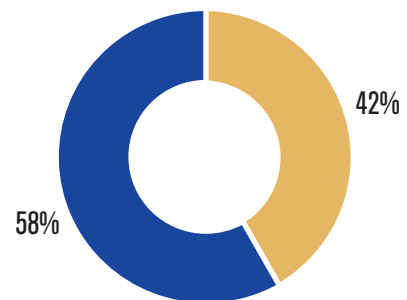


Startups	103
Expansion	208

- Startups
- Expansion

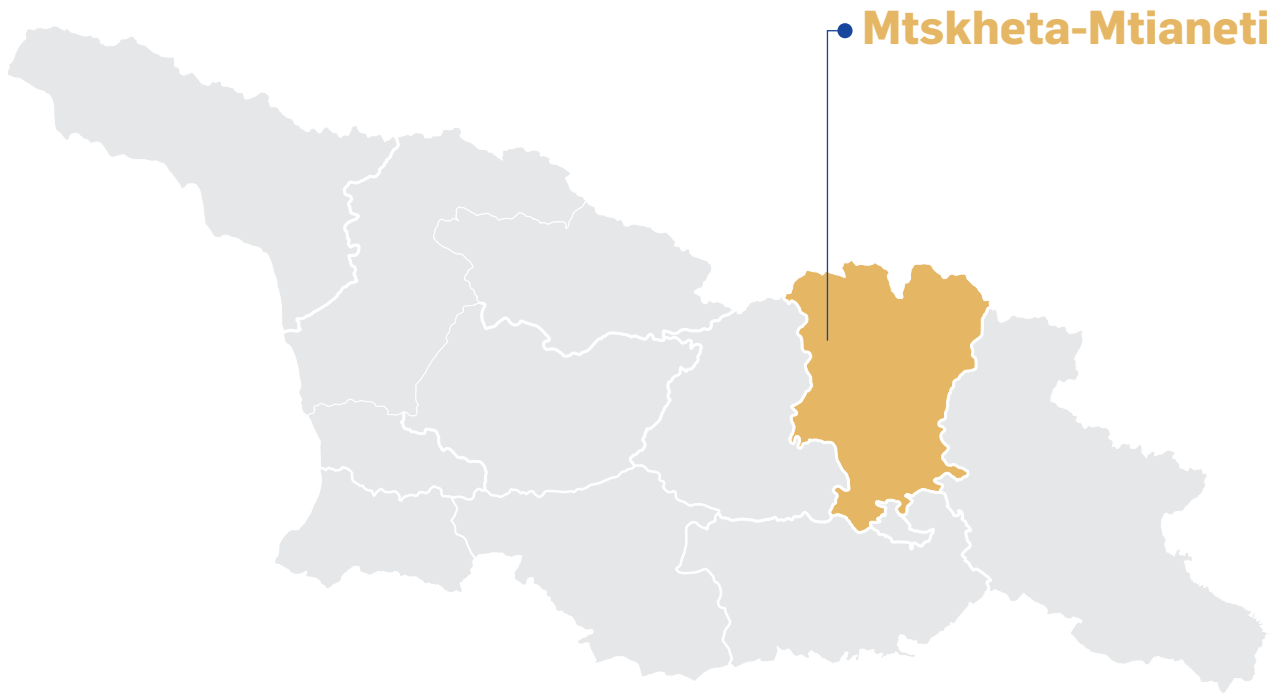
Projects by ownership type

Micro and Small Business Support (all stages)



Partnership	130
Entrepreneurs	181

- Partnership
- Entrepreneurs



“Produce in Georgia” — Industrial Manufacturing

Number of projects	12
Loans	₾ 20,861,250.00
Investments	₾ 44,695,580.00
Employment	363

	New	Expansion
	4	8
Investments	₾ 12,414,700.00	₾ 32,280,880.00

Investments by Sectors		
Food and Beverages	71.2%	
Construction Materials	15.0%	
Other Manufacturing	7.8%	
Pharma and Chemicals	4.8%	
Paper and Packaging	1.2%	

Micro and Small Business Support (all stages)	
Number of Projects	223
Beneficiaries	377
Grant amount	₾ 1,672,455.00
Beneficiaries trained	541
Employees	356
Average Grant Amount per beneficiary	₾ 4,436.22
Average Grant Amount per project	₾ 7,499.80
Average Project Investment volume	₾ 8,999.76
Total Investment Volume of projects	₾ 2,006,946.00

Hotel Industry Development	
Number of projects	4
Loans	₾ 4,344,000.00
Investments	₾ 9,065,070.00
Employment	156
New rooms	119

Gender

Micro and Small Business Support (all stages)

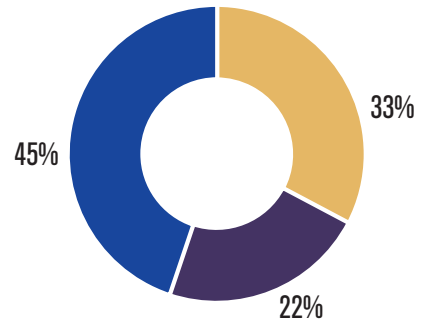


Female beneficiaries	43%	163
Male beneficiaries	57%	214
		377

- Female beneficiaries
- Male beneficiaries

Areas of activities

Micro and Small Business Support (all stages)



Agricultural Production	33%	73
Non-Agricultural Production	22%	50
Services	45%	100

- Agricultural Production
- Non-Agricultural Production
- Services

Projects by type

Micro and Small Business Support (all stages)



Startups	49%	109
Expansion	51%	114

- Startups
- Expansion

Projects by ownership type

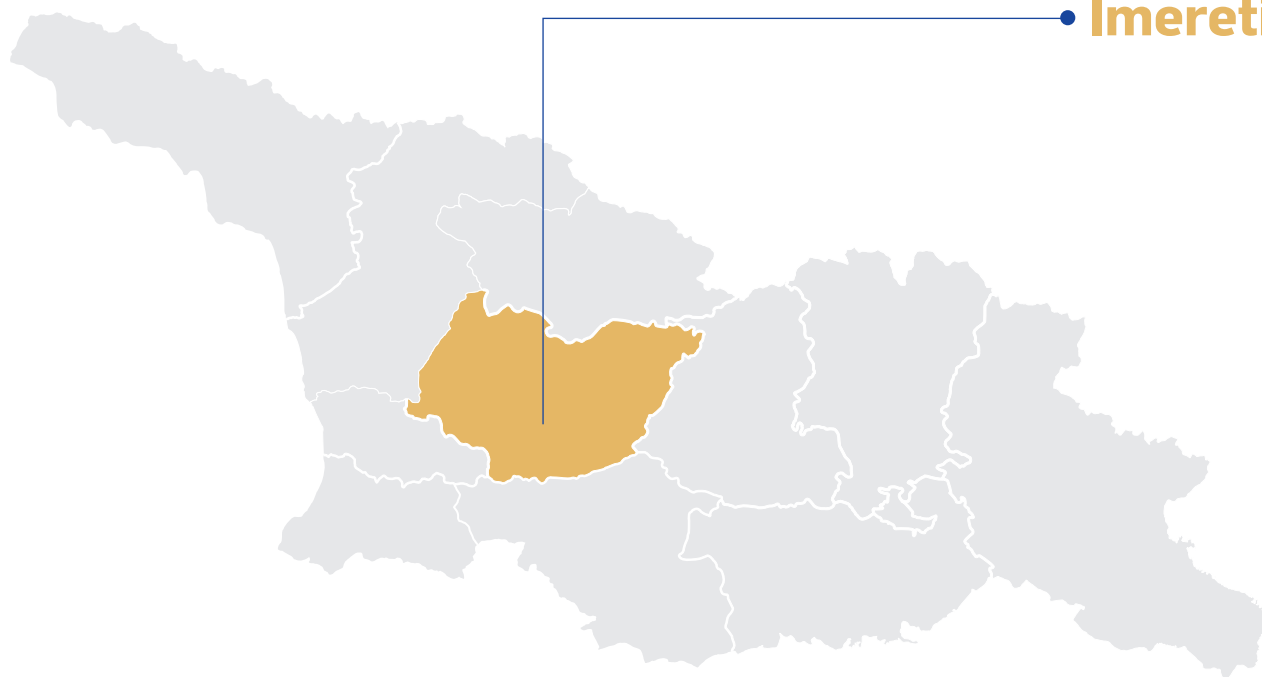
Micro and Small Business Support (all stages)



Partnership	48%	106
Entrepreneurs	52%	117

- Partnership
- Entrepreneurs

• Imereti



“Produce in Georgia” — Industrial Manufacturing	
Number of projects	11
Loans	₾ 8,187,756.00
Investments	₾ 10,272,769.20
Employment	422

	New	Expansion
	5	6
Investments	₾ 3,208,604.40	₾ 7,064,164.80

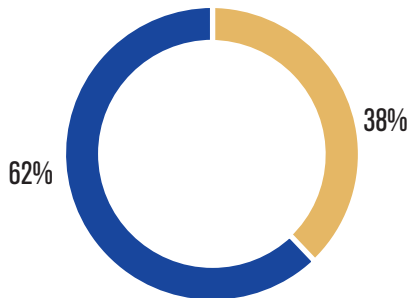
Investments by Sectors	
Construction Materials	37.5%
Electric Equipment	28.4%
Food and Beverages	23.6%
Apparel and Textile	7.9%
Plastics	2.6%

Micro and Small Business Support (all stages)

Number of Projects	427
Beneficiaries	638
Grant amount	₾ 2,972,402.50
Beneficiaries trained	830
Employees	1024
Average Grant Amount per beneficiary	₾ 4,658.94
Average Grant Amount per project	₾ 6,961.13
Average Project Investment volume	₾ 8,353.36
Total Investment Volume of projects	₾ 3,566,883.00

Gender

Micro and Small Business Support (all stages)

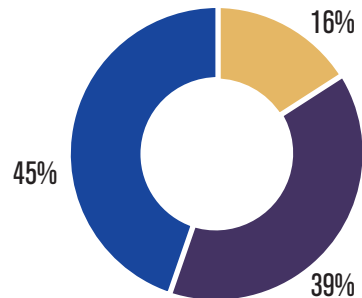


Female beneficiaries	38%	242
Male beneficiaries	62%	396
		638

- Female beneficiaries
- Male beneficiaries

Areas of activities

Micro and Small Business Support (all stages)

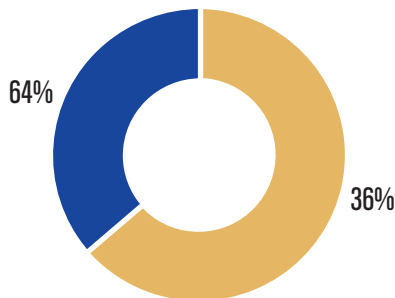


Agricultural Production	68
Non-Agricultural Production	168
Services	100

- Agricultural Production
- Non-Agricultural Production
- Services

Projects by type

Micro and Small Business Support (all stages)

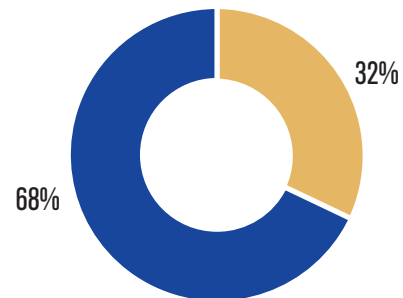


Startups	109
Expansion	114

- Startups
- Expansion

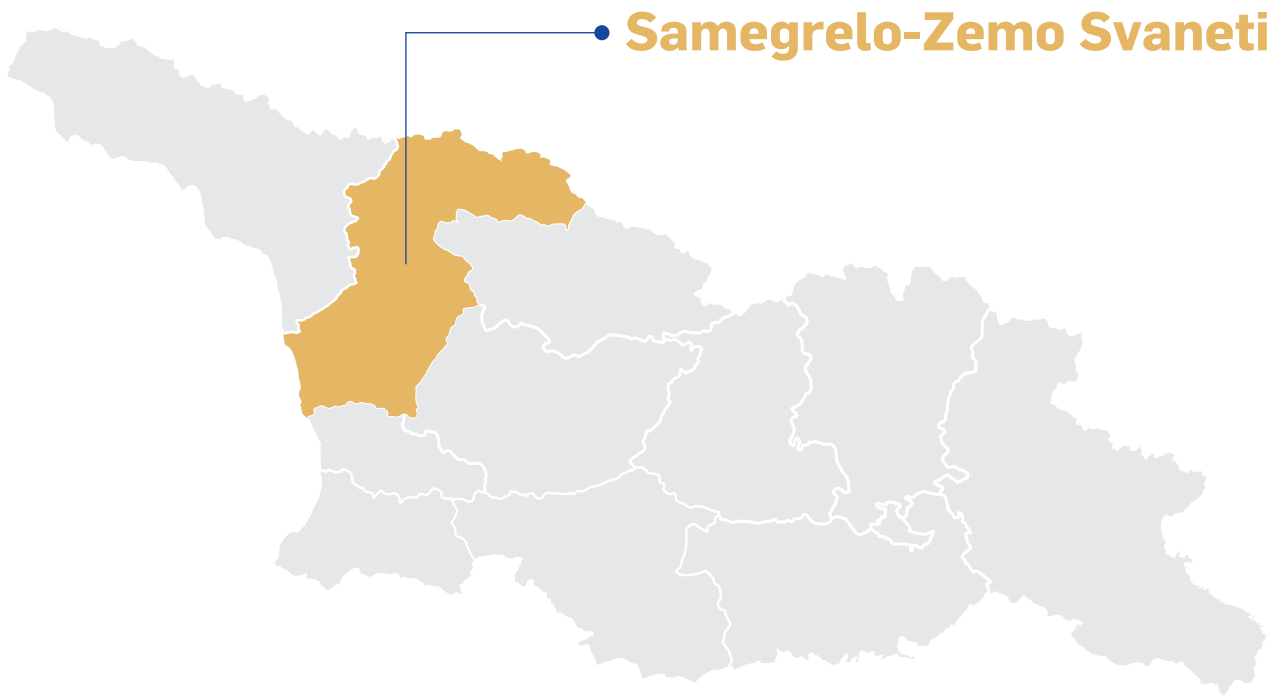
Projects by ownership type

Micro and Small Business Support (all stages)



Partnership	137
Entrepreneurs	290

- Partnership
- Entrepreneurs



• Samegrelo-Zemo Svaneti

“Produce in Georgia” — Industrial Manufacturing

Number of projects	7
Loans	₾ 13,635,434.60
Investments	₾ 28,983,870.25
Employment	1,699

	New	Expansion
	4	3
Investments	₾ 4,448,000.00	₾ 24,535,870.25
Investments by Sectors		
Apparel and Textile	82.8%	
Construction Materials	13.4%	
Food and Beverages	2.2%	
Pharma and Chemicals	1.5%	

Micro and Small Business Support (all stages)	
Number of Projects	481
Beneficiaries	725
Grant amount	₾ 3,491,444.00
Beneficiaries trained	1879
Employees	769
Average Grant Amount per beneficiary	₾ 4,815.78
Average Grant Amount per project	₾ 7,258.72
Average Project Investment volume	₾ 8,710.46
Total Investment Volume of projects	₾ 4,189,732.80

Hotel Industry Development	
Number of Projects	1
Loans	₾ 960,000.00
Investments	₾ 2,426,859.00
Employment	45
New rooms	24

Gender

Micro and Small Business Support (all stages)

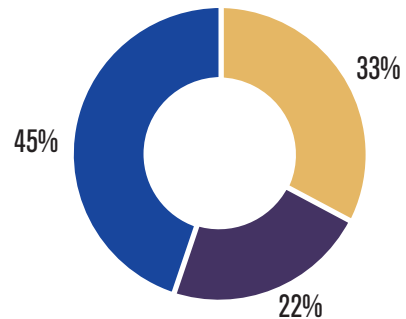


Female beneficiaries	43%	314
Male beneficiaries	57%	411
		725

- Female beneficiaries
- Male beneficiaries

Areas of activities

Micro and Small Business Support (all stages)



Agricultural Production	73
Non-Agricultural Production	50
Services	100

- Agricultural Production
- Non-Agricultural Production
- Services

Projects by type

Micro and Small Business Support (all stages)



Startups	173
Expansion	308

- Startups
- Expansion

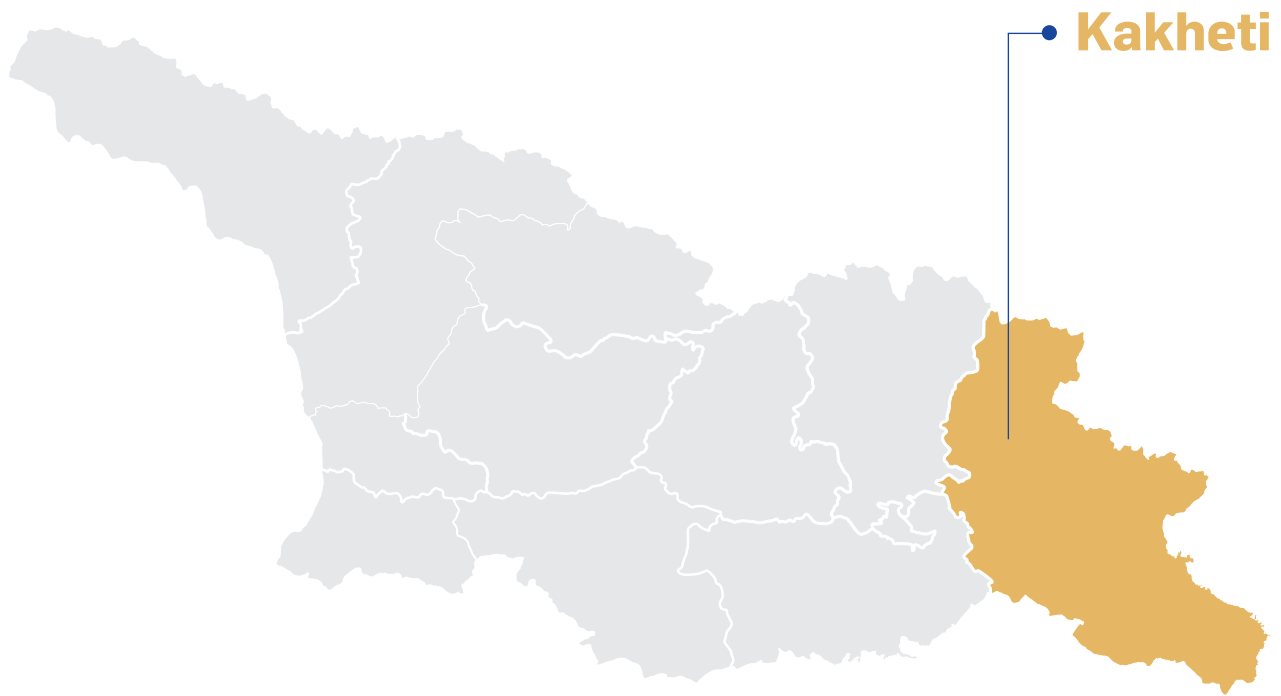
Projects by ownership type

Micro and Small Business Support (all stages)



Partnership	180
Entrepreneurs	301

- Partnership
- Entrepreneurs



“Produce in Georgia” — Industrial Manufacturing

Number of projects	2
Loans	₾ 1,591,200.00
Investments	₾ 1,651,200.00
Employment	63

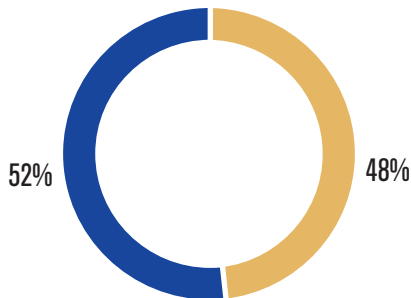
	New	Expansion
	2	0
Investments	₾ 4,448,000.00	- ₾
Investments by Sectors		
Wood Processing	27.0%	
Other Manufacturing	73.0%	

Micro and Small Business Support (all stages)	
Number of projects	304
Beneficiaries	588
Grant amount	₾ 2,688,347.00
Trained beneficiaries	647
Employees	486
Average Grant Amount per beneficiary	₾ 4,572.02
Average Grant Amount per project	₾ 8,843.25
Average Project Investment volume	₾ 10,611.90
Total Investment Volume of projects	₾ 3,226,016.40

Hotel Industry Development		
Number of projects	1	
Loans	₾ 345,000.00	
Investments	₾ 1,000,000.00	
Employment	40	
New rooms	10	40 existing

Gender

Micro and Small Business Support (all stages)

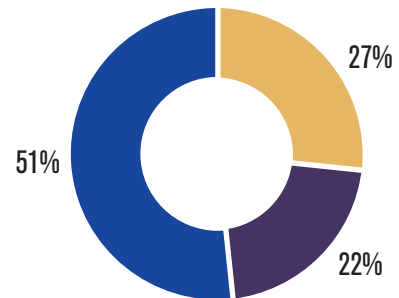


Female beneficiaries	48%	284
Male beneficiaries	52%	304
		588

- Female beneficiaries
- Male beneficiaries

Areas of activities

Micro and Small Business Support (all stages)

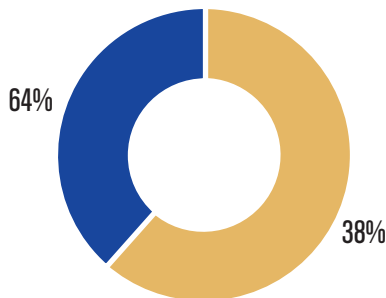


Agricultural Production	81
Non-Agricultural Production	66
Services	157

- Agricultural Production
- Non-Agricultural Production
- Services

Projects by type

Micro and Small Business Support (all stages)

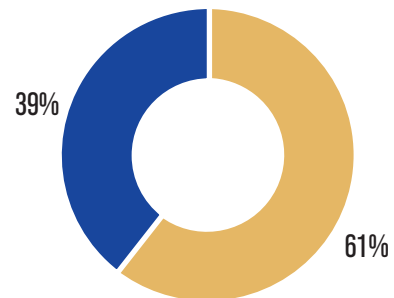


Startups	187
Expansion	117

- Startups
- Expansion

Projects by ownership type

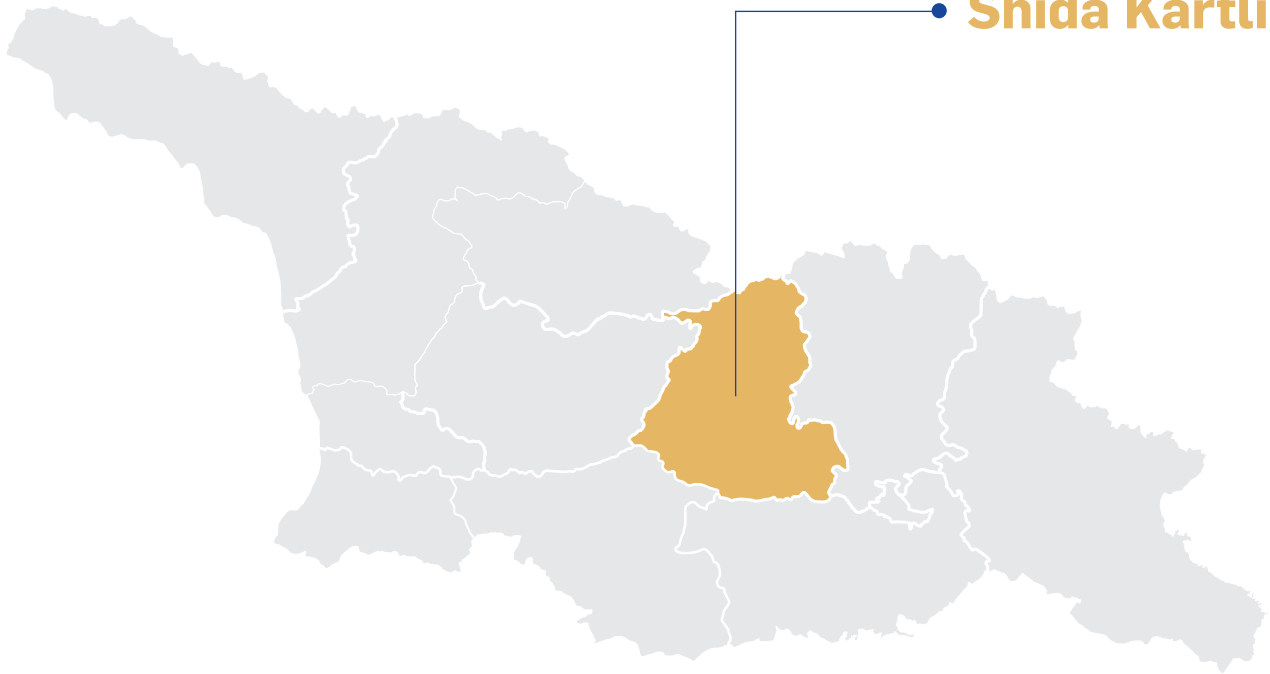
Micro and Small Business Support (all stages)



Partnership	184
Entrepreneurs	120

- Partnership
- Entrepreneurs

Shida Kartli



“Produce in Georgia” — Industrial Manufacturing	
Number of projects	2
Loans	₾ 2,632,584.00
Investments	₾ 3,892,500.00
Employment	35

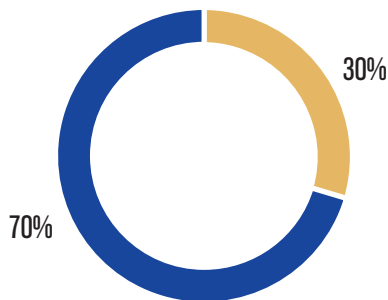
	New	Expansion
	1	1
Investments	₾ 3,292,500.00	₾ 600,000.00
Investments by Sectors		
Construction materials	84.6%	
Plastics	15.4%	

Micro and Small Business Support (all stages)

Number of projects	274
Beneficiaries	432
Grant amount	₾ 1,937,065.00
Beneficiaries trained	722
Employees	438
Average Grant Amount per beneficiary	₾ 4,483.95
Average Grant Amount per project	₾ 7,069.58
Average Project Investment volume	₾ 8,483.50
Total Investment Volume of projects	₾ 2,324,478.00

Gender

Micro and Small Business Support (all stages)

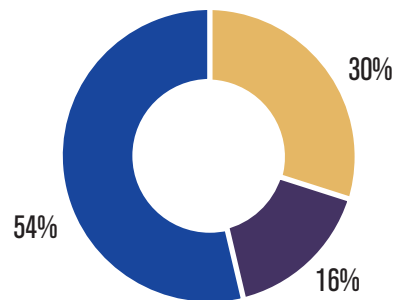


Female beneficiaries	30%	128
Male beneficiaries	70%	304
		432

- Female beneficiaries
- Male beneficiaries

Areas of activities

Micro and Small Business Support (all stages)



Agricultural Production	82
Non-Agricultural Production	45
Services	147

- Agricultural Production
- Non-Agricultural Production
- Services

Projects by type

Micro and Small Business Support (all stages)

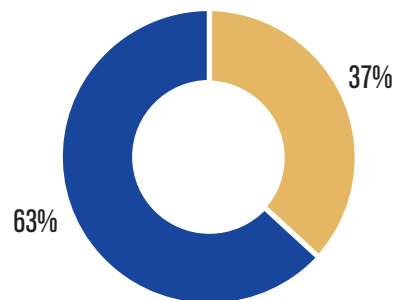


Startups	164
Expansion	110

- Startups
- Expansion

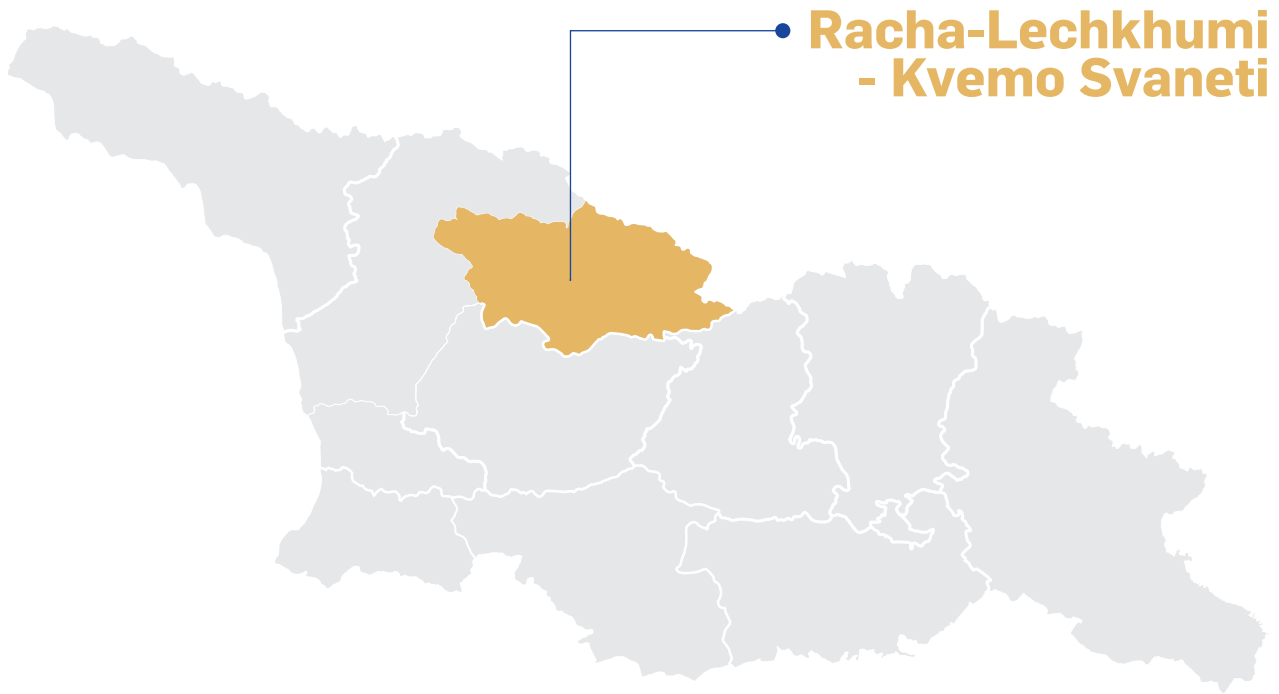
Projects by ownership type

Micro and Small Business Support (all stages)



Partnership	101
Entrepreneurs	173

- Partnership
- Entrepreneurs



**Racha-Lechkhumi
- Kvemo Svaneti**

“Produce in Georgia” — Industrial Manufacturing

Number of projects	1
Loans	₾ 720,000.00
Investments	₾ 1,440,000.00
Employment	12

Investments by Sectors

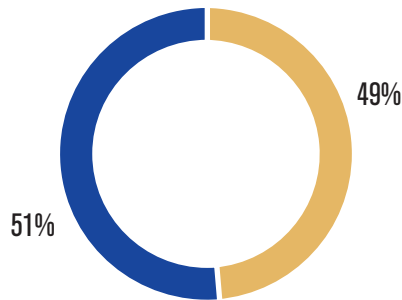
Food and Beverages	100%
--------------------	------

Micro and Small Business Support (all stages)	
Number of Projects	389
Beneficiaries	452
Grant amount	₾ 2,161,659.90
Beneficiaries trained	566
Employees	622
Average Grant Amount per beneficiary	₾ 4,782.43
Average Grant Amount per project	₾ 5,556.97
Average Project Investment volume	₾ 6,668.36
Total Investment Volume of projects	₾ 2,593,991.88

Hotel Industry Development	
Number of projects	1
Loans	₾ 480,000.00
Investments	₾ 703,500.00
Employment	15
New rooms	18

Gender

Micro and Small Business Support (all stages)

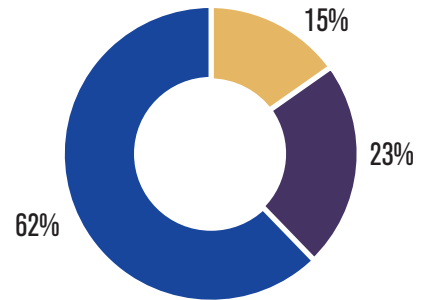


Female beneficiaries	49%	220
Male beneficiaries	51%	232
		452

- Female beneficiaries
- Male beneficiaries

Areas of activities

Micro and Small Business Support (all stages)

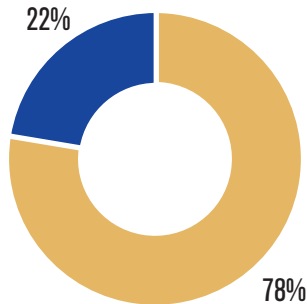


Agricultural Production	59
Non-Agricultural Production	88
Services	242

- Agricultural Production
- Non-Agricultural Production
- Services

Projects by type

Micro and Small Business Support (all stages)

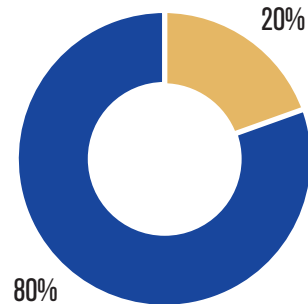


Startups	302
Expansion	87

- Startups
- Expansion

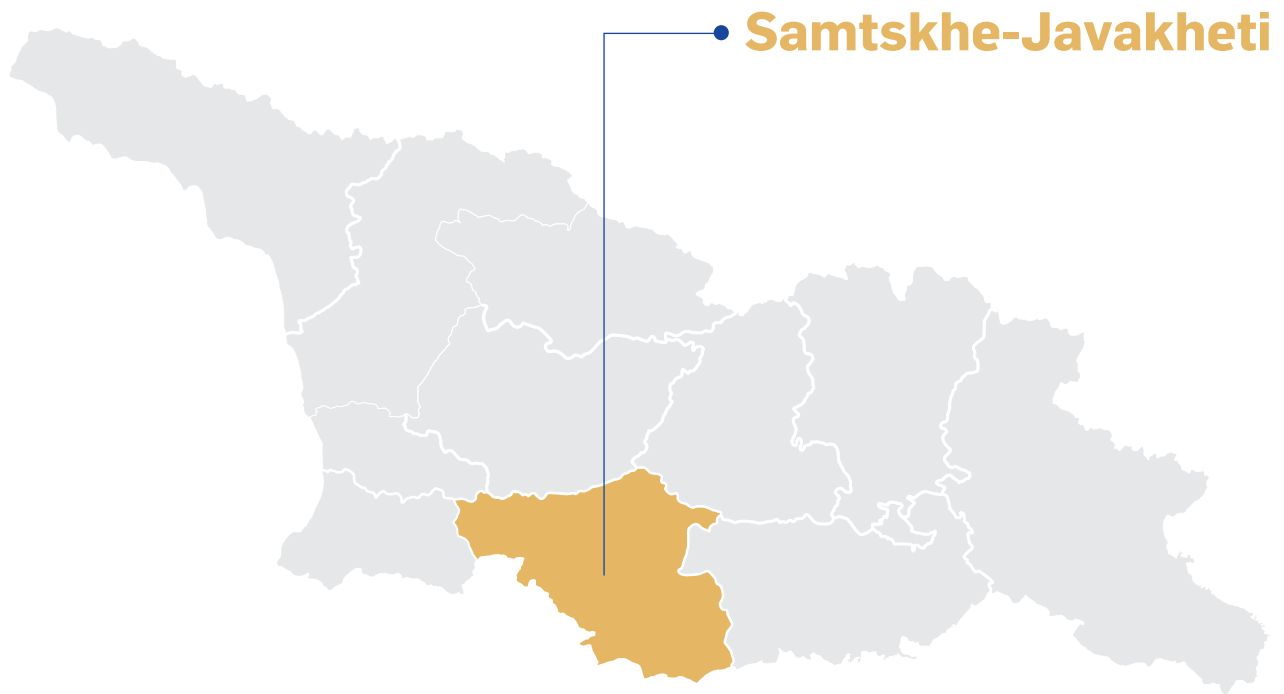
Projects by ownership type

Micro and Small Business Support (all stages)



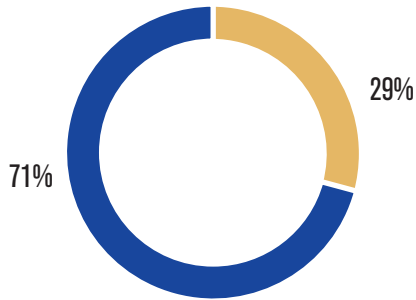
Partnership	76
Entrepreneurs	313

- Partnership
- Entrepreneurs

**Micro and Small Business Support (all stages)**

Number of projects	399
Beneficiaries	531
Grant amount	₾ 2,519,804.00
Beneficiaries trained	886
Employees	638
Average Grant Amount per beneficiary	₾ 4,745.39
Average Grant Amount per project	₾ 6,315.30
Average Project Investment volume	₾ 7,578.36
Total Investment Volume of projects	₾ 3,023,764.80

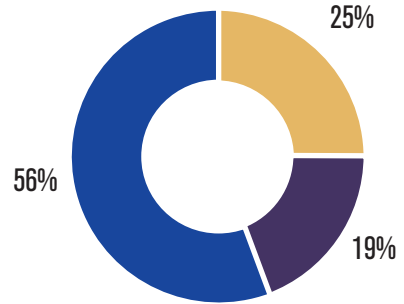
Gender



Female beneficiaries	29%	155
Male beneficiaries	71%	376
		531

- Female beneficiaries
- Male beneficiaries

Areas of activities



Agricultural Production	100
Non-Agricultural Production	77
Services	222

- Agricultural Production
- Non-Agricultural Production
- Services

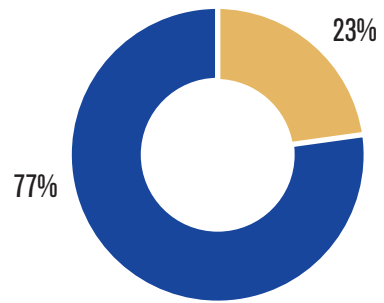
Projects by type



Startups	179
Expansion	220

- Startups
- Expansion

Projects by ownership type



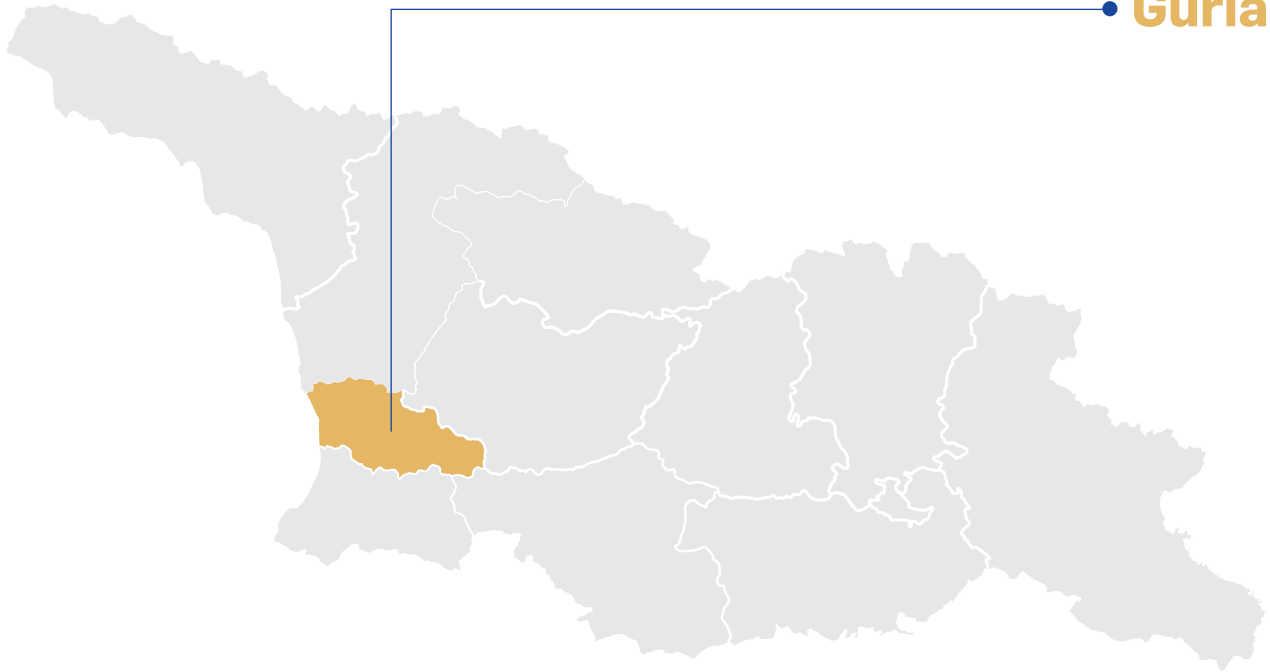
Partnership	91
Entrepreneurs	308

- Partnership
- Entrepreneurs

Hotel Industry Development

Number of projects	5
Loans	₾ 6,564,720.00
Investments	₾ 10,632,000.00
Employment	153
New rooms	165

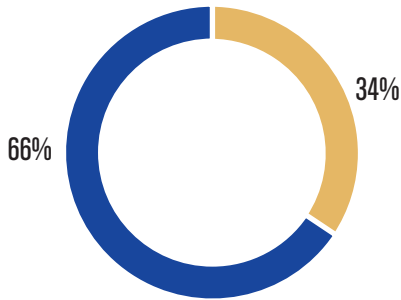
Guria



Micro and Small Business Support (all stages)

Number of projects	178
Beneficiaries	285
Grant amount	₾ 1,385,271.00
Beneficiaries trained	755
Employees	284
Average Grant Amount per beneficiary	₾ 4,860.60
Average Grant Amount per project	₾ 7,782.42
Average Project Investment volume	₾ 9,338.91
Total Investment Volume of projects	₾ 1,662,325.20

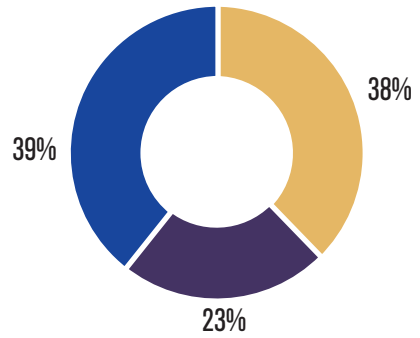
Gender



Female beneficiaries	34%	98
Male beneficiaries	66%	187
		285

- Female beneficiaries
- Male beneficiaries

Areas of activities



Agricultural Production	38%	67
Non-Agricultural Production	23%	41
Services	39%	70

- Agricultural Production
- Non-Agricultural Production
- Services

Projects by type



Startups	40%	71
Expansion	60%	107

- Startups
- Expansion

Projects by ownership type



Partnership	39%	69
Entrepreneurs	61%	109

- Partnership
- Entrepreneurs

Hotel Industry Development

Number of projects	2
Loans	₾ 2,712,000.00
Investments	₾ 4,692,815.00
Employment	14
New rooms	80