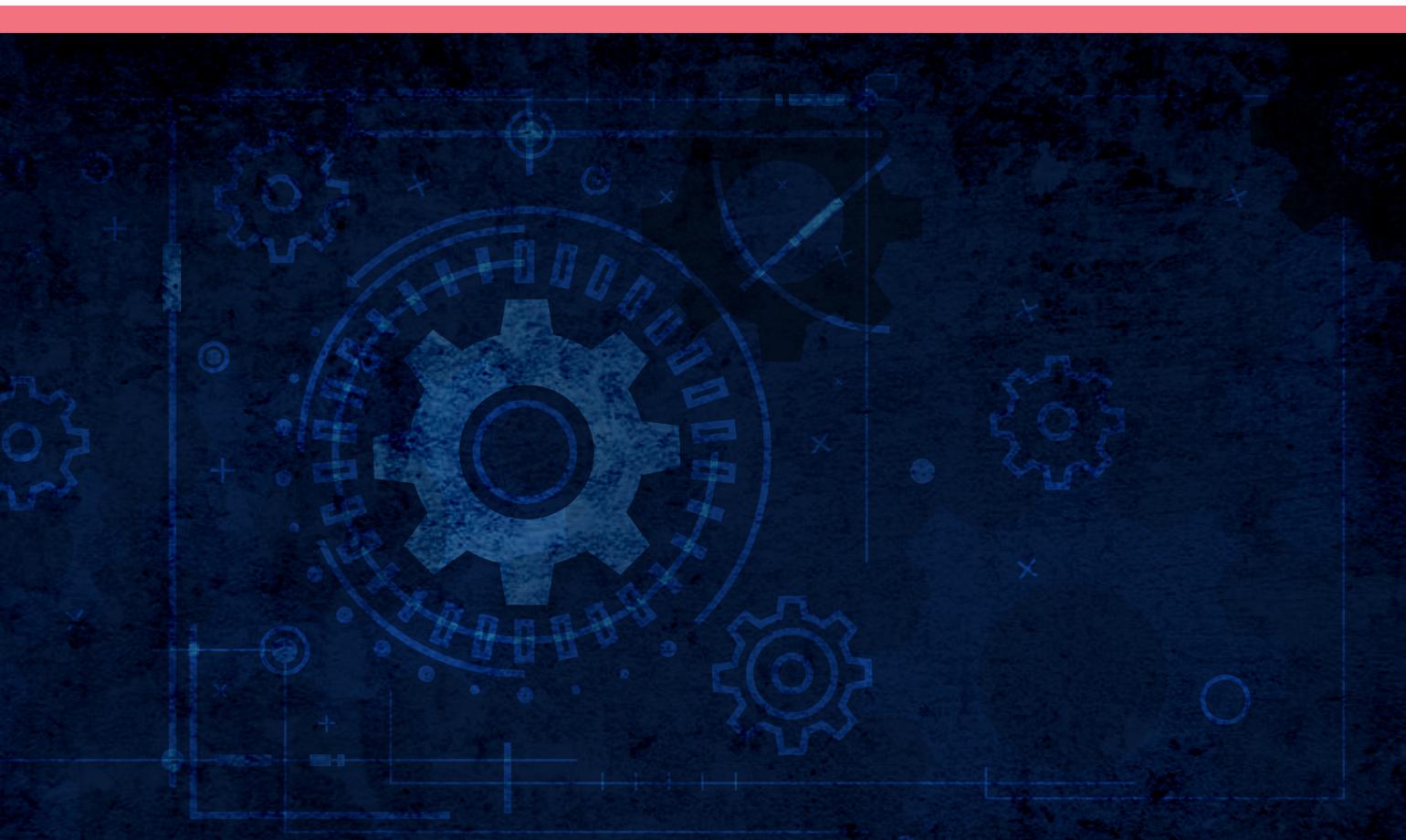
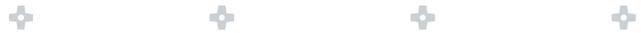


# 2018

Annual Report  
**ENTERPRISE GEORGIA**





2018

Annual Report

**ENTERPRISE GEORGIA**



# About us

LEPL Enterprise Georgia is one of the main state agencies implementing the state program - Produce in Georgia. The key objective of the Agency is to improve business environment, develop the private sector, create a favorable investment climate and promote exports.

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## GIORGI KOBULIA

Message of the Minister of Economy and Sustainable Development

Georgia's strategic economic goals can only be achieved by combining more foreign trade, high technology investments oriented towards knowledge transfer, improved infrastructure, competitive domestic production and highly-qualified human resources.

Our Government's vision, as well as all activities and programs, which the Ministry of Economy and Sustainable Development is carrying out jointly with other agencies of economic profile, are aimed at ensuring the consistent and synergic consolidation of all directions mentioned above.

The Enterprise Georgia Agency is one of the program-implementing state structures designed to achieve the aforesaid goals. It is a very commendable fact that various projects of the Agency – whether be it the component of business development and access to finance or export promotion mechanisms – were successfully implemented during 2018 that have led to the involvement of greater number of people in the aforesaid programs.

Our country provides safe, predictable and stable business environment and all prerequisites for development to ensure that, on the one hand, Georgia remains attractive for foreign direct investments, and on the other, retains its reputation as a reliable trade partner in the region.

A clear proof of this is Georgia's continuous rise in the most reputed international organizations' ratings. Particularly noteworthy is Georgia's improved performance, according to the World Bank's Doing Business Report 2019, where Georgia moved up to the 6th

position from the 9th in the Doing Business index.

Improvement of business environment and effective reforms will remain atop the Government's agenda in 2019. For example, we have recently put forward a legislative initiative granting special tax benefits to large transnational companies intending to open head offices or research centers in Georgia and provide their services to the region from there. This initiative will help us attract high technology foreign direct investments that is part of our strategy: to increase not only the quantity but also the quality of foreign direct investments.

The existence of profitable free trade area is highly important for increasing the competitiveness of the country in trade, export, investment and multimodal transport sectors. Georgia already had free trade agreements with the strategically important markets of the EU, China (including Hong Kong), Ukraine, Turkey and CIS countries.

In the summer of 2018, Free Trade Agreement came into force between Georgia and the European Free Trade Association (EFTA) consisting of 4 countries (Norway, Iceland, Switzerland and Liechtenstein). It is of paramount importance to Georgia to expand this area even further. We are determined to continue intensive negotiations in 2019 with such important countries as the United Kingdom, Israel, India, Middle East countries, Japan and the U.S.

Availability of competitive human capital is one of the essential components of doing business by both international and local employers. The country's economic growth is closely associated with qualified

workforce. Our team is currently working towards developing various educational and vocational training programs to meet existing and future staffing requirements in such priority economic sectors as tourism and food service (HoReCa) industry, business process outsourcing services, energy and communications, construction and manufacturing industries, agriculture, etc. The implementation of these programs will start from 2019 and will form part of a long-term project.

The growth of micro, small and medium business share of Gross Domestic Product remains one of the vital prerequisites for the country's progress and the inclusive development of its economy. Keeping alive the entrepreneurial spirit and supporting the economically profitable business initiatives take on a particularly meaningful focus today. We are carrying out various programs in this regard and see from year to year how much successful the beneficiaries of these programs become. The year 2018 was also eventful and successful for those benefiting from business development components.

Along with the standard program for micro and small business promotion, we are looking forward to the launch of a new program "Produce for Better Future" and expected results. This program was developed specifically for promoting business, trade and entrepreneurship along the dividing lines and is exceedingly important not only for boosting economic activities but also for co-operation and confidence-building of the communities living on both sides of the dividing lines. Besides, an increasing number of enterprise surveys indicate that access to finance still remains a problem, especially for small and medium-sized enterprises. For the very purpose of improving access to finance by small and medium-sized enterprises, an important credit guarantee mechanism was put in place in April 2019 providing guarantees with 70% coverage of individual loans and 10% portfolio cover limit. On a closing note, I'd like to highlight that the Enterprise Georgia Agency provides each person participating in economic activities with single-window services aimed at simplifying bureaucratic procedures to the maximum. Integration of such areas as investment attraction, business development and export promotion, as well as various services and mechanisms into the Agency has allowed us to improve the business ecosystem and heighten the competitiveness of Georgian production both at domestic and international levels; to plan and implement consistent and sustainable development-oriented programs and to assist the business in successfully upholding the Georgian cause. The very purpose of our team is to give an access to benefit and a chance to make success to every citizen, rather than to a limited number of certain groups.



## MIKHAEL KHIDURELI

Message of the Director

I am honored to have this first opportunity in my capacity as Director to take stock of the Enterprise Georgia Agency's activities in 2018 and bring to your attention our organization's programs and interesting plans for the future.

What sets the Agency apart from others is that we can make a direct impact on the wellbeing of individuals and bring about the result immediately, not only in the medium-term or long-term. Each member of our team is motivated by the desire to perform their duties responsibly and wholeheartedly.

The Enterprise Georgia Agency forms a bridge between the State and the population participating in economic activities and acts as an active lobbyist of entrepreneurs' interests, keeping its finger on the pulse of business and communicating its needs to the government and its legislative branch in the simplest manner.

2018 proved to be an eventful and productive year in all respects. A great number of successful projects and activities were carried out through our support, towards the development of business, promotion of export and attraction of investments. The year 2018 was remarkable by an extraordinary level of our activity. We made a tour of all regions of the country to raise public awareness about our services and programs. We wanted to bring home to everyone that anyone with a good business idea can rely on us for making it a blooming business.

In response to rising interest in our programs and an increasing number of incoming applications, we set up the Agency's first branch in Batumi for the population of west Georgia to get a better access to our services.

Before going on to describe the concrete deliverables of each component, I want to thank all government agencies, international partners and donors, high-profile entrepreneurs and small businessmen, media representatives and researchers, educational institutions, students and all those people both in and outside the country, who continued to contribute to the dynamic development of the Agency either verbally or through cooperation and helped us implement our programs more effectively.

### Produce in Georgia Program became even more attractive

In 2018, like in previous periods, the Program acted as a very effective mechanism for boosting the development of business. It has already supported up to 435 projects with a total investment value of 1 bln GEL, due to create a total of 16 000 job places.

In 2019 an additional number of 102 companies received support under the Program – 15 % growth as compared to 2017; of these companies 66 benefited from the access to finance component – 57% growth, and 36 - from the hospitality industry component.

In 2018, for and on behalf of the Enterprise Georgia Agency, the BDO Company conducted a survey to evaluate the efficiency of the technical assistance and access to finance components of the industrial part of the Produce in Georgia Program. It is important to note that if the beneficiaries share of the Gross Domestic Product

equaled 0,001% in 2014, the comparable figure for 2018 moved up to 0,016%. It not only indicates the effectiveness of the Program but also reflects the Georgian production's increasing impact on the economy of the country.

### Micro and small business promotion mechanism is Produce in Georgia Program

Within the framework of one of our Agency's important projects, which aims to support small business development by providing grant and consulting services, we managed, through revision of terms and conditions in 2018, to increase grant amount to 20 000 GEL. Within the framework of the Program, 900 new projects were funded this year, supporting 9,384 beneficiaries:

We continued to promote Georgian products throughout the year, by holding 17 entrepreneur fairs in all regions of the country.

### Our Program "Film in Georgia" reaches new heights

Two years on, the Program has already proved an extraordinary success. Georgia already entered into 18 international coproduction projects with access to cash rebate.

Our country offers many inspirational locations for filmmakers and this program not only increases scope to develop film industry and serves as a source of income and employment, but also has the added value of promoting the country internationally.

In 2018, we were more widely represented at such glamorous events of global film industry as the Cannes Festival and the American Film Market where we had very productive meetings with the directors of the European and Hollywood's main movie studios and location managers.

### Our export markets have been diversified and Georgian products are more in demand and popular on the international markets

Our goal is simple – to increase Georgian companies' access to international markets – faster, on a larger scale and with more results. Within the margins of the Agency's export promotion component, in 2018 we assisted 184 Georgian companies in participating in 23 international exhibitions. The Agency's trade portal: [www.tradewithgeorgia.com](http://www.tradewithgeorgia.com) was updated, which is an online B2B platform for connecting with export companies and international clients.

### The country's investment potential was heavily promoted in 2018

Through the support of the Agency's investment team, 7 new investment projects were launched in 2018, which will lead to employment of up to 700 people. The projects' investment value is estimated at 56 mln USD. We also organized 15 investment roadshows in 2018.

### We are facing the prospect of a busy, inspirational and eventful work schedule in all areas of the Organization

In our belief, the Agency should become the curator of all financed companies from the very first day up to their "full age". Once we provide our first funding, we should help the promising companies move to next stages of development by improving their qualification and production standards; besides, we should help them transition to export activities to ensure that these very companies contribute to the development of Georgian economy in the future.

### New credit guarantee mechanism will be put in place

New credit guarantee mechanism will become operational from April, to further improve an access to finance. Under this mechanism, the State guarantees up to 70% of the bank credit paid to small and medium-sized enterprises.

### Our new program "Produce for Better Future" will contribute to partner business relations across the dividing lines

The goal of the Program is to encourage trade relations across the dividing lines that will open up new possibilities of economic gain for the population in Georgia's occupied territories – the Autonomous Republic of Abkhazia and the Tskhinvali Region.

### We'll categorize export companies that will give us a better way to promote the success of Georgian products internationally

At the first stage we'll interview all entrepreneurs to categorize them into four groups by degree of their readiness to become exporters and then we'll plan and consistently implement activities adapted to the needs of the companies of main categories.

Our Agency will continue to ensure that Georgian

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companies participate in large-scale international exhibitions and trade fairs in 2019 as well. The goal before us to double the result of the past year both in terms of sales and the number of participating companies.

### We plan to open our permanent representation in China

The One Belt, One Road Organization gave us the right to freely set up a representation of our Agency in Qingdao – an industrial and port city and one of China’s economic centres where our export managers will be permanently based. We’ll offer office and living space to commercial companies interested in the Chinese market to facilitate for them export of Georgian goods and use of free trade area with China.

### We’ll change the investment attraction paradigm in 2019

Our employees will start working on a case-to-case basis for the attraction of top investors. This process includes identifying decision-makers within potential investing companies and organizations and entering into direct communication with them, appointing meetings at various times and working on investment proposals tailored to suit the terms and conditions of those companies. This is going to be a long-term process and we’ll consistently work until we achieve the success – i.e. until we make sure that Georgia is included in the portfolio of their international investment projects.

As for the follow-up activities, we are intending to create a special inter-agency working group through which we’ll be able to better address the issues relating to specific investors and to encourage re-investing.

# ENTERPRISE GEORGIA

**Mission:** development/support of entrepreneurial culture, attraction of foreign direct investments and development of export potential of domestic products.

**Vision:** country with attractive investment climate, export-oriented, private sector-led economy.

**Values:**

- ⊗ Innovation and creativity
- ⊗ Effectiveness, result-oriented performance and spirit
- ⊗ Customer satisfaction
- ⊗ Common values and vision
- ⊗ Employee recognition



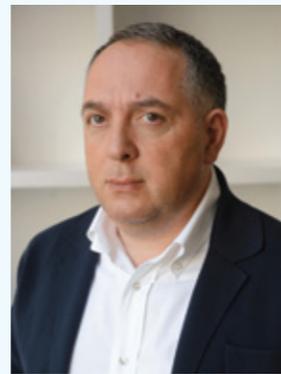
**CEO**  
Mikheil Khidureli



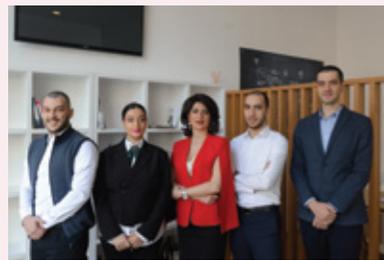
**DEPUTY CEO**  
Tornike Sulaberidze



**DEPUTY CEO**  
Tornike Zirakishvili



**ADVISOR CEO**  
Goga Chitaishvili



**ENTREPRENEURSHIP DEPARTMENT**



**EXPORT DEPARTMENT**



**INVESTMENT DEPARTMENT**

**STRATEGIC COMMUNICATION DEPARTMENT**



**INTERNATIONAL RELATIONS OFFICE**



**PR&MARKETING OFFICE**



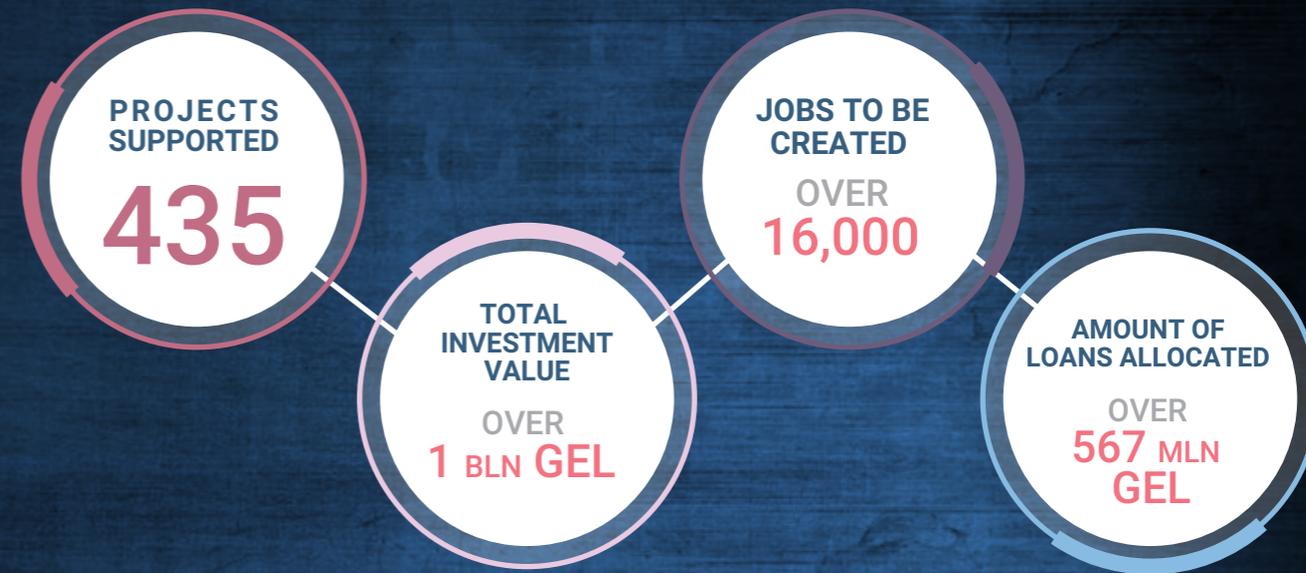
**SERVICE CENTER**



**ADMINISTRATION DEPARTMENT**

# RESULTS OF THE STATE PROGRAM "PRODUCE IN GEORGIA"

\*Data for 2014-2018



# RESULTS OF THE STATE PROGRAM "PRODUCE IN GEORGIA"

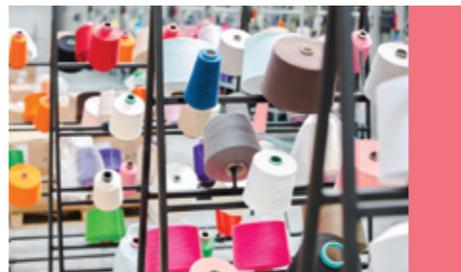
\*Data for 2018



\*\*\* Data cover the results of 3 state agencies that were involved in the Produce in Georgia Program: the Enterprise Georgia Agency, the National Agency of State Property and the Agricultural Projects' Management Agency

## ENTERPRISE GEORGIA AGENCY – PROMOTION OF SMALL AND MEDIUM-SIZED BUSINESSES

The Enterprise Georgia Agency promotes **small and medium-sized businesses** through various types of support mechanisms, in particular: **industrial** Direction, which is aimed at developing business, creating new enterprises and promoting the expansion and re-equipment of the existing ones by simplifying access to finance and technical assistance; **hospitality industry development** component representing an initiative promoting the development of hospitality industry; **micro and small business** support component, which provides financial support (grant program) and consultations to micro and small entrepreneurs throughout Georgia and **Film in Georgia** component, which is a film industry promotion program.



## INDUSTRIAL DIRECTION

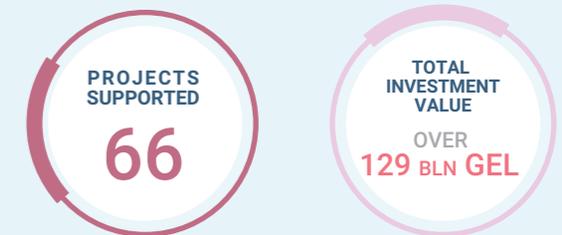
From 2014, industrial direction has been one of the most important components of the Produce in Georgia Program. The aim of this direction is to develop entrepreneurship in Georgia, to support entrepreneurs, to set up new enterprises and to promote the expansion or re-equipment of the existing ones.



### RESULTS

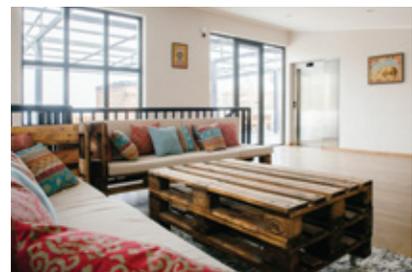
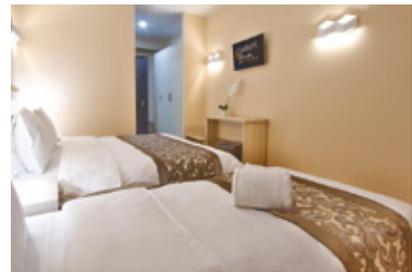


\*Data for 2014-2018



\*Data for 2018





## DEVELOPMENT OF HOSPITALITY INDUSTRY

From 2016, entrepreneurs operating in the Georgian regions can benefit from the Hospitality Industry Development Program elaborated by the Enterprise Georgia Agency. The Program offers the entrepreneurs the opportunity to develop hotel business, attract more holiday-makers, create job-places and contribute to the development of the region. Besides, the Royalty Fee joint funding program facilitates the entry of the world's top hotel brands in Georgia through franchise and management contracts. The component is implemented in all regions of Georgia, except in Batumi and Tbilisi.

### RESULTS



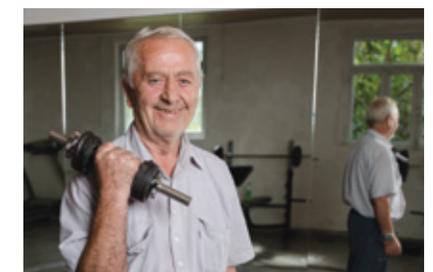
## SUPPORT OF MICRO & SMALL BUSINESS (GRANT PROGRAM)

From 2015, the Enterprise Georgia Agency has been implementing the micro and small entrepreneurship promotion component, which contributes to business development by providing financial assistance or consulting services.

As part of financial support, the government had to allocate an amount of 5000 to 15 000 GEL to winners of the business idea competition. In 2018, however, the terms and conditions changed and a winning entrepreneur can now claim up to 20 000 GEL.

Within the margins of the consulting component, entrepreneurs can benefit from individual consultations, transform business ideas into business plans, attend various training courses and develop skills needed for successfully conducting business.

### RESULTS





## ENTREPRENEUR FAIRS

In 2018, the Enterprise Georgia Agency organized 17 entrepreneur fairs in Tbilisi and in the regions of Georgia. Entrepreneur Fair was designed to assist local entrepreneurs in promoting and selling Georgia-made products. Fairs brought together entrepreneurs from various industries. The Agency offered them multifunctional, free and alternative trade area for the development of the existing business ecosystem and the spread of business culture Georgia-wide. Entrepreneurs working in various sectors presented and sold a great diversity of goods: clothes, accessories, jewelry, shoes, woodenware, ceramic and enamel articles, furniture, home decorations, works of art, personal care products, foodstuffs, innovations, online services, etc. Entrepreneur fairs were held in Tbilisi, Batumi, Bakuriani, Mestia, Ambrolauri, Stepantsminda, Poti, Ozurgeti, Kvareli, Tskaltubo, Gurjaani and Telavi



## "FILM IN GEORGIA"

Film in Georgia Program is a joint initiative of the Ministry of Economy and Sustainable Development and the Ministry of Education, Science, Culture and Sport. Enterprise Georgia is the implementing agency of this program. From 2016, the program gives the domestic and international producers the opportunity to shoot films, or audio/visual products in Georgia with 20-25% cash rebate of qualified expenses.

### Assistance related to film production

In order to create an environment conducive to film production and to remove bureaucratic obstacles that may arise in the shooting process, the Agency will provide the following services:

- Selecting a location;
- Obtaining permissions from government agencies;
- Coordinating and communicating with various agencies.

Georgia offers foreign producers a safe and business-friendly environment with flexible labor market, low taxes and low prices compared to other European countries. The country boasts modern infrastructure with well-developed roads and railway systems, as well as several domestic airports connecting various regions of the country and 3 international airports handling direct flights to over 80 cities of 33 countries.

### RESULTS



## “AND THEN WE DANCED”

Georgian-Swedish co-production directed by the Georgian film director, Levan Akin, who is famous for TV drama - Real Humans and his debut film - Katinkas Kalas (Certain People).

His film was selected among 15 works at Les Arcs Film Festival. ATWD shooting started on 18 October 2018 and lasted for 25 days. The film was financed by SFI Swedish Film Institute. About 600 people were hired during shooting.

## “SYE RAA”

Georgian-Indian co-production, biographical adventure film chronicling the story of the historical figure Vuyalavada Narasimha Reddy, who was the first freedom fighter in India's independence struggle. Shooting began on 1 October 2018 and ended on 14 November 2018. Production company: Production House Ltd; number of people hired during shooting: 2500; total value of investment made in Georgia: 12 950 000 GEL; film director: Lee Whitaker. SYE RAA stars such world-famed actors as Chiranjeevi and Amitabh Bachchan

## “INSIDE EDGE”

Indian television series is set in a landscape of conflicting interests two cricket teams: Mumbai Mavericks and Haryana Hurricane that plays in the Power-Play League (Indian Premier League). The film was produced in India and shot in Georgia in 2018. Shooting began on 1 September and ended on 30 September. Film directors: Aakash Bhatia, Karan Anshuman, Gurmmeet Singh; number of people hired during shooting: 100; total value of investment made in Georgia: 4,898,500 GEL; production company: SJ Film Production. The film premiered on Amazon Video on 10 July 2017. This is Amazon Prime Video's first Indian original series. The series was positively received by critics and audience and nominated for Best Drama series at 46th International Emmy Awards.

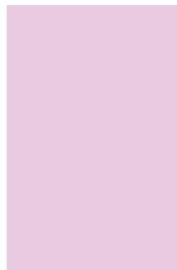
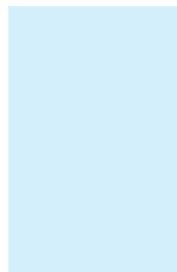
value of investment made in Georgia: 11, 927, 900 GEL; number of people hired during shooting: 1900. It is the Asian market's first high-budget film, whose success will determine whether new projects will come from this market or not.

## “MISSING EMILY”

The film is about a single mother and her daughter Emily who goes missing on a Halloween night. The mother who is accused of her daughter's murder does everything she can to smite the creature who, in her belief, kidnapped her daughter. Shooting began on 5 August and ended on 15 September; number of people hired during shooting: 270; total value of investment made in Georgia: 3, 904, 000 GEL; Production company: MISSING EMILY LLC; film director: Padraig Reynolds.

## “IN THE SHADOWS”

Georgian-Turkish co-production about Zaiti, a mine worker, who suddenly falls ill and begins to transform himself to stay alive. Film director: Erekle Badurashvili. Shooting began in October and will continue in February 2019. It is currently taking place in Turkey.



## “HOW TO SELL A WAR”

Georgian-Irish production, its shooting started in March 2018, in team with Georgia's 20 Steps Production Company. Film is directed by Rudolf Herzog - the famous director, producer, writer and winner of multiple awards. Number of people hired during shooting: 50; the film will be released in 2019.



*The Film in Georgia Program participated in, supported and organized a great number of important exhibitions, missions and festivals in 2018 characterizing the country as one of the great film locations in Europe.*



**Cannes Film Festival** – the beneficiary of the Film in Georgia Program – the Georgian-French coproduction "Girls of the Sun" competing for the Golden Palm at Cannes from 8 to 19 May 2018 did not win the award but received positive acclaim from film critics.

**Anney International Animation Film Market** – Georgian animated film directors were given the first opportunity to present their works to representatives of the global animation industry, under the aegis of the Enterprise Georgia Agency, from 11 to 16 June 2018.

Anney International Animation Film Market is one of the major international events bringing together the world's most famous animators. To promote Georgia as an attractive filming location in Eastern Europe, the Film in Georgia Program had a stand at the market providing detailed information regarding the so-called cash-rebate mechanism.

**AFM LOCATION EXPO** – The Film in Georgia Programme had a stand at AFM Location Expo in Los Angeles, from 21 October to 7 November 2018, to bring Georgia's potential into the spotlight of the world's top film industries. Positioning of Georgia as Eastern Europe's most attractive filming location and as a country boasting a competitive film market – flexible and free from bureaucracy took place at such high-profile and Hollywood's movie studios as Universal Pictures, Walt Disney Studio, HBO, Paramount Pictures, Park Pictures, Fox, Sony. As a result, next year we'll be able to organize visits of the Vice President of Universal Studio, as well as HBO producers and Hollywood's main location managers to Georgia, to bring to their attention Georgia's attractive filming locations, business environment and incentive mechanisms. Outcomes and upcoming Hollywood projects will be unveiled for the viewing audience during the 2019-2020 season.

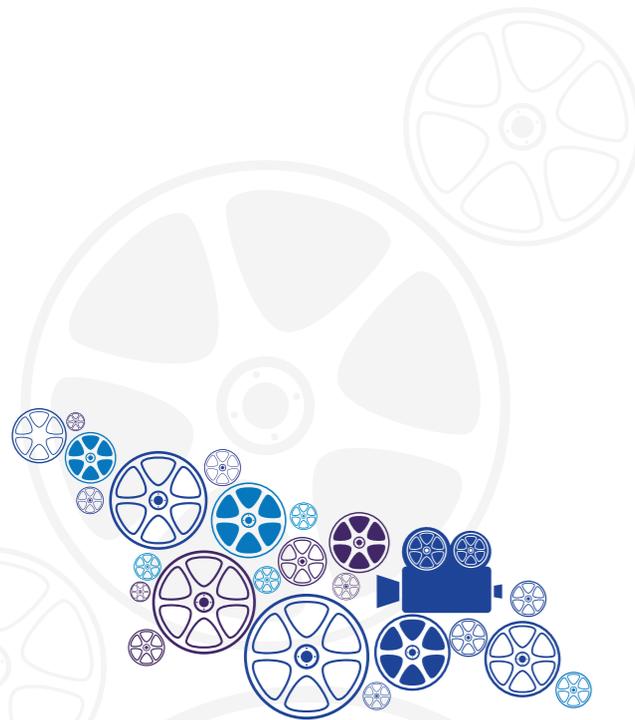
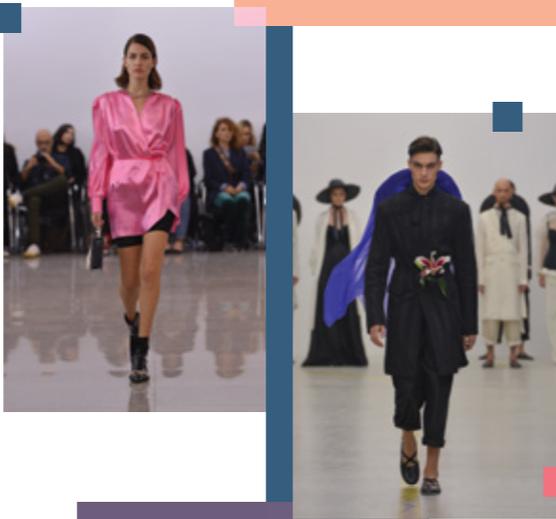
**FOCUS LOCATION EXPO** – The Film in Georgia Program had a stand at the international exposition bringing together over 170 representatives from over 50

countries on 4 and 5 December 2018. In parallel to presentations, the Program team held important meetings with such studios, location managers and producers as BBC, Lucas Films, etc.

**FAM TOUR** - Famous location managers and producers from Los Angeles visited Georgia from 10 to 17 July to gain an insight into the country's filming potential. The American delegation was hosted by Georgian film producers and representatives of the Georgian production companies who gave a presentation of Georgian filming infrastructure and facilities. The visitors made a tour of Batumi, Tskaltubo, Tbilisi, Rustavi and other attractive filming locations.

## FASHION INDUSTRY:

Through the support of the Enterprise Georgia Agency, the Tbilisi and Mercedes Benz Fashion Weeks held in 2018 brought to the capital leading buyers from such world-famous showrooms and stores as Saks Fifth Avenue – Almaty, Portrait Store, PODIUM MARKET, KUZNETSKY MOST, Al Duca d'Aosta VENECIA, Eizenstein London, La Rinascente, M Collective Store/Milan, Lane Crawford/Milan, AIZEL Moscow. The buyers feasted their eyes on Georgian designers' newst collections and visited textile shops. Prestigious online magazines like Glamour, NowFashion, Vogue, Zoemagazine, Elle, Forbes, Wmagazine, others published up to 100 articles showcasing the success of Georgian designers.



FILM IN GEORGIA



## FIT FOR PARTNERSHIP

In co-operation with the Enterprise Georgia Agency and the German Federal Ministry of Economic Affairs and Energy, and through the support of GIZ, representatives of up to 58 companies participated in the Manager Training Program from 2016 to 2018. 18 managers improved their managerial skills at interactive and practice-based training sessions held in 2018. B2B meetings and site visits were organized under the Program allowing participants to build a better understanding of the German companies and their advanced equipment and technologies thus improving

their chances to establish direct contacts with potential business partners. The main goal of the training course was to develop international trade opportunities for small and medium-sized businesses that takes on a particularly meaningful focus in the context of the Georgia-EU Association Agreement, including the Deep and Comprehensive Free Trade Area (DCFTA). The training course offers local entrepreneurs a good opportunity to export their goods without any restriction to the EU 500 mln consumer market.

## DEVELOPMENT OF CLUSTERS

In team with the German Society for International Cooperation (GIZ), the Enterprise Georgia Agency intensively worked on elaboration of Cluster Development Policy in 2018. In this connection, employees of the Agency went on a training tour to Latvia and Estonia where they met with those public and private sectors' representatives whose function is to ensure the sustainable development and functioning of cluster in Latvia and Estonia. Within the framework of the visit, meetings were held with local ICT cluster representatives where employees from Georgian IT companies were also invited. The aim of the meetings was to share experience and to gain an insight into EU programs for creating first ICT cluster in Georgia, which will be oriented towards internationalization of Georgian companies. Georgia's first ICT cluster bringing together 11 Georgian companies was founded already in 2018. The goal of the cluster is to develop IT products and services in Georgia, to export them and to deepen international relations in this sector. It is also interesting that the Enterprise Georgia Agency together with Georgia's Innovation and Technology Agency and the German Society for International Cooperation (GIZ) already outlined main directions of Cluster Development Policy in the country and respective laws are due for adoption in 2019.

Within the framework of the SME Development and DCFTA in Georgia Project that is co-financed by the EU and implemented by the German Society for International Cooperation (GIZ), Georgian Furniture Cluster was founded with the aim of boosting the manufacturing of quality furniture and interior decorations in Georgia and their export. The project will help Georgian SMEs increase their competitiveness of will ensure their adaptation to the new DCFTA-related regulatory environment. A support package of seminars, visits, trainings and educational activities is already in place. It gives Georgian furniture manufacturers the opportunity to familiarize themselves with modern furniture design trends that will make possible their further integration into international processes. The Georgian Furniture Cluster organizes focus groups on a permanent basis, where Georgian manufacturers, designers and representatives of various state agencies discuss issues relating to Georgian brand development and its promotion abroad.

The Enterprise Georgia Agency is actively engaged in developing the capacities of Georgian furniture manufacturing companies under the aforesaid project and, through cooperation with the Georgian Furniture Cluster, carries out various activities locally and

internationally. Under the aegis of the Enterprise Georgia Agency, the European Union, the German Society for International Cooperation (GIZ) and the Georgian Furniture Cluster, from 14 to 20 January 2019, International Furniture Exhibition PASSAGEN 2019 was held in Cologne, in which 4 Georgian manufacturers: Funduki Ltd, XYZ Ltd, Design Buro Ltd and Designer Anukia Tavartkiladze were for the first time presented. The Enterprise Georgia Agency regularly organizes similar events thus contributing to the promotion of Georgian goods internationally.

Within the framework of the SME Development and DCFTA in Georgia Project that is co-financed by the EU and implemented by the German Society for International Cooperation (GIZ), Georgian Film Cluster was founded in 2017 bringing together 40 leading audio-visual companies and professionals. In 2018, working meetings jointly held by the Film in Georgia Program and the Georgian Film Cluster led to the following deliverables:

- 1 Post-production as a separate component of the Program was prepared; intensive meetings were held with members of this industry;
- 2 Market research was done to determine minimum qualified expenses of animation and commercial video ads, joint meetings were held and a package of legislative initiatives – prepared;
- 3 Analysis on the effectiveness of cash rebate mechanisms in the world was conducted;
- 4 Curriculum of trainings and workshops to be conducted in 2019 was worked out based on industry needs.



## TRAINING NEEDS ASSESSMENT OF SMALL AND MEDIUM-SIZED ENTERPRISES

## EVALUATION OF THE RESULTS OF THE PRODUCE IN GEORGIA PROGRAM

Training Needs Assessment for enterprises in food service (HoReCa) industry was conducted by the Enterprise Georgia Agency in 2018. Within the framework of the assessment, a research was done on “promotion of co-operation between education and business communities”. The research involved meetings between tourism and HoReCa companies and higher/vocational education institutions. The research identified various areas of co-operation aimed at improving training/professional development of workforce and their supply to HoReCa industry.

### SME LINKAGES

The Enterprise Georgia Agency in team with the consulting company - PricewaterhouseCoopers (PwC) and through the financial support of the UK Good Governance Fund was carrying out SME Linkages Project in 2018. The aim of the project is to promote the development of small and medium-sized enterprises, better operation and enhanced effectiveness in Georgia. Under the Project, representatives of small and medium-sized enterprises will be able to connect with the multinational and so-called franchising companies operating in Georgia to develop co-operation with them in the future, specifically, to provide their goods and services to HoReCa industry.

At the first stage of the three-stage project, a research was done to identify industries (HoReCa industry), and at the second stage – a pilot phase was conducted under which 14 local companies underwent training programs. At the same time, 25 international companies received consultations and information on the capacities of local small and medium-sized enterprises to provide services and goods. Measures were taken to establish linkages between the aforesaid companies. Two contracts were signed by local companies on provision of goods and services to multinational companies. At the final – third stage of the project, PricewaterhouseCoopers and Enterprise Georgia Agency will work out an action plan for the extension of the SME Linkages Project in 2019.

A statement of work was elaborated for conducting a survey to evaluate the results of the technical assistance and access to finance components of the industrial part of the Produce in Georgia Program. The survey implementation was awarded, through open tendering, to BDO Ltd – an independent research/consulting company. The aim of the survey was to evaluate the efficiency of the technical assistance and access to finance components of the industrial part of the Produce in Georgia Program, in particular, to evaluate the results achieved by the Program beneficiaries after their involvement in the project. BDO surveyed the beneficiaries (100 companies) that were at least two years out of the co-funding contract signed with the Agency. The survey comprised two areas: micro – i.e. detailed economic and financial analysis of the beneficiary to evaluate the viability of the enterprise; and macro – i.e. evaluation of direct and indirect results of the program in overall economic terms. The survey includes recommendations on (a) enhancement of efficiency of each beneficiary, and (b) improvement of the technical assistance and access to finance components of the industrial part of the Produce in Georgia Program. Part I of the survey (evaluation of results) was completed in December 2018 and Part II (recommendations) is due for completion for the spring of 2019.

Main indicators of the Survey are as follows:

- Investments - The share of loans received within the Program and other loans and investments made by the Beneficiaries from 2014 to 2018 in total domestic investments, for the relevant period, equals approximately 0.38% and amounts to over GEL247 million;
- After the Beneficiaries engagement in the ‘Produce in Georgia’ Program, the net growth of employees reached 3,033. The total salary fund paid to the new employees by the Beneficiaries within the Program amounted to GEL 25.6 mln excluding personal income tax.
- Total collected taxes from the Beneficiaries as the Program merit, exceeds GEL42.5 million in 2014-2017 period and constitutes 0.13% of total taxes paid to the state budget
- Exports - the survey also demonstrates increase in exports of produced goods. Currently 28 out of the 85 entities is an exporter. Before joining the Program, only one company was an exporter and export amounted to GEL1,7 mln. Income by export exceeded GEL309 mln from 2014 to 2018 for the beneficiaries.
- Competitiveness - the Program allowed the beneficiaries to increase the scale, quality and diversity of production to achieve competitive advantage over import.

## SERVICE CENTRE

On 17 August 2018, the Enterprise Georgia Agency opened its service center in Batumi, after Tbilisi. It is the first regional office of the Agency designed to effectively disseminate information not only on the programs of the Agency but also on the Government's private sector financial support mechanisms. Interested persons can receive information online or by visiting the service center in person.

Both service centers offer the following channels of communication:

- » Front Desk
- » Call Centre
- » Online Chat

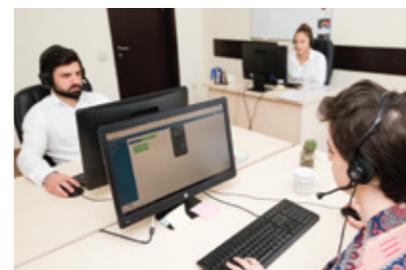
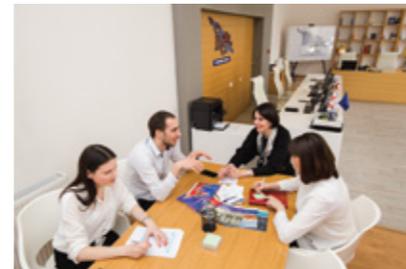
Call Centre can be easily and quickly accessed by the hotline number 1525.

Customer Relationship Management (CRM) software was launched to ensure effective operation of the Call Centre. The software calculates consulting services provided by the Enterprise Georgia Agency and uses Case Management System for providing:

- » Monitoring over incoming and outgoing calls;
- » Audio recording
- » Identification and systematization of problems to be solved and priority issues;
- » Management of reports based on various criteriums, such as economic activities of beneficiaries, regional division, operator portfolio, etc.

In 2018, the service centers offered consultations to 27 633 interested parties providing them with necessary information regarding the services/projects of the following agencies:

- » Enterprise Georgia Agency
- » Agricultural Projects' Management Agency
- » Georgia's Innovation and Technology Agency
- » National Agency of State Property
- » Partnership Fund
- » Enterprise Georgia Agency



## ENTERPRISE GEORGIA - AGENCY EXPORT SUPPORT

The goal of the export component of the Enterprise Georgia Agency is to expand Georgia's export potential, to make Georgian products more competitive in the international market, to increase Georgian exports and to diversify Georgia's export markets. In 2018, the Agency organized a great number of events to promote export.

23 INTERNATIONAL EVENTS  
IN 12 VARIOUS COUNTRIES

ADVANCE CONTRACTS WORTH  
USD 30 MLN

184 SUPPORTED COMPANIES



## INTERNATIONAL EXHIBITIONS CONDUCTED IN 2018

**Spielwarenmesse** - (Nuremberg, Germany) - Three Georgian companies participated in the Nuremberg International Toy Fair - "Spielwarenmesse 2018" held in Nuremberg, the Federal Republic of Germany, from 30 January to 3 February 2018. Spielwarenmesse is one of the largest and prestigious contact points bringing together over 2850 toy industry players from 60 countries. The annual number of visitors is about 73 000.

**Global Startup Grind (US)** – Redwood City, USA, hosted Startup Grind Global Conference 2018 – an exhibition of IT companies, from 12 to 15 February 2018. The Enterprise Georgia Agency arranged for the participation of VREX Ltd – a Georgian company in the exhibition. Three Georgian startups attended the event as visitors.

**GULFOOD 2018** (Dubai United Arab Emirates) – 14 Georgian companies were introduced to the exhibition from 18 to 22 February 2018, through the support of the Enterprise Georgia Agency. GULFOOD 2018 is the world's largest annual food, beverage and hospitality exhibition attracting 100 000 visitors over the area of 1 mln square metres.

**LineaPelle** (Milan, Italy) - an international trade exhibition for the tannery and leather goods - LineaPelle was held in Milan, from 20 to 22 February 2018. Three Georgian producers of leather and leather accessories participated in the exhibition, through the support of the the Enterprise Georgia Agency. The task before the Georgian companies attending the exhibition was to meet new trade partners, establish business contacts and increase exports.

**Paris Fashion Week Showrooms** (Paris, France) - Georgian designers presented spring, summer and autumn ready-to-wear collections in a series of fashion shows, at Paris Fashion Week – one of the most influential events in fashion industry held four times a year. The showrooms displayed a total of 14 Georgian clothing brands. Their collections were supported by Enterprise Georgia.

**APLF Leather & Materials** (Hong Kong, China) – APLF – an international trade fair of leather goods took place in Hong Kong, on 14 and 15 March. Three Georgian leather producers were present at the fair. Their participation was supported by Enterprise Georgia. APLF is the world's leading leather trade show where about 1200 companies showcase their leathers. Georgian handbag and accessories brand Gepherrini opened an island-type store in one of the most prestigious retail centers in Hong-Kong.

**AGRITEQ QATAR 2018** (Doha, Qatar) – four Georgian companies had the opportunity to showcase their agro-products at the international agricultural exhibition in Qatar, from 20 to 22 March 2018. Providing visitors from all over the Gulf Region with an integrated platform for agricultural products and technologies, the exhibition also offers them an excellent opportunity to launch or expand their businesses in the region.

**JVF** (Vicenza, Italy) - Vicenza, Italy hosted an international jewelry fair from 7 to 9 April 2018. Three Georgian jewelry (enamel) companies showcased their collectaions, through the suport of Enterprise Georgia.

**World Blockchain Forum** - (Dubai, United Arab Emirates) Four Georgian software development companies were represented at the largest conference "World Blockchain Forum" in Dubai, on 16 and 17 April 2018, with the support of Enterprise Georgia. Founders of the prominent companies worldwide, more than 750 investors and innovators and public sector representatives and over 40 speakers attended the international forum.

**Trade Mission** – As part of the efforts to promote Georgia's IT sector, Enterprise Georgia, in partnership with Gateway Partners organized trade mission to Almaty, Kazakhstan, from 25 to 27 April 2018. On the sidelines of the trade mission, several B2B meetings were held to find new partners and establish business contacts.

**Sial Canada 2018** (Montreal, Canada) – Four companies from Georgia for the first time attended the international food exhibition, from 2 to 4 May 2018, with the support of Enterprise Georgia. The world's annual



marketplace of foodstuffs brings together over 1000 companies and over 35 000 visitors from 50 countries.

**Consensus 2018** (New York, US) – New York hosted Consensus Invest Conference from 14 to 16 May where three Georgian IT companies (Golden Fleece Ltd, Entrop Ltd and Shelf Network Ltd) and two private universities (Georgian University Ltd and International Black Sea University Ltd) were represented, with the support of Enterprise Georgia.

**Sial China 2018** (Shanghai, China) – With the support of Enterprise Georgia, 13 Georgian companies were represented at Asia's Largest Food Innovation Exhibition from 16 to 18 May 2018. Sial China 2018 was attended by over 110 000 visitors and 3400 international food and beverage companies.

**Pitti Imagine Uomo** (Florence, Italy) – From 12 to 15 May 2018, On June 12-14, Florence hosted Pitti Imagine Uomo, one of the world's most important platforms for men's clothing and accessory collections, where Georgia was in the spotlight as the guest nation, with the support of Enterprise Georgia. Six Georgian menswear designers: Aznauri, Anuka Kiburia, Tatuna Nikolaishvili, Gola Damian, Vaska, Situationist put their fashion on display for international buyers, journalists and bloggers. Participation in the fashion exhibition and contacts established there allowed the Georgian designers to negotiate contracts with such important stores as: Browns Fashion London, Net-a-Porter, Al Ostoura Kuwait, Ricardo Grassi, Barney's New York, Macondo Milan, Tommorrow Showroom and also several buyers from Tokyo.

**London Startup Grind** (London, Great Britain) – London hosted London Startup Grind from 12 to 14 June 2018 where, with the support of Enterprise Georgia, 3 Georgian technological companies (Lingwing, Pulsar AI and Quickcash) had their own stand as exhibitors. Representatives of five technological companies attended the conference as visitors.

**A'18** - AIA Conference on Architecture 2018 (New York, US) – Two Georgian architecture companies participated in the architecture and design conference from 19 to 23

June 2018, with the support of Enterprise Georgia. The conference made up of workshops, seminars and masterclasses by the world's top architects like: David Adjaye, Sheela Søgaard, Sarah Williams Goldhagen, Marc Morial, Tamara Eagle Bull, Julie Snow, FAIA, & Matt Kreilich, Gabriela Gómez-Mont, and others played host to over 23 000 visitors.

**BIJORCHA** (Paris, France) - The international trade show BIJORCHA was conducted in Paris, from 7 to 10 September 2018. Held twice a year BIJORCHA is dedicated to jewellery and is one of the most important events of the industry. Seven Georgian jewelry (enamel) companies participated in the exhibition, with the support of the Enterprise Georgia Agency.

**Kids Turkey 2018** (Istanbul, Turkey) - 7 Georgian companies took part in the International Kids Exhibition in Istanbul, from 4 to 7 October 2018. The event exhibited various items, ranging from hand-made wooden toys to room decorations.

**Sial Paris 2018** (Paris, France) – Enterprise Georgia organized the participation of 18 Georgian companies in the SIAL International Food Exhibition in Paris on 21-25 October. The Georgian companies were represented in two exhibition halls. The objective of their participation was to present Georgian products to the world market and establish business links with international EU buyers. SIAL Paris is the largest international marketplace dedicated to the agri-food industry, food retail and catering. The event brought together more than 150 000 visitors and over 6000 participants.

**Web Summit** (Lisbon, Portugal) - Enterprise Georgia organized the launch of Georgian stand and participation of local companies in the Web Summit held in Lisbon, from 5 to 8 November 2018. A total of 17 representatives of 11 companies attended the event.

## TRADE MISSIONS AND BUSINESS FORUMS

**Georgia-Italy Business Forum** - On July 17, 2018, within the framework of Italian President Sergio Mattarella's official visit to Georgia, Georgia-Italy Business Forum was held in Tbilisi. A total of 21 Italian and more than 200 Georgian companies took part in the Forum. On the sidelines of the event, representatives of Italian and Georgian companies held B2B meetings and exchanged information.



**German delegation's visit to Georgia** - On 23 and 24 August 2018, within the framework of German Chancellor Angela Merkel's visit to Georgia, representatives from German companies led by Parliamentary State Secretary at the Federal Ministry for Economic Affairs and Energy Thomas Bareiss arrived in Tbilisi. The Business delegation held meetings at the Public Service Hall to gain a better understanding of simplified procedures for business registration/management in Georgia.



**Georgia-Germany Business Forum** - On 9 October 2018, the German city of Frankfurt hosted Georgia-Germany Business and Cooperation Forum, which was organized by Government of Georgia, German Federal Ministry for Economic Cooperation and Development and UN Industrial Development Organization (UNIDO) as part of the Frankfurt Book Fair. Georgian Prime Minister Mamuka Bakhtadze participated in the Forum.

**Visit of Business Delegation from Hong Kong** - The business delegation from Hong Kong, China paid a visit to Georgia from 20 to 22 September 2018. Within the framework of the visit, bilateral meetings were held with representatives of the Georgian Ministry of Economy and Sustainable Development and the Ministry of Regional Development and Infrastructure.



## CHINA INTERNATIONAL IMPORT EXPO (CIIE) – Shanghai, China

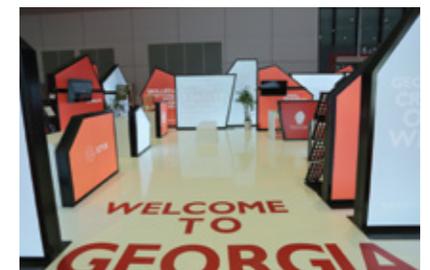
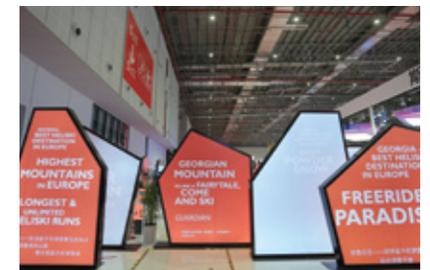
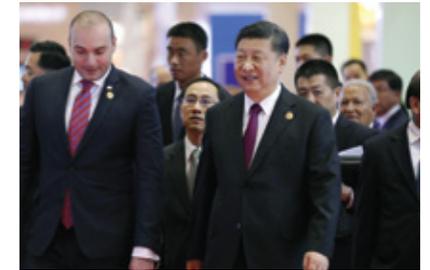
The Enterprise Georgia Agency organized and co-financed the participation of 52 Georgian companies in China's largest international exhibition - CHINA INTERNATIONAL IMPORT EXPO – CIIE, which was held from 5 to 10 November 2018, in Shanghai. The event was held for the first time, with the support of the World Trade Organization and the United Nations Industrial Development Organization. Plans to conduct the exhibition was announced by Xi Jinping, President of the People's Republic of China during the Belt and Road Forum for International Cooperation in May of 2017.

The exhibition was distinguished by its scale and was extended over an area of over 270,000 square meters. Business and government delegations from more than 130 countries participated in the event. The number of professional buyers exceeded 150 000.

Prime Minister Mamuka Bakhtadze and President of the People's Republic of China Xi Jinping attended the opening of the Georgian pavilion. A country pavilion assigned to Georgia covered 136 square meters, and a pavilion for trade in goods and services - 601 square meters.

The exhibition involved 52 companies from Georgia, of which 40 were represented in the food and beverage section comprising companies producing wine, water, fruit and vegetable juices, canned berries, nuts and non-alcoholic beverages; 4 were represented in the textile industry section including jewelry manufacturers and mass production enterprises. The service pavilion was represented by 8 Georgian companies including those from IT, consulting and restaurant network sectors.

Within the framework of the exhibition, a preliminary agreement was reached on the export of Georgian goods worth USD 20 mln.



## EDUCATION

**Platform for connecting education institutions with IT companies** – The Enterprise Georgia Agency ensured connection between the education institutions and IT companies. This was done with the aim of launching co-operation between the State, higher education institutions and private sector and further improvement of educational programs.

**Platform for connecting education institutions with IT companies** – The Enterprise Georgia Agency ensured connection between the education institutions and architecture and interior design companies. As part of this action, deans of various higher education institutions presented their Bachelor's and Master's degree programs to the audience and heard the private sector's concrete recommendations on market's needs, demands and possibilities.

**Export managers training course** – In 2018, the Agency provided two certification training courses for export managers, which were attended by 68 students. Such courses were for the first time conducted outside Tbilisi – in Batumi, in particular.

**Series of masterclasses** – The Agency launched a new educational program – "Develop your Business". The series of masterclasses dealt with global communications and strategic planning, financial reporting and principles of business. A total of 11 masterclasses were provided in 2018, of which 2 were conducted by an international speaker and 9 - by a local trainer. The attending audience exceeded 700.



## B2B MEETINGS

In 2018, at the initiative and under the auspices of the Agency's export department, B2B meetings were held between Produce in Georgia Program beneficiaries and local business consulting companies. The meetings served three main goals:

- 1 Establishing the practice of using business consulting services and promoting respective companies in the domestic market;
- 2 Assisting the beneficiaries of the Produce in Georgia Program in enhancing their economic activities;
- 3 Effectively developing the technical component (TA) of the Agency.

As a result of the meetings, up to 15 agreements were signed; awareness about local service providers was raised; program beneficiaries effected a number of useful changes (photos)





## ENTERPRISE GEORGIA – INVESTMENTS ATTRACTION

The aim of Enterprise Georgia – Investments is to attract and promote foreign direct investments and to encourage reinvestment.

Enterprise Georgia – Investments acts as a kind of mediator between foreign investors and the Georgian government, operates on a single window principle and helps the interested investors receive various types of information and conduct effective communication with the Georgian side.

With the support of the Agency’s investment group, seven new investment projects (with investment value of USD 56 mln) were launched in 2018 that will lead to employment of up to 700 people. Of the 7 projects 4 will be implemented in the production sector, 1 in the real estate (hospitality business) area, 1 will be business process outsourcing project and 1 – retail project. 12 projects

(with investment value of USD 196 mln) are at the final stage of negotiations.

In 2018, the Agency’s investment group organized 15 international roadshows and other events, on the sidelines of which meetings were held with up to 200 companies to promote Georgia’s investment potential in 5 priority areas: hospital business, clothing and footwear industry, furniture manufacturing, motor vehicle and aircraft parts manufacturing, electronic components manufacturing and business process outsourcing.

The Agency’s investment group informed up to 500 interested parties (meetings included an aftercare component as well) on Georgia’s investment opportunities in the areas of real estate and services, business process outsourcing, manufacturing and other business sectors



## SUCCESS STORIES

**MGMTEX** - Romanian clothing manufacturer Ottorose launched its subsidiary - MGMTEX sewing factory in Kutaisi, which currently employs up 300 people and is due to hire an additional number of 100 by the beginning of 2019. The investment value of the project is GEL 3 mln. The sewing factory currently produces textile goods for such brands as HM, s’Olivier, M&S, Topshop, Moncler, Urban Outfitters, etc.

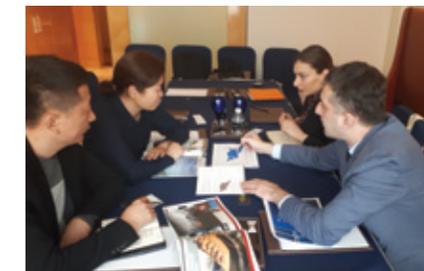
*“Number one reason why we chose Georgia is its closeness to Europe. Due to its location Georgia has a significant competitive advantage – and this is an important factor to Fast Fashion industry.*

*Another reason is competitive operating costs - in particular, salaries to workforce in the sewing industry. It is also worth noting that business in Georgia shows a lot of operational flexibility due to low level of bureaucracy. We managed to register the company just in a day and to streamline production processes within a period of 3 months” – a representative of the Ottorose company said.*

**Koç Kablo** – A Turkish company with 35 years of business experience in the international copper and aluminium cable producing market. In February of 2018, within the framework of the Produce in Georgia Program, a land plot of 9502 square meters was transferred to the company. At the initial stage of operation, the company will create 50 new job places and will produce 6,000,000 meter-long cable per year.

**FSP Global** - FSP Global is a Romanian Business Process Outsourcing company specializing in call center and customer services. The company was launched in Georgia in April of 2018 and employs a staff of 20. The company is currently providing its services in German and English. FSP Global is set to further expand its business in Georgia.

**Fortune Group of Hotels** – Dubai company holding a network of 4-star hotels, Fortune Group of Hotels is implementing a 4-star hotel project based on the already



existing Golden Palace hotel. The new hotel will be launched under the Fortune Group of Hotels brand. The project's total investment value is USD 9.5 mln and is due to employ up to 75 people. The company is set to further expand its hotel network in Georgia.

*"What I found most exciting in Georgia is that I registered the company in just a few minutes and instantly opened a multi-currency account in a commercial bank. Until I arrived in Tbilisi I could hardly imagine getting a bank card for the company so speedily and then using it momentarily. Georgia offers investors very attractive opportunities: easiness of starting business, simplified regulations, qualified workforce, political stability, protection of property rights - this list is incomplete" - Praveen Shetty, the Director of Fortune Group of Hotels said.*

**Yarn enterprise project** – the Iranian holding company is planning to start yarn production through recycling of PET products. The project's total investment value is USD 7-8 mln and is due to employ up to 100 people. In 2018 the Company bought a land plot for its enterprise and currently is in the process of obtaining an environmental impact permit.

**Pharmaceutical manufacturing project** - The Iranian company is building a vaccine manufacturing enterprise in Tbilisi. In 2018 the Company bought a land plot for its enterprise and currently is in the process of obtaining a permit. The project's estimated investment value is USD 15-20 mln.

**Retail Project** – Over 80-international brand franchising company founded in Kuwait and being one of the largest retail groups in the Middle East region made a decision to enter Georgia with one of the world-famous brands, the affiliates of which are due to be launched in Georgia in 2019. Commercial negotiations are currently underway over the affiliate locations.

## SECTORAL RESEARCHES

In 2018 the Enterprise Georgia Agency carried out two sectoral researches: "Study of Investment Potential of Business Process Outsourcing (BPO) and Shared Service Center (SSC) in Georgia" and "Study of Motor Vehicle Parts and Components Industry".

The study of investment potential of business process outsourcing (BPO) and shared service center (SSC) in Georgia has revealed investment potential for 5 previously selected services: 1. Financial & Accounting Services; 2. Customer Service Centers and Customer-Relationship Management (CRM); 3. Human Resources (HR); 4. Information Technologies (IT); 5. Architecture and Design. Besides, 10 investment proposals, so-called teasers were created for effective communication with potential investors. This study was performed by Deloitte & Touche LLC, via open tendering procedures.

The Study of Motor Vehicle Parts and Components Industry was performed by KPMG Georgia, via open tendering procedures. The aim of the study was to explore Georgia's investment potential in motor vehicle parts and components industry and to assess Georgia's attractiveness for manufacturers of motor vehicle parts, as well as to identify 4 sub-sectors of the aforesaid sector, in which Georgia has the capacity to develop export-oriented industry and to attract foreign direct investments. Investment proposals, so-called teasers were created for the selected sub-sectors as well.

Statistics

"Produce in Georgia" Program Results in Numbers

Number of supported projects (access to finance & property)	435	118
Volume of approved loans (€)	567,691,430	144,365,574
Number of supported projects (micro)	6,212	899
Volume of grants issued (€)	46,922,715	8,266,204
Total expected investment (€)	1,101,093,548	269,198,674
Number of new jobs created	>27,500	>4,800

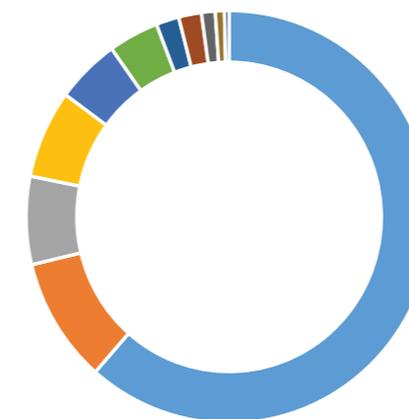
Projects by Regions

Region	Total data	2018
Tbilisi	169	42
Kvemo Kartli	27	7
Imereti	19	5
Mtskheta-Mtianeti	19	4
Ajara	14	1
Samegrelo-Zemo Svaneti	11	1
Guria	5	3
Shida Kartli	5	2
Samtskhe-Javakheti	3	1
Kakheti	2	
Racha-Lechkhumi-Kvemo Svaneti	1	

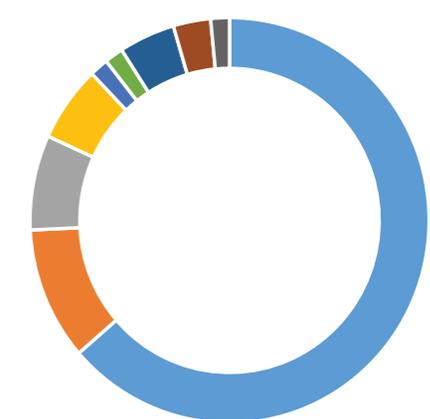
Component of Access to Finance

Number of projects	275	66
Loan amount	400,454,371	81,806,132
Total expected investment	637,550,457	129,590,267
New business (startup)	109	29
Expansion/re-equipment	166	37
Employment	11,431	2,447

Total data



2018



- Tbilisi
- Kvemo Kartli
- Imereti
- Mtskheta-Mtianeti
- Ajara
- Samegrelo-Zemo Svaneti
- Guria
- Shida Kartli
- Samtskhe-Javakheti
- Kakheti
- Racha-Lechkhumi-Kvemo Svaneti
- Shida Kartli
- Imereti
- Samegrelo-Zemo Svaneti
- Samtskhe-Javakheti
- Ajara

Volume of Investments by Sectors		
Sector	Total data in %	2018 in %
Building materials	30%	37%
Food & drink	28%	27%
Paper & packaging	10%	2%
Plastic	8%	10%
Pharmacy & chemical production	6%	7%
Clothing & textile	5%	3%
Other production	5%	7%
Metals	4%	4%
Electrical equipment	3%	0%
Wood processing	1%	3%

"Host in Georgia" Program		
	Total data	2018
Number of projects	73	36
Loan amount	102,311,720	56,766,000
Total expected investment	199,040,769	90,292,719
New business (startup)	63	33
Expansion/re-equipment	10	3
New room	2,211	1,078
Employment	2,002	795



- Building materials
- Paper & packaging
- Pharmacy & chemical production
- Other production
- Electrical equipment
- Food & drink
- Plastic
- Clothing & textile
- Metals
- Wood processing
- Building materials
- Paper & packaging
- Pharmacy & chemical production
- Other production
- Electrical equipment
- Food & drink
- Plastic
- Clothing & textile
- Metals
- Wood processing

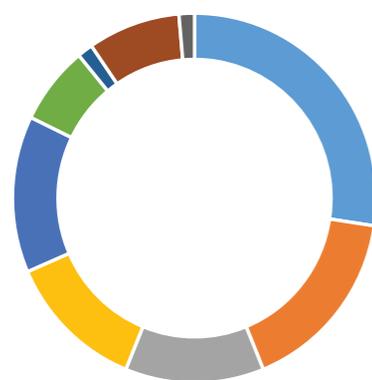
Projects by Regions

	Total data	2018
Kakheti	20	11
Samtskhe-Javakheti	12	4
Mtskheta-Mtianeti	9	3
Samegrelo-Zemo Svaneti	9	4
Imereti	10	7
Guria	5	2
Shida Kartli	1	
Ajara	6	5
Racha-Lechkhumi-Kvemo Svaneti	1	

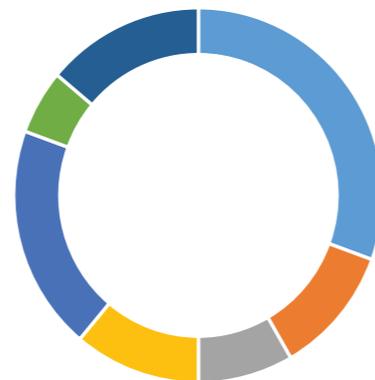
New Rooms by Regions

	Total data	2018
Mtskheta-Mtianeti	405	113
Kakheti	594	312
Samtskhe-Javakheti	353	118
Samegrelo-Zemo Svaneti	236	112
Guria	172	82
Imereti	169	117
Shida Kartli	20	-
Ajara	244	224
Racha-Lechkhumi-Kvemo Svaneti	18	-

Total data



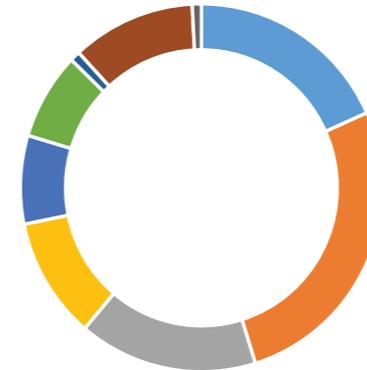
2018



- Kakheti
- Samtskhe-Javakheti
- Mtskheta-Mtianeti
- Samegrelo-Zemo Svaneti
- Imereti
- Guria
- Shida Kartli
- Ajara
- Racha-Lechkhumi-Kvemo Svaneti

- Kakheti
- Samtskhe-Javakheti
- Mtskheta-Mtianeti
- Samegrelo-Zemo Svaneti
- Imereti
- Guria
- Ajara

Total data



2018



- Mtskheta-Mtianeti
- Kakheti
- Samtskhe-Javakheti
- Samegrelo-Zemo Svaneti
- Guria
- Imereti
- Shida Kartli
- Ajara
- Racha-Lechkhumi-Kvemo Svaneti

- Mtskheta-Mtianeti
- Kakheti
- Samtskhe-Javakheti
- Samegrelo-Zemo Svaneti
- Guria
- Imereti
- Ajara

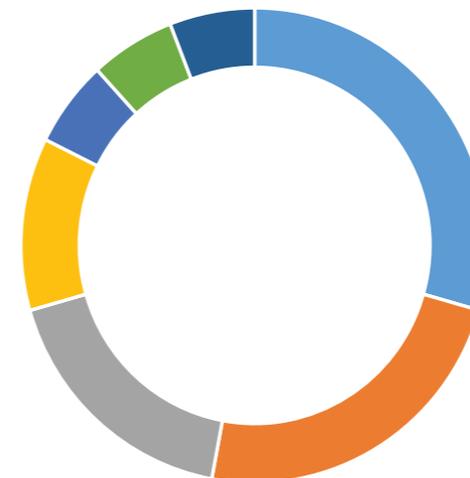
The Results of N(N)LE Agricultural Projects Management Agency

	Total	2018
Supported projects	17	2
Amount of issued loans	64,925,339	5,793,442
Total amount of investment	117,681,256	5,793,442
New business (startup)	14	2
Expansion	3	
Employment	850	50

Projects by Regions

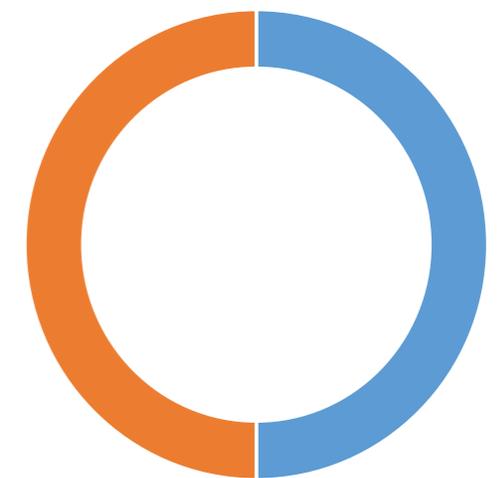
Region	Total	2018
Tbilisi	5	1
Samegrelo-Zemo Svaneti	4	
Kvemo Kartli	3	
Kakheti	2	1
Guria	1	
Ajara	1	
Imereti	1	

Total data



- Tbilisi
- Samegrelo-Zemo Svaneti
- Kvemo Kartli
- Kakheti
- Guria
- Ajara
- Imereti

2018



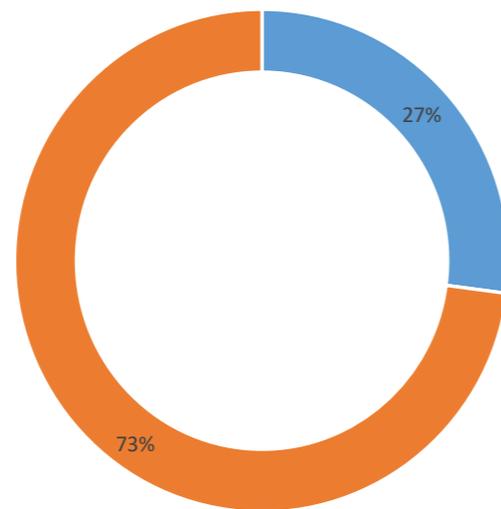
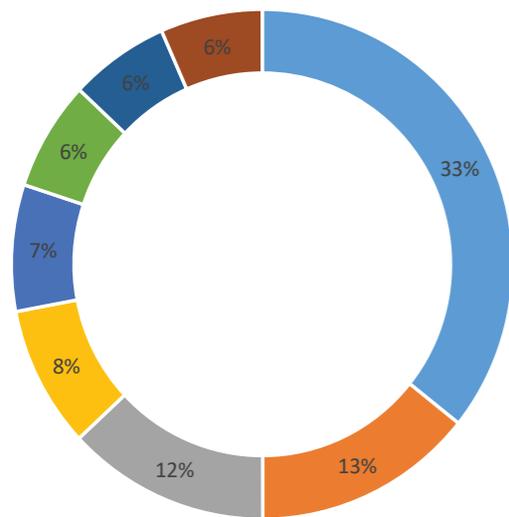
- Tbilisi
- Kakheti

Volume of Investments by Sectors		
Sector	Total data in %	2018 in %
Greenhouse business	33%	
Milk processing	13%	
Product storage refrigerators	12%	
Animal feed production	8%	
Poultry farming	7%	
Vegetable processing	6%	
Tea prodction	6%	
Fruit processing	6%	27%
Gardening	4%	73%
Fish processing	3%	

Component of Access to Real Property		
	Total data	2018
Number of projects	106	18
Market value of transferred property	34,238,194	6,157,852
Total expected investment	161,088,390	30,049,790
Employment	5,916	543

Total data

2018



- Greenhouse business
- Milk processing
- Product storage refrigerators
- Animal feed production
- Poultry farming
- Vegetable processing
- Tea prodction
- Fruit processing
- Fruit processing
- Gardening

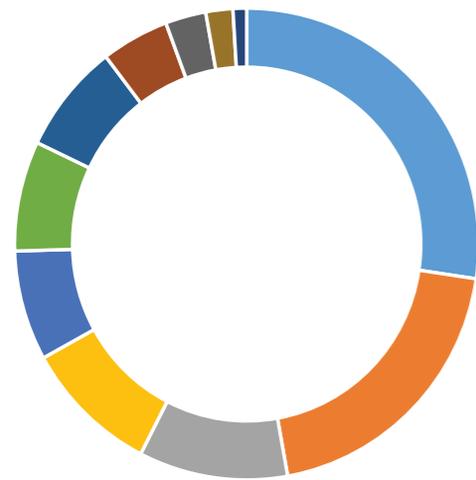
Projects by Regions

Region	Total data	2018
Tbilisi	29	10
Kvemo Kartli	21	3
Imereti	11	2
Samegrelo-Zemo Svaneti	10	
Shida Kartli	8	1
Ajara	8	1
Mtskheta-Mtianeti	8	
Guria	5	
Samtskhe-Javakheti	3	
Kakheti	2	1
Racha-Lechkhumi-Kvemo Svaneti	1	

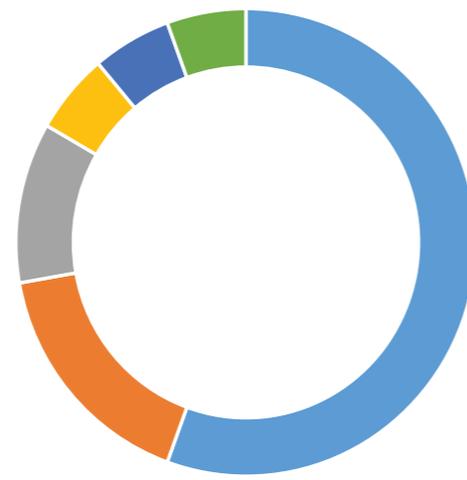
Volume of Investments by Sectors

Sector	Total data in %	2018 in %
Building materials	37%	26%
Agriculture	17%	1%
Clothing & textile	14%	8%
Food & drink	10%	33%
Metals	9%	24%
Plastic	7%	7%
Other production	4%	2%
Paper & packaging	1%	
Pharmacy & chemical production	0.44%	
Electrical engineering	0.12%	
Chemical production	0.04%	

Total data

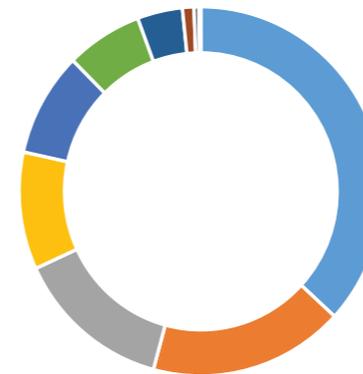


2018

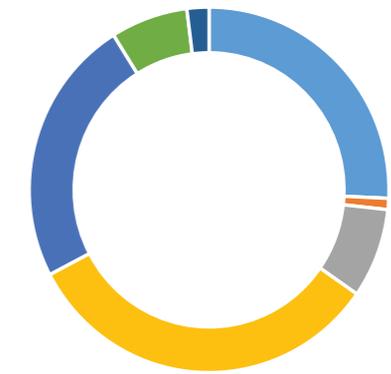


- Tbilisi
- Imereti
- Shida Kartli
- Mtskheta-Mtianeti
- Samtskhe-Javakheti
- Racha-Lechkhumi-Kvemo Svaneti
- Kvemo Kartli
- Samegrelo-Zemo Svaneti
- Ajara
- Guria
- Kakheti

Total data



2018

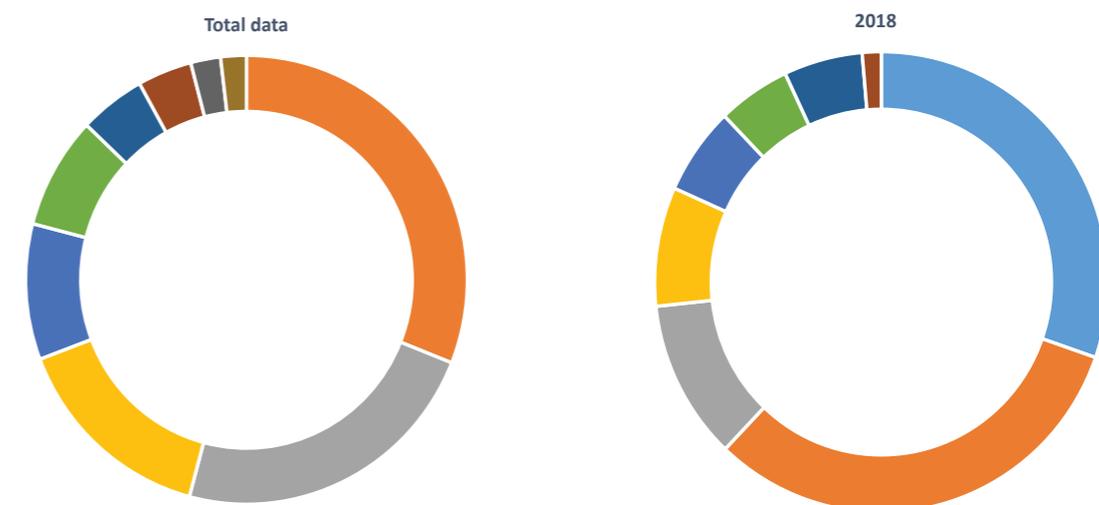


- Building materials
- Clothing & textile
- Metals
- Other production
- Pharmacy & chemical production
- Chemical production
- Agriculture
- Paper & packaging
- Electrical engineering
- Building materials
- Clothing & textile
- Other production
- Food & drink

## STATISTICS BY REGIONS

Tbilisi		
"Produce in Georgia" - industrial direction		
	Total data	2018
Number of projects	169	42
Loan amount	248,340,763	52,421,714
Total expected investment	376,002,918	80,671,807
New business (startup)	59	14
New business (startup) investment	160,604,561	15,496,037
Expansion/re-equipment	110	28
Expansion/re-equipment investment	215,398,357	65,175,769
Employment	6,175	1,566

Industrial direction - investments by sectors		
Sector	Total data in %	2018 in %
Food & drink		30%
Building materials	23%	32%
Paper & packaging	17%	11%
Plastic	11%	8%
Pharmacy & chemical production	7%	6%
Other production	6%	5%
Clothing & textile	4%	6%
Metals	3%	
Electrical equipment	2%	
Wood processing	1%	1%



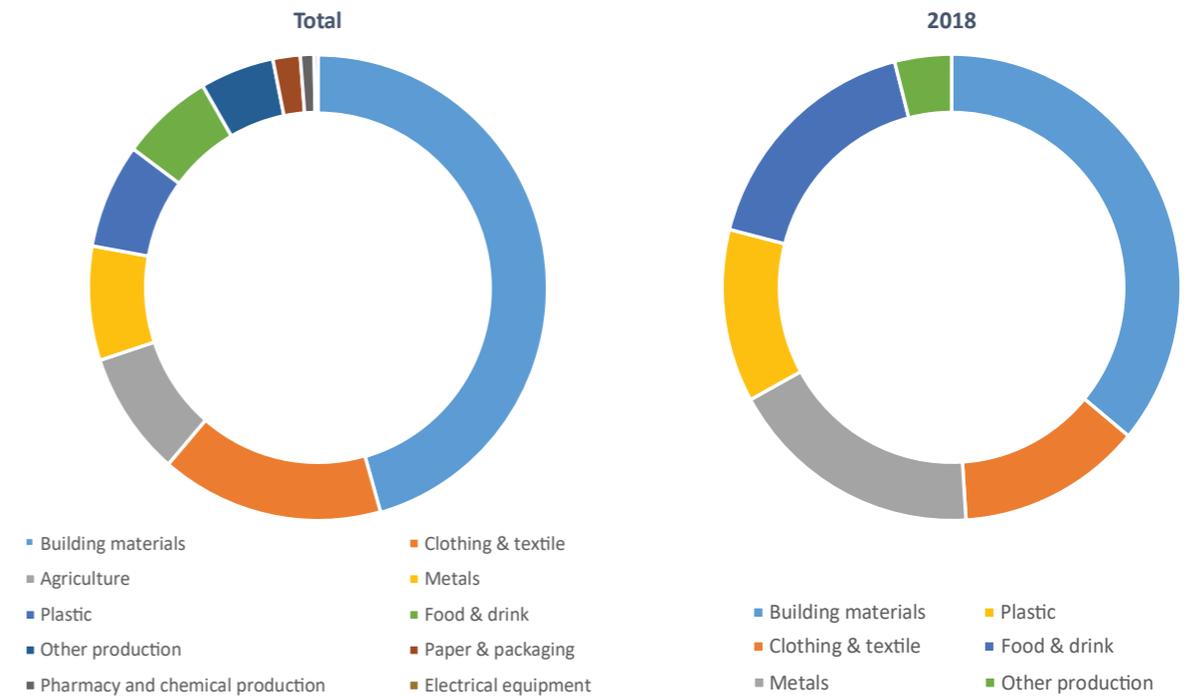
- Food & drink
- Building materials
- Paper & packaging
- Plastic
- Pharmacy & chemical production
- Other production
- Clothing & textile
- Metals
- Electrical equipment
- Wood processing

"Produce in Georgia" - component of access to real property

	Total data	2018
Number of projects	29	10
Cost of transferred property	12,372,620	3,014,004
Total expected investments	73,624,238	17,472,542
Employment	1,916	327

"Produce in Georgia" – component of access to real property investments by sectors

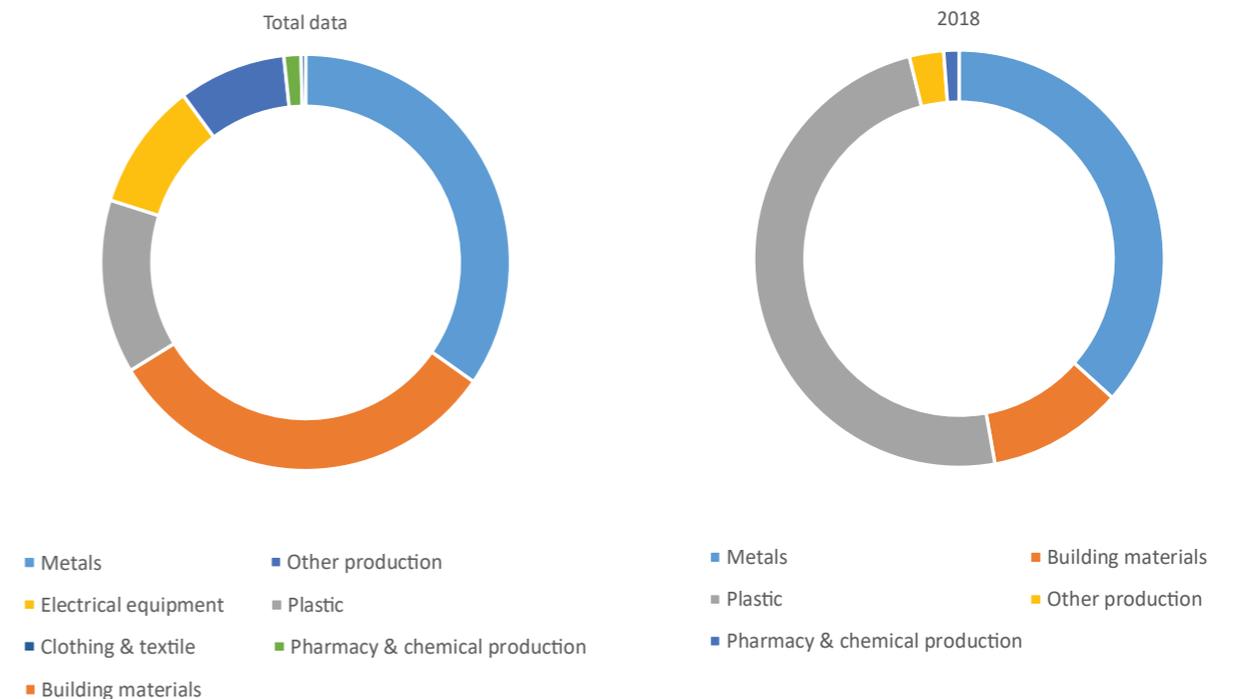
Sector	Total data in %	2018 in %
Building materials	46%	36%
Clothing & textile	16%	13%
Agriculture	9%	
Metals	8%	18%
Plastic	7%	12%
Food & drink	7%	17%
Other production	5%	4%
Paper & packaging	2%	
Pharmacy and chemical production	1%	
Electrical equipment	0.3%	



"Produce in Georgia" - village		
	Total data	2018
Number of projects	5	1
Loan amount	10,922,897	4,337,476
Total expected investments	27,887,758	9,302,471
New business (startup)	5	0
New business (startup) investments	27,887,758	9,302,471
Expansion/re-equipment		
Expansion/re-equipment investment		
Employment	>250	>25

Industrial direction investments by sectors		
Sector	Total data in %	2018 in %
Metals	35%	37%
Building materials	32%	11%
Plastic	14%	49%
Electrical equipment	10%	
Other production	8%	3%
Pharmacy & chemical production	1%	1%
Clothing & textile	0.4%	

Kvemo Kartli		
"Produce in Georgia" - industrial direction		
	Total data	2018
Number of projects	27	7
Loan amount	35,336,970	10,508,641
Total expected investment	48,121,999	12,775,000
New business (startup)	13	6
New business (startup) investments	23,549,581	12,625,000
Expansion/re-equipment	14	1
Expansion/re-equipment investment	24,572,418	150,000
Employment	763	173

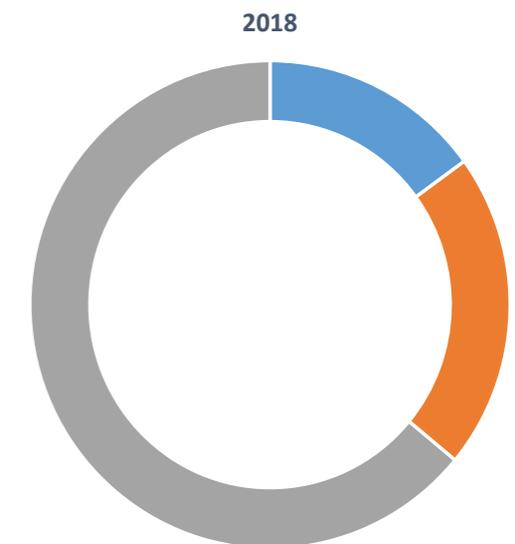
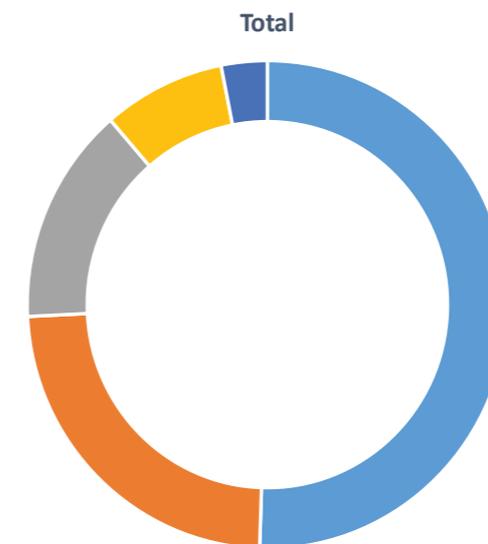


"Produce in Georgia - component of access to real property"

	Total data	2018
Number of projects	21	3
Cost of transferred property	6,637,068	261,123
Total expected investment	26,550,128	1,046,348
Employment	450	22

"Produce in Georgia"n - component of access to real property investments by sectors

Sector	Total data in %	2018 in %
Agriculture	49%	15%
Building materials	23%	21%
Plastic	14%	
Metals	8%	
Other production	3%	
Food & drink		64%



■ Agriculture ■ Building materials ■ Plastic ■ Metals ■ Other production

■ Agriculture ■ Building materials ■ Food & drink

"Produce in Georgia" - component of rural development		
	Total data	2018
Number of projects	3	
Loan amount	10,579,023	
Total expected investment	11,695,566	
New business (startup)	2	
New business (startup) investments	10,189,494	
Expansion/re-equipment	1	
Expansion/re-equipment investment	1,506,072	
Employment	40	

Kvemo Kartli - Micro Grants		
Indicator	Total data	2018
Number of projects	420	59
Grant amount	3,990,020	593,960
Number of beneficiaries	481	66
Average amount of grant per beneficiary	8,295	8,999.39
Average amount of grant per project	9,500	10,067.12
Average amount of project investment	10,044	36,453.03
Total amount of project investments	4,218,419	2,150,729
Beneficiary (woman)	246	24
Beneficiary (man)	519	42
Non-agricultural service	164	26
Non-agricultural production	113	20
Agricultural service	65	4
Agricultural production	139	9
Expansion	266	32
Startup	215	27
Partnership	180	5
Individual entrepreneur	240	34

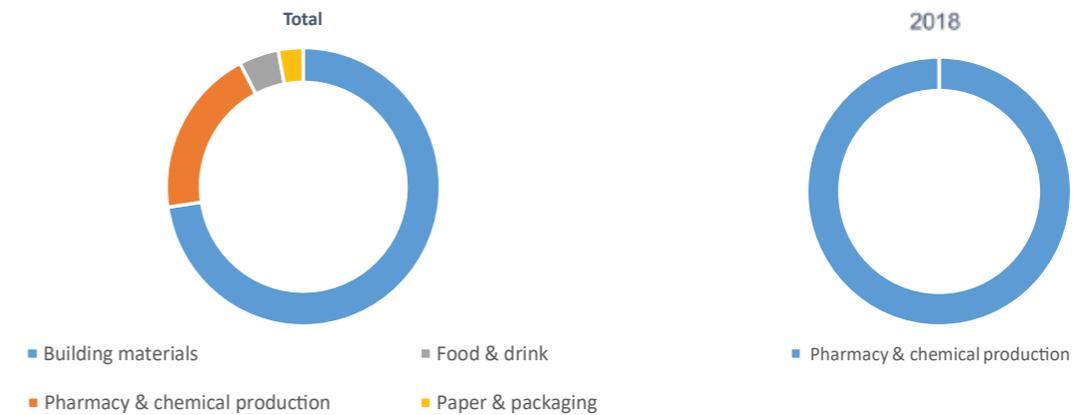
Autonomous Republic of Ajara

"Produce in Georgia" – industrial direction

	Total data	2018
<b>Number of projects</b>	14	1
<b>Loan amount</b>	16,961,644	1,420,000
<b>Total expected investments</b>	27,868,365	5,494,965
<b>New business (startup)</b>	6	1
<b>New business (startup) investment</b>	10,135,565	5,494,965
<b>Expansion/re-equipment</b>	8	
<b>Expansion/re-equipment investment</b>	17,732,800	
<b>Employment</b>	327	40

Industrial direction Investments by sectors

Sector	Total data in %	2018 in %
Building materials	73%	
Pharmacy & chemical production	20%	100%
Food & drink	5%	
Paper & packaging	3%	



"Produce in Georgia" – hotel industry

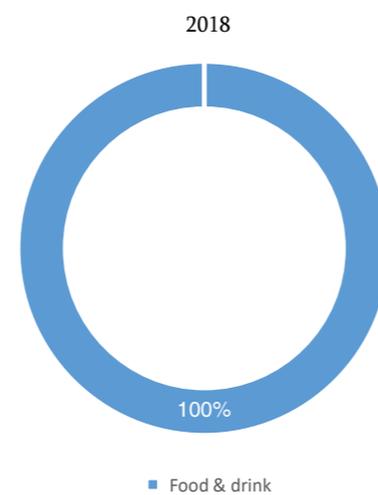
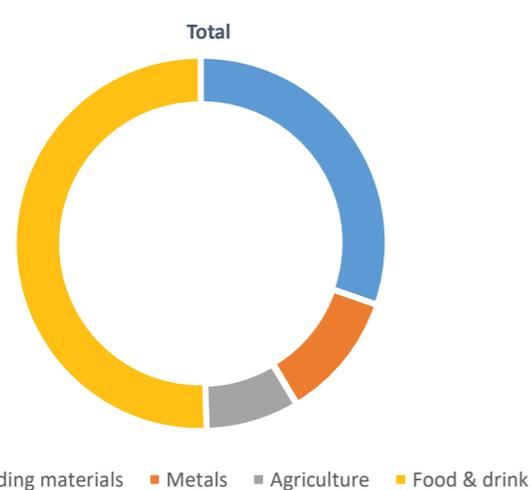
	Total data	2018
<b>Number of projects</b>	6	5
<b>Loan amount</b>	9,280,000	8,300,000
<b>Total expected investments</b>	14,312,645	13,332,645
<b>New business (startup)</b>	6	5
<b>New business (startup) investment</b>	14,312,645	13,332,645
<b>Expansion/re-equipment</b>	-	-
<b>Expansion/re-equipment investment</b>	-	-
<b>Employment</b>	123	107
<b>Number of hotel rooms</b>	244	224

"Produce in Georgia" - component of access to real property

	Total data	2018
Number of projects	8	1
Cost of transferred property	3,062,177	1,462,537
Total expected investments	12,248,708	5,850,148
Employment	351	30

"Produce in Georgia" - component of access to real property investments by sectors

Sector	Total data in %	2018 in %
Buiding materials	30%	
Metals	11%	
Agriculture	8%	
Food & drink	50%	100%



"Produce in Georgia" - component of rural development

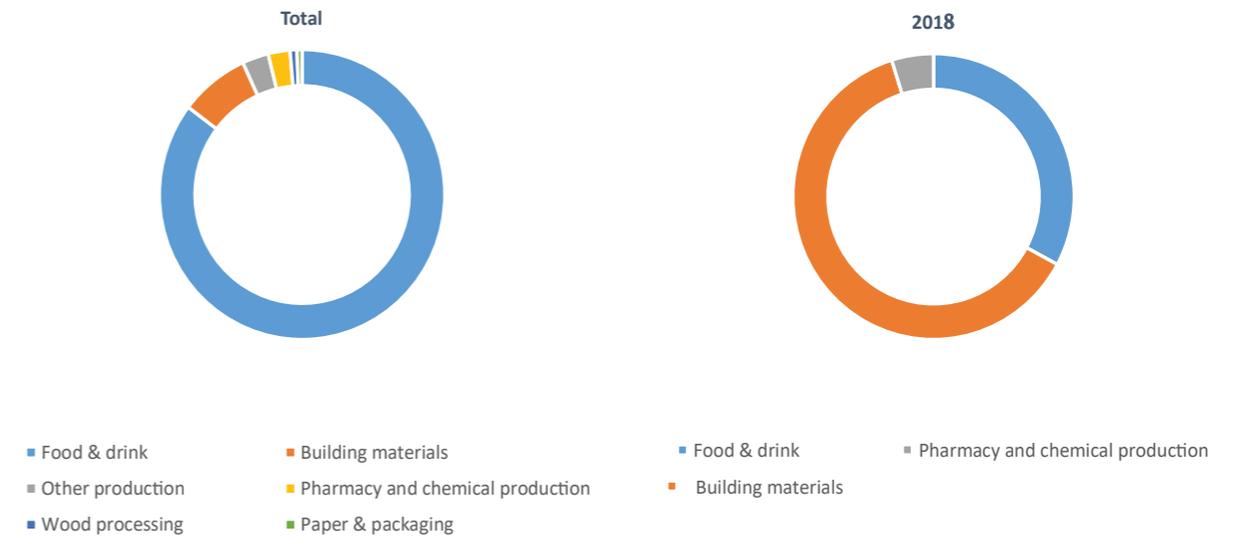
	Total data	2018
Numebr of projects	1	
Loan amount	4,191,572	
Total expected investments	5,623,628	
New business (startup)	1	
New business (startup) investment	5,623,628	
Expansion/re-equipment		
Expansion/re-equipment investment		
Employment	> 300	

Ajara - Micro Grants

Indicator	Total data	2018
Number of projects	596	76
Grant amount	4,832,633	756,007
Number of beneficiaries	954	84
Average grant amount per beneficiary	5,066	9,000.08
Average grant amount per project	8,108	9,947.46
Average amount of project investment	8,654	28,196.05
Total amount of project investments	5,157,918	2,142,900
Beneficiary (woman)	414	44
Beneficiary (man)	540	40
Non-agricultural service	276	46
Non-agricultura production	130	21
Agricultural service	63	1
Agricultural production	127	8
Expansion	381	49
Startup	215	27
Partnership	225	4
Individual entrepreneur	371	72

Mtskheta-Mtianeti		
"Produce in Georgia"— industrial direction		
	Total data	2018
Number of projects	19	4
Loan amount	33,587,211	3,298,161
Total expected investments	92,478,872	3,601,396
New business (startup)	7	1
New business (startup) investment	22,571,148	1,200,000
Expansion/re-equipment	12	3
Expansion/re-equipment investment	69,907,724	2,401,396
Employment	694	187

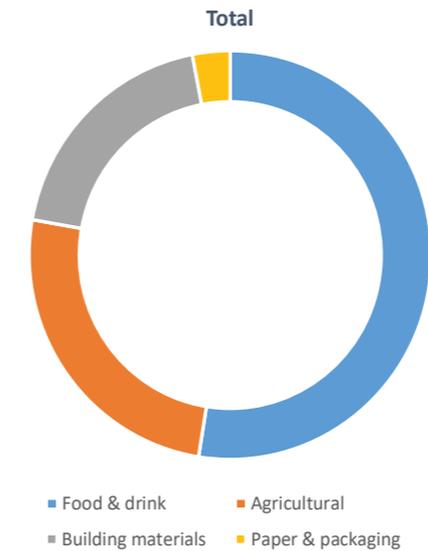
Industrial direction investments by sectors		
Sector	Total data in %	2018 in %
Food & drink	85%	33%
Building materials	8%	63%
Other production	3%	
Pharmacy and chemical production	2%	5%
Wood processing	1%	
Paper & packaging	1%	



"Produce in Georgia" - hotel industry		
	Total data	2018
Number of projects	9	3
Loan amount	15,364,000	6,900,000
Total expected investments	45,928,595	9,795,000
New business (startup)	9	3
New business (startup) investment	45,928,595	9,795,000
Expansion/re-equipment	-	-
Expansion/re-equipment investment	-	-
Employment	387	86
Number of hote rooms	405	113

"Produce in Georgia" – component of access to real property		
	Total data	2018
Number of projects	8	
Cost of transferred property	1,693,117	
Total expected investments	6,772,468	
Employment	38	

"Produce in Georgia" – component of access to real property investments by sectors		
Sector	Total data in %	2018 in %
Food & drink	52%	
Agricultural	25%	
Building materials	19%	
Paper & packaging	3%	

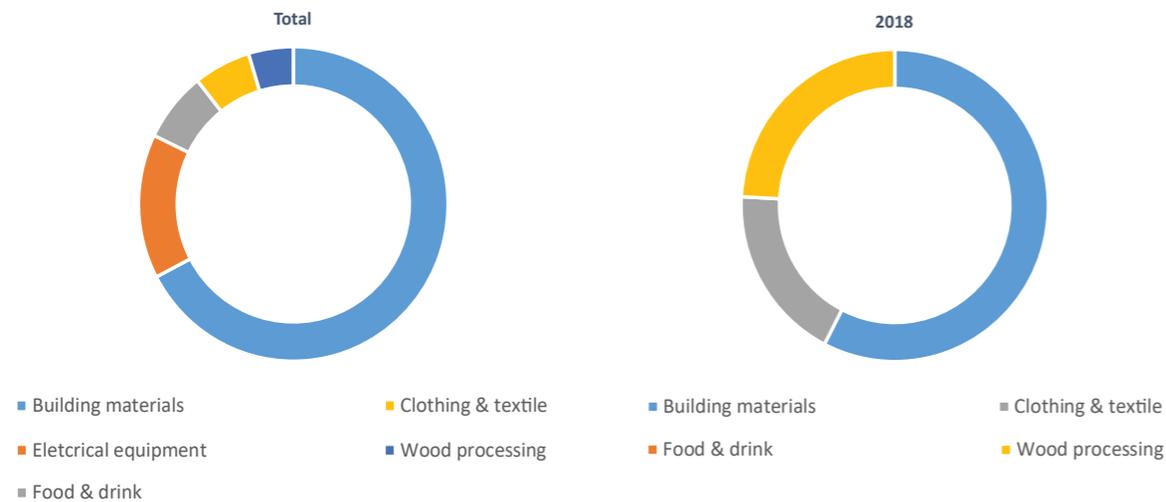


Mtskheta-Mtianeti - Micro Grants		
Indicator	Total data	2018
Number of projects	438	54
Grant amount	3,442,571	440,200
Number of beneficiaries	743	58
Average grant amount per beneficiary	4,633	7,589.66
Average grant amount per project	7,860	8,151.85
Average amount of project investments	8,798	31,740.26
Total amount of project investments	3,853,325	1,713,974
Beneficiary (woman)	327	31
Beneficiary (man)	416	27
Non-agricultural service	185	35
Non-agricultural production	86	14
Agricultural service	50	4
Agricultural production	117	1
Expansion	210	23
Startup	228	31
Partnership	196	2
Individual entrepreneur	242	52

Imereti		
"Produce in Georgia" - industrial direction		
	Total data	2018
Number of projects	19	5
Loan amount	24,040,884	4,114,000
Total expected investments	33,743,673	6,545,410
New business (startup)	9	3
New business (startup) investment	14,923,604	5,205,000
Expansion/re-equipment	10	2
Expansion/re-equipment investment	18,820,069	1,340,410
Employment	1,055	343

Industrial direction investments by sectors

Sector	Total data in %	2018 in %
Building materials	67%	58%
Electrical equipment	15%	
Food & drink	7%	
Clothing & textile	6%	18%
Wood processing	5%	24%



"Produce in Georgia" - hotel industry

	Total data	2018
Number of projects	10	7
Loan amount	8,480,000	6,340,000
Total expected investments	11,701,248	9,190,456
New business (startup)	9	6
New business (startup) investment	9,901,248	7,390,456
Expansion/re-equipment	1	1
Expansion/re-equipment investment	1,800,000	1,800,000
Employment	209	137
Number of hotel rooms	169	117

"Produce in Georgia" - component of access to real property

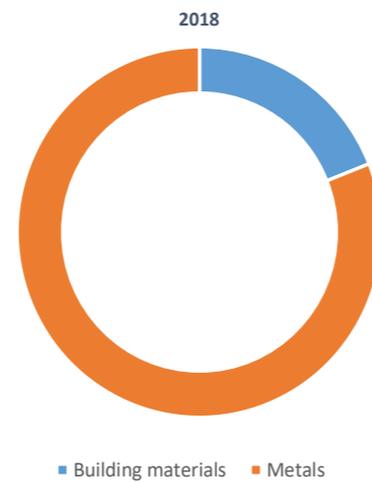
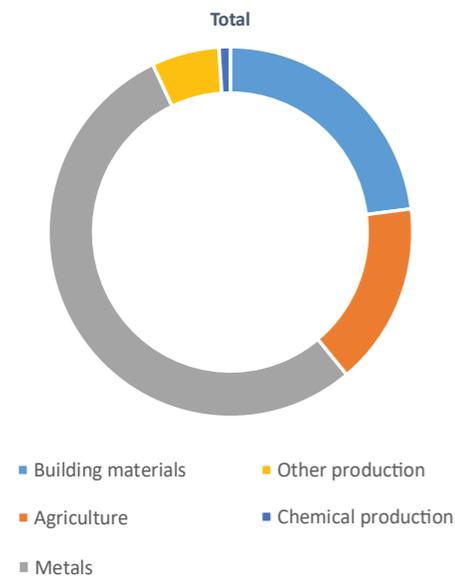
	Total data	2018
Number of projects	11	2
Cost of transferred property	2,431,400	1,214,000
Total expected investments	9,725,600	4,856,000
Employment	457	100

"Produce in Georgia" – component of access to real property investments by sectors

Sector	Total data in %	2018 in %
Building materials	23%	19%
Agriculture	16%	
Metals	54%	81%
Other production	6%	
Chemical production	1%	

"Produce in Georgia" - village

	Total data	2018
Number of projects	1	
Loan amount	1,435,628	
Total expected investments	3,818,344	
New business (startup)	1	
New business (startup) investment	3,818,344	
Expansion/re-equipment		
Expansion/re-equipment investment		
Employment	25	

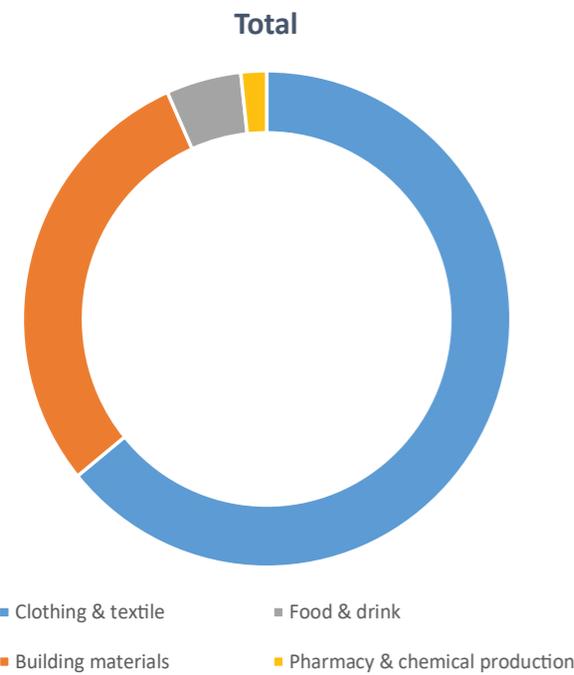


Imereti - Micro Grants		
Indicator	Total data	2018
Number of projects	870	142
Grant amount	6,066,760	1,188,506
Number of beneficiaries	1,238	145
Average grant amount per beneficiary	4,900	8,196.59
Average grant amount per project	6,973	8,369.76
Average amount of project investment:	7,172	17,589.69
Total amount of project investments	6,239,660	2,497,736
Beneficiary (woman)	482	61
Beneficiary (man)	757	85
Non-agricultural service	333	61
Non-agricultural production	359	66
Agricultural service	55	3
Agricultural production	123	12
Expansion	382	91
Startup	488	51
Partnership	218	3
Individual entrepreneur	652	139

Samegrelo - Zemo Svaneti		
"Produce in Georgia" - industrial direction		
	Total data	2018
Number of projects	11	1
Loan amount	21,903,474	641,975
Total expected investments	25,961,215	641,975
New business (startup)	5	1
New business (startup) investment	11,881,975	641,975
Expansion/re-equipment	6	
Expansion/re-equipment investment	14,079,241	
Employment	1,963	20

Industrial direction investments by sectors

Sector	Total data in %	2018 in %
Clothing & textile	64.1%	
Building materials	29.2%	
Food & drink	5.0%	100%
Pharmacy & chemical production	1.7%	



"Produce in Georgia" - hotel industry

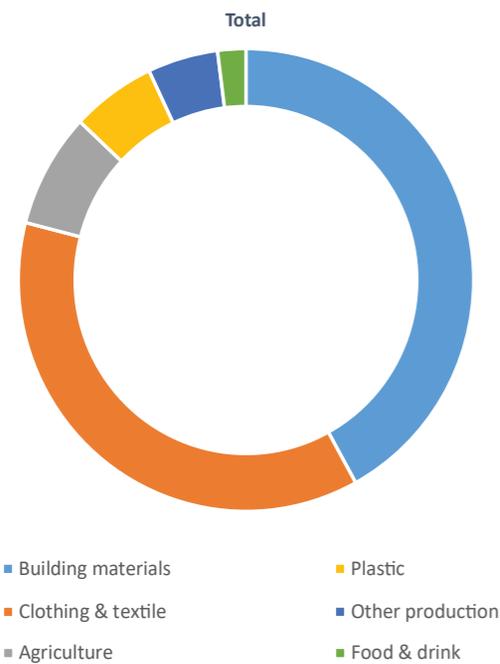
	Total data	2018
Number of projects	9	4
Loan amount	9,282,000	2,872,000
Total expected investments	15,453,691	3,422,000
New business (startup)	8	4
New business (startup) investment	15,113,691	3,422,000
Expansion/re-equipment	1	-
Expansion/re-equipment investment	340,000	-
Employment	221	49
Number of hotel rooms	236	112

"Produce in Georgia" - component of access to real property

	Total data	2018
Number of projects	10	
Cost of transferred property	6,235,507	
Total expected investments	24,942,028	
Employment	1,675	

"Produce in Georgia" - component of access to real property investments by sectors		
Sector	Total data in %	2018 in %
Building materials	42%	
Clothing & textile	37%	
Agriculture	8%	
Plastic	6%	
Other production	5%	
Food & drink	2%	

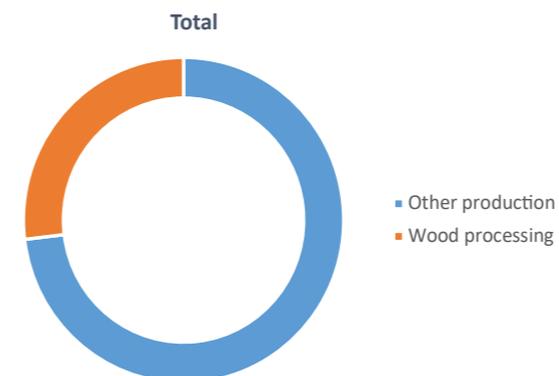
"Produce in Georgia" - component of rural development		
	Total data	2018
Number of projects	4	
Loan amount	27,566,573	
Total expected investments	43,202,807	
New business (startup)	2	
New business (startup) investment	37,779,107	
Expansion/re-equipment	2	
Expansion/re-equipment investment	5,423,700	
Employment	60	



Samegrelo-Zemo Svaneti - Micro Grants		
Indicator	Total data	2018
Number of projects	914	119
Grant amount	7,033,116	1,227,652
Number of beneficiaries	1,358	131
Average grant amount per beneficiary	5,179	9,371.39
Average grant amount per project	7,695	10,316.40
Average amount of project investments	8,056	24,829.92
Total amount of project investments	7,363,194	2,954,760
Beneficiary (woman)	595	58
Beneficiary (man)	763	73
Non-agricultural service	450	71
Non-agricultural production	208	35
Agricultural service	70	1
Agricultural production	186	12
Expansion	571	81
Startup	343	38
Partnership	313	7
Individual entrepreneur	601	112

Kakheti		
"Produce in Georgia" - industrial direction		
	Total data	2018
Number of projects	2	
Loan amount	1,591,200	
Total expected investments	1,651,200	
New business (startup)	2	
New business (startup) investment	1,651,200	
Expansion/re-equipment		
Expansion/re-equipment investment		
Employment	63	

Industrial direction investments by sectors		
Sector	Total data in %	2018 in %
Other production	73%	
Wood processing	27%	

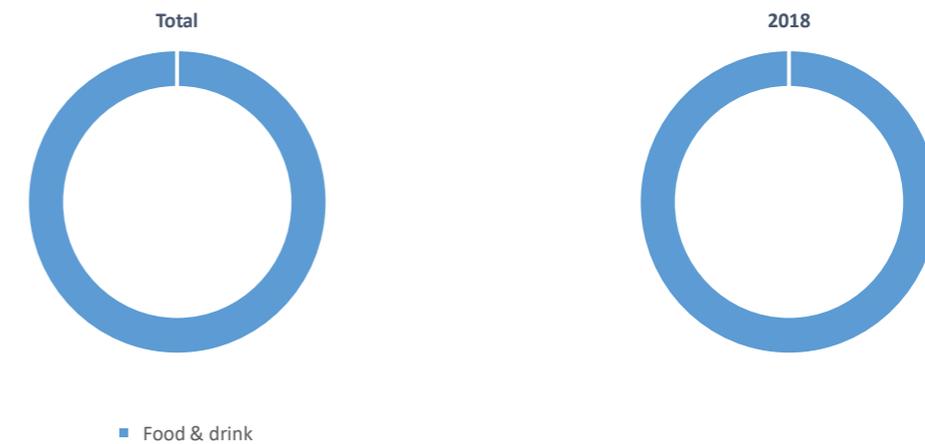


"Produce in Georgia" - hotel industry

	Total data	2018
Number of projects	20	11
Loan amount	38,784,000	25,424,000
Total expected investments	69,315,159	39,734,022
New business (startup)	14	9
New business (startup) investment	43,746,522	30,459,002
Expansion/re-equipment	6	2
Expansion/re-equipment investment	25,568,637	9,275,000
Employment	666	315
Number of hotel rooms	594	312

"Produce in Georgia" - component of access to real property investments by sectors

Sector	Total data in %	2018 in %
Food & drink	100%	25%



"Produce in Georgia" - component of access to real property

	Total data	2018
Number of projects	2	
Cost of transferred property	121,180	
Total expected investments	484,720	
Employment	55	

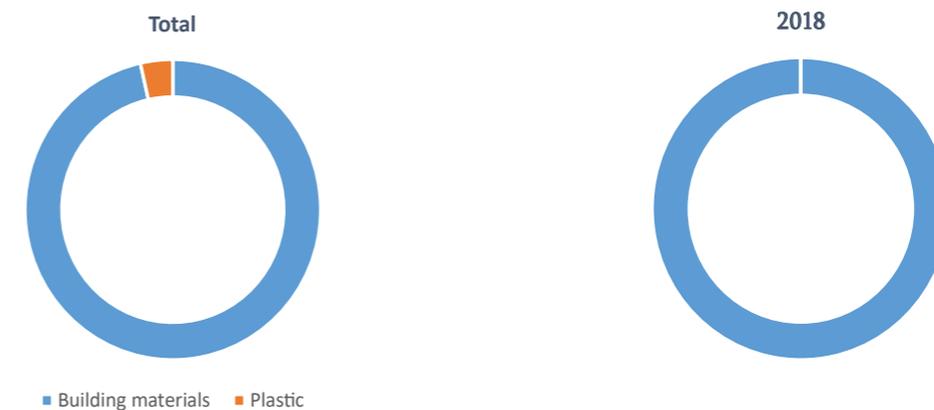
"Produce in Georgia" - component of rural development

	Total data	2018
Number of projects	2	1
Loan amount	6,563,078	
Total expected investments	18,423,777	
New business (startup)	2	
New business (startup) investment	18,423,777	
Expansion/re-equipment		
Expansion/re-equipment investment		
Employment	65	

Kakheti - Micro Grants		
Indicator	Total data	2018
Number of projects	632	135
Grant amount	5,622,237	1,206,657
Number of beneficiaries	1,130	154
Average grant amount per beneficiary	4,975	7,835.44
Average grant amount per project	8,896	8,938.20
Average amount of project investments	9,044	16,427.39
Total amount of project investments	5,715,548	2,217,698
Beneficiary (woman)	553	80
Beneficiary (man)	577	74
Non-agricultural service	275	69
Non-agricultural production	137	30
Agricultural service	78	7
Agricultural production	142	29
Expansion	273	76
Startup	359	59
Partnership	311	12
Individual entrepreneur	321	123

Shida Kartli		
"Produce in Georgia" - industrial direction		
	Total data	2018
Number of projects	5	2
Loan amount	8,365,384	3,475,000
Total expected investments	17,004,048	11,386,548
New business (startup)	4	2
New business (startup) investment	13,306,548	11,386,548
Expansion/re-equipment	1	
Expansion/re-equipment investment	3,697,500	
Employment	92	40

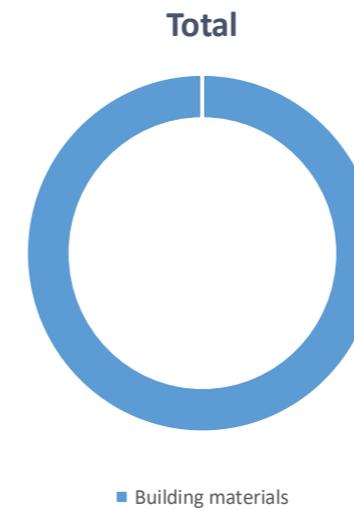
Industrial direction investments by sectors		
Sector	Total data in %	2018 in %
Building materials	96%	100%
Plastic	4%	



"Produce in Georgia" - hotel industry		
	Total data	2018
Number of projects	1	-
Loan amount	290,000	-
Total expected investments	382,600	-
New business (startup)	1	-
New business (startup) investment	382,600	-
Expansion/re-equipment	-	-
Expansion/re-equipment investment	-	-
Employment	13	-
Number of hotel rooms	20	-

"Produce in Georgia" - component of access to real property		
	Total data	2018
Number of projects	8	1
Cost of transferred property	660,110	106,228
Total expected investments	2,640,440	424,912
Employment	191	24

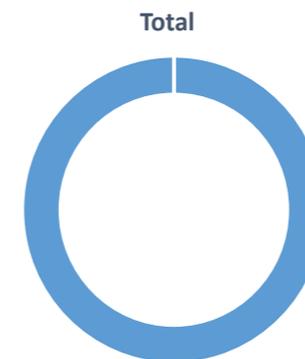
"Produce in Georgia" - component of access to real property investments by sectors		
Sector	Total data in %	2018 in %
Agriculture		
Plastic		
Building materials	100%	25%



Shida Kartli - Micro Grants		
Indicator	Total data	2018
Number of projects	463	66
Grant amount	3,530,653	516,971
Number of beneficiaries	738	68
Average grant amount per beneficiary	4,784	7,602.52
Average grant amount per project	7,626	7,832.90
Average amount of project investments	8,623	21,120.02
Total amount of project investments	3,992,492	1,393,921
Beneficiary (woman)	239	31
Beneficiary (man)	499	37
Non-agricultural service	109	27
Non-agricultural production	79	23
Agricultural service	144	8
Agricultural production	131	8
Expansion	182	21
Startup	281	45
Partnership	177	2
Individual entrepreneur	286	64

Racha-Lechkhumi and Kvemo Svaneti		
"Produce in Georgia" - industrial direction		
	Total data	2018
Number of projects	1	
Loan amount	781,200	
Total expected investments	1,440,000	
New business (startup)	1	
New business (startup) investment	1,440,000	
Expansion/re-equipment		
Expansion/re-equipment investment		
Employment	12	

Industrial direction investments by sectors		
Sector	Total data in %	2018 in %
Food & drink	100%	



"Produce in Georgia" - hotel industry		
	Total data	2018
Number of projects	1	-
Loan amount	480000	-
Total expected investments	703500	-
New business (startup)	1	-
New business (startup) investment	703500	-
Expansion/re-equipment	-	-
Expansion/re-equipment investment	-	-
Employment	15	-
Number of hotel rooms	18	-

"Produce in Georgia" - component of access to real property		
	Total data	2018
Number of projects	1	
Cost of transferred property	58,300	
Total expected investments	233,200	
Employment	42	

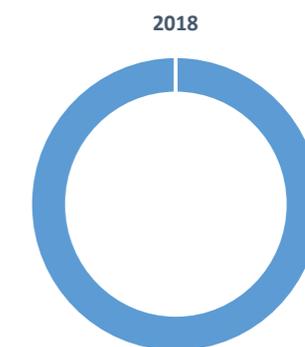
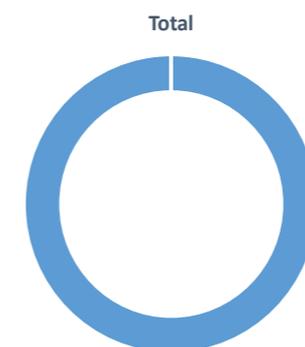
"Produce in Georgia" - component of access to real property investments by sectors		
Sector	Total data in %	2018 in %
Food & drink	100%	25%



Racha-Lechkhumi-Kvemo Svaneti - Micro Grants		
Indicator	Total data	2018
Number of projects	702	69
Grant amount	4,103,082	551,447
Number of beneficiaries	882	69
Average grant amount per beneficiary	4,652	7,991.99
Average grant amount per project	5,845	7,991.99
Average amount of project investments	6,429	25,655.33
Total amount of project investments	4,513,192	1,770,218
Beneficiary (woman)	419	39
Beneficiary (man)	463	30
Non-agricultural service	360	34
Non-agricultural production	178	19
Agricultural service	49	1
Agricultural production	115	15
Expansion	189	31
Startup	513	38
Partnership	124	
Individual entrepreneur	578	69

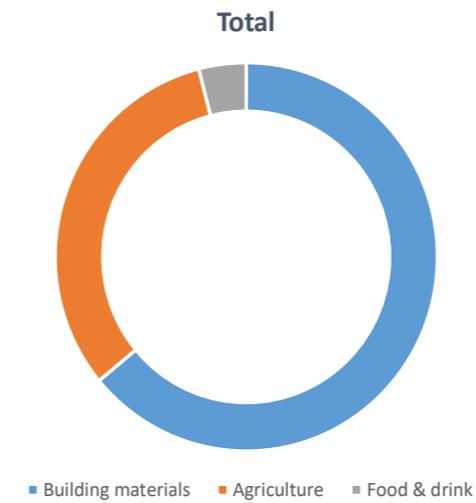
Samtskhe-Javakheti		
"Produce in Georgia" - industrial direction		
	Total data	2018
Number of projects	3	1
Loan amount	2,574,000	400,000
Total expected investments	3,597,000	660,000
New business (startup)	1	
New business (startup) investment	2,162,000	
Expansion/re-equipment	2	1
Expansion/re-equipment investment	1,435,000	660,000
Employment	64	15

Industrial direction investments by sectors		
Sector	Total data in %	2018 in %
Building materials	100%	100%



"Produce in Georgia" - hotel industry		
	Total data	2018
Number of projects	12	4
Loan amount	14,364,720	3,865,000
Total expected investments	25,440,516	6,308,616
New business (startup)	11	4
New business (startup) investment	25,030,516	6,308,616
Expansion/re-equipment	1	-
Expansion/re-equipment investment	410000	-
Employment	256	61
Number of hotel rooms	353	118

"Produce in Georgia" - component of access to real property investments by sectors		
Sector	Total data in %	2018 in %
Building materials	64%	
Agriculture	32%	
Food & drink	4%	

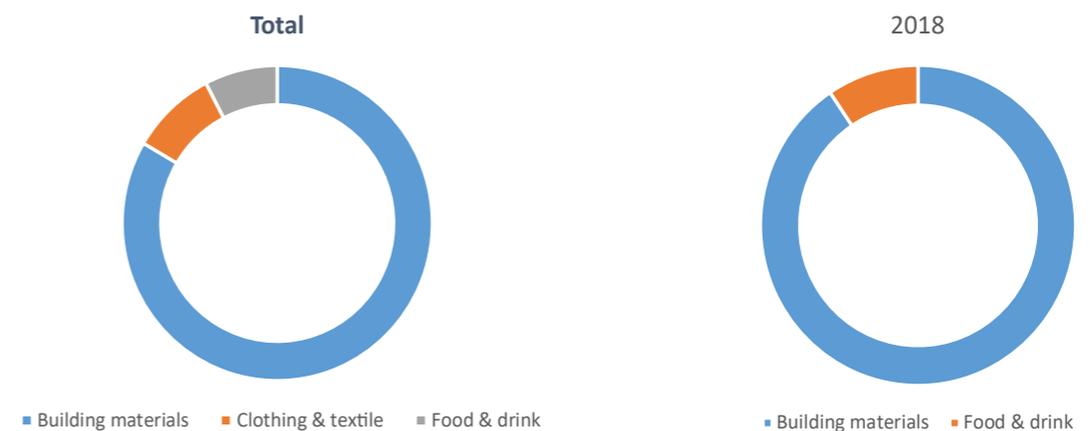


"Produce in Georgia" - component of access to real property		
	Total data	2018
Number of projects	3	
Cost of transferred property	419,560	
Total expected investments	1,678,240	
Employment	159	

Samtskhe-Javakheti		
Indicator	Total data	2018
Number of project	800	124
Grant amount	5,703,692	1,264,443
Number of beneficiaries	1,074	134
Average grant amount per beneficiary	5,311	9,436.14
Average grant amount per project	7,130	10,197.12
Average amount of project investments	7,185	20,342.77
Total amount of project investments	5,747,745	2,522,503
Beneficiary (woman)	319	41
Beneficiary (man)	755	93
Non-agricultural service	352	75
Non-agricultural production	149	22
Agricultural service	140	19
Agricultural production	159	8
Expansion	438	65
Startup	362	59
Partnership	178	5
Individual entrepreneur	622	119

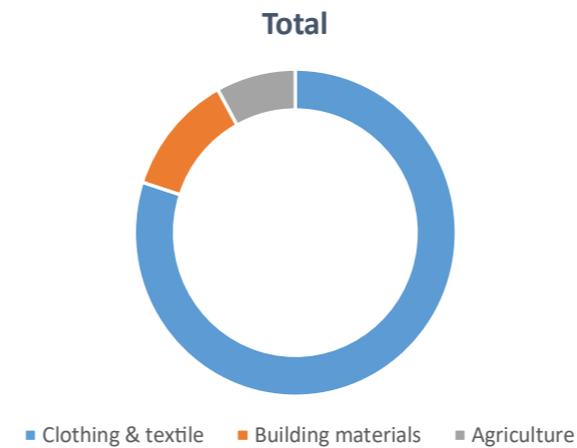
Guria		
"Produce in Georgia" - industrial direction		
	Total data	2018
Number of projects	5	3
Loan amount	6,971,642	5,526,642
Total expected investments	9,681,167	7,813,167
New Business (startup)	2	1
New Business (startup) investment	1,737,790	735,790
Expansion/re-equipment	3	2
Expansion/re-equipment investment	7,943,377	7,077,377
Employment	223	63

Industrial direction investments by sectors		
Sector	Total data in %	2018 in %
Building materials	83%	91%
Clothing & textile	9%	
Food & drink		9%



"Produce in Georgia" - hotel industry		
	Total data	2018
Number of projects	5	2
Loan amount	5,522,000	2,600,000
Total expected investments	15,737,815	8445000
New business (startup)	4	2
New business (startup) investment	13,137,815	8445000
Expansion/re-equipment	1	-
Expansion/re-equipment investment	2,600,000	-
Employment	162	90
Number of hotel rooms	172	82

"Produce in Georgia" - component of access to real property investments by sectors		
Sector	Total data in %	2018 in %
Clothing & textile	80%	
Building materials	12%	
Agriculture	8%	



"Produce in Georgia" - component of access to real property		
	Total data	2018
Number of projects	5	
Cost of transferred property	547,155	
Total expected investments	2,188,620	
Employment	582	

"Produce in Georgia" - component of rural development		
	Total data	2018
Number of projects	1	
Loan amount	3,666,568	
Total expected investments	7,029,375	
New busines (startup)	1	
New busines (startup) investment	7,029,375	
Expansion/re-equipment		
Expansion/re-equipment investment		
Employment	50	

Guria - Micro Grants		
Indicator	Total data	2018
Number of projects	316	53
Grant amount	2,597,951	504,360
Number of beneficiaries	501	60
Average grant amount per beneficiary	5,186	8,406.00
Average grant amount per project	8,221	9,516.23
Average amount of project investment	8,449	17,144.47
Total amount of project investments	2,669,994	908,657
Beneficiary (woman)	191	28
Beneficiary (man)	310	32
Non-agricultural service	121	31
Non-agricultural production	66	13
Agricultural service	32	4
Agricultural production	97	5
Expansion	197	36
Startup	119	17
Partnership	118	5
Individual entrepreneur	198	48



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