



# *NEWSLETTER*

July – September 2014







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## EUGBC Events

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### **EUGBC Secretary General meets with State Minister of Georgia on European and Euro-Atlantic Integration**



On September 30, 2014 EUGBC Secretary General Zviad Chumburidze met with State Minister of Georgia on European and Euro-Atlantic Integration Alex Petriashvili. The sides discussed EUGBC activity and projects. The meeting was held at the State Ministry of Georgia on European and Euro-Atlantic Integration.

### **Experts are signing the Agreement on Council of EUGBC Experts**



On 26 September, 2014 two more experts Ms. Lia Todua and Mr. Jose Medardo Romero Kordova signed the Agreement on Council of EUGBC Experts. The event was held at EUGBC office. The Agreement was signed from one side by EUGBC Secretary General Zviad Chumburidze and from the other by the experts.

### **EUGBC Meeting with expert, Ketevan Lapachi**



EUGBC Secretary General Zviad Chumburidze had a meeting with the Expert, Ketevan Lapachi. During the meeting Agreement on Cooperation with EUGBC “Council of Experts” was signed by Ms. Ketevan Lapachi at EUGBC office on September 25, 2014.



## Meeting with Georgian Public Broadcaster



საქართველოს  
საზოგადოებრივი  
რადიო-ტელევიზია

EUGBC Secretary General Zviad Chumburidze met with the representatives from the Georgian Public Broadcaster (GPB) Tinatin Berdzenishvili, Head of Public Affairs; Rusudan Manjgaladze, General Producer and Irakli Tabliashvili, Project Manager. At the meeting Secretary General informed the guests about EUGBC projects and spoke about the importance of GPB in EU-Georgia relations. The sides agreed upon cooperation in providing the audience with the information on DCFTA, as well as EUGBC Activity. The meeting was also attended EUGBC staff.

## Meeting with “Council of Experts”



On September 16, 2014 meeting with Council of Experts was held at EUGBC office. The meeting was welcomed by EUGBC Secretary General Zviad Chumburidze, who spoke about the goals and main tasks of the EUGBC Experts Council. Meeting was attended by EUGBC staff and Experts.

## Meeting with New CEO of EUGBC Member, Bank “Republic” / Société Générale Group, Antoine Gabizon

On 18 September 2014, EUGBC representatives held a meeting with the new CEO of EUGBC Member, Bank “Republic” / Société Générale Group, Antoine Gabizon. Mr. Gabizon took after Christian Carmagnolle, who leaves his position in the end of September to take new responsibilities in French Polynesia, acting as CEO of Bank of Polynesia, SG Group. At the meeting Secretary General, Zviad Chumburidze introduced the activities of EUGBC to Mr. Gabizon.







The parties exchanged their views on the importance of European association process for Georgia. Mr. Gabizon stated that he will continue Bank Republic's commitment to EUGBC. The meeting was attended by Executive Director Tamar Khuntsaria, Senior Adviser Valerian Gvalia, Project Manager Giorgi Kacharava. EUGBC Board and Network Committee members, Khatuna Murgulia (Statoil) and Nick Gvinadze (Gvinadze and artners LLC) also attended the meeting.

## **Meeting with H.E. Konstantin Zaldastanishvili, Ambassador Extraordinary and Plenipotentiary to the Republic of Austria**

H.E. Konstantin Zaldastanishvili, Ambassador Extraordinary and Plenipotentiary to the Republic of Austria, met with EUGBC staff in Tbilisi office. EUGBC Secretary General Zviad Chumburidze and H.E. Ambassador Konstantin Zaldastanishvili discussed the details of the upcoming EUGBC Expo and Economic Photo Exhibition planned by EUGBC in Vienna, Austria. The meeting was held on September 8, 2014.



## **Meeting with Joseph Nanobashvili, Director of the Department of International Economic Relations of the Ministry of Foreign Affairs of Georgia**



On September 5, 2014 EUGBC Secretary General Zviad Chumburidze met with Joseph Nanobashvili, Director of the Department of International Economic Relations of the Ministry of Foreign Affairs of Georgia. The sides discussed issues related to the EUGBC Expo and Economic Photo Exhibition and Business Forum to be held in Vienna on November 17-18, 2014 and Business Conference to be held in Brussels in April 2014. The meeting was held in EUGBC office and was attended by Alexander Khvtisiasvili, Deputy Director of the Department of International Economic Relations of the Ministry of Foreign Affairs of Georgia, Tamar Khuntsaria, EUGBC Executive Director, Valerian Gvalia, EUGBC Senior Adviser, Giorgi Kacharava, Project Manager and Nino Mchedlishvili, EUGBC Adviser.



## **Sumitomo Corporation is seeking for new possibilities in agriculture-related businesses in the black sea countries and in Georgia.**

On August 18, 2014 Kino Masao, Regional Director for Caucasian Countries and Noriyoshi Sone, Director for Mineral Resources and Chemical Division of Sumitomo Corporation, one of the biggest integrated trading/investment companies (“Sogo Shosha”) of Japan visited Georgia. Sumitomo Corporation is seeking for new possibilities in agriculture-related businesses in the black sea countries and in Georgia. Ministry of Foreign Affairs of Georgia has organized a joint meeting between Sumitomo Corporation and EU-Georgia Business Council (EUGBC), also Georgian National Investment Agency, Georgian Chamber of Commerce and Industry and Georgian Co-Investment Fund. On behalf of EUGBC, Senior Adviser Valerian Gvalia has participated in the discussion. Valerian Gvalia informed Japanese colleagues on EUGBC planned activities for 2014-2016.



## **EUGBC Secretary General, Zviad Chumburidze participated in the Ambassadorial 2014**



EUGBS Secretary General, Ambassador Zviad Chumburidze participated in the Ambassadorial organized by the Ministry of Foreign Affairs (MFA) held in Courtyard Marriot on August 7, 2014. The EUGBS Secretary General informed Georgian diplomats about the EUGBC activities planned for the year 2014-2018. Zviad Chumburidze also made a brief introduction of EUGBS Expo and Economic Photo Exhibition. He underlined that it would be interesting to introduce the exhibition to the respective countries. Therefore, Secretary General asked the senior Georgian diplomats to cooperate with the Council in order to successfully carry out the project in the respective countries. The Minister of Foreign Affairs, Maia Panjikidze and other high-ranking officials attended the meeting. The presentation was followed by Q&A.





## **EUGBC Secretary General met with Mikheil Janelidze, Deputy Minister of the Ministry of Economy and sustainable Development of Georgia**



On July 30, 2014 EUGBC Secretary General Zviad Chumburidze met with Mikheil Janelidze, Deputy Minister of the Ministry of Economy and Sustainable Development of Georgia. The meeting was held at the Ministry of Economy and sustainable Development of Georgia and was also attended by Director of Department of International Economic Relations of MFA Ioseb Nanobashvili. At the meeting the sides discussed issues related to the upcoming events: EUGBC Expo and Economic Photo Exhibition to be held in Vienna, Austria (November 19, 2014) and Business Conference to be held in Brussels in April, 2014. The sides agreed upon mutual cooperation.

## **Meeting of EUGBC Network Committee and Tbilisi-based Board Members**

On July 29, 2014 the meeting of the Network Committee and Tbilisi-based Board Members was held at EUGBC Tbilisi Office. Following issues were discussed at the meeting:

- Cooperation of EUGBC and the EU Delegation,
- EUGBC Expo & Economic Photo Exhibition to be held in Vienna in November 2014
- EUGBC major events in Tbilisi
- Seminars in Batumi and in Kakheti and signing of Signagi Communique
- Business Conference in Brussels in April 2015.



## **EUGBC meeting with “Imperial Tobacco Limited”**



On July 22, 2014 EUGBC Secretary General Zviad Chumburidze and EUGBC Senior Advisor Valerian Gvalia met with the representatives of “Imperial Tobacco Limited” Axel Gietz, Director of Group Corporate Affairs and Antje Schlichting, Divisional Senior Corporate Affairs Manager. The sides spoke about further perspectives of cooperation between EUGBC and “Imperial Tobacco Limited”. The meeting was initiated by Irakli Nadareishvili, Imperial Tobacco, Corporate and Regulatory Affairs.



## Cooperation between European Union and Georgia

### EUGBC Secretary General met with Counsellor Economic and Commercial Affairs at Embassy of the Republic of Bulgaria

On September 25, 2014 EUGBC Secretary General Zviad Chumburidze met with Counselor Economic and Commercial Affairs at Embassy of the Republic of Bulgaria Jordan Tenev. EUGBC Secretary General and Counselor Economic and Commercial Affairs spoke about possibility of EUGBC Expo and Economic Photo Exhibition to be held in Bulgaria in 2015, as well as negotiated the issue of sending Georgian young managers for site visits to Bulgarian business companies. The Meeting was held at EUGBC office.



### Visit of EU Ambassadors and Trade attaches to business sites to Georgia



EUGBC started the new long-term project 2014-2017, to support implementation process of the second phase of EU-Georgia Association Agreement (AA) / Deep and Comprehensive Free Trade (DCFTA). EUGBC is committed in enhancing direct contacts between Georgian business community and European diplomatic corp.

Through the project, EUGBC plans to further promote potential of successful Georgian companies which are operating in compliance with high standards are already exporting their production at the European market.



The first site visit took place on September 17, 2014 and the first companies involved in the project were Mineral Water Company “Sno” and Brewery Company “Natakhtari”. Diplomatic Corps was represented by Embassies of Lithuania, Czech Republic, Slovenia, Hungary and Estonia.



At the sites invited guests such as Ambassadors, Trade attaches, experts, on DCFTA matters and Georgian Media representatives had possibility to meet with the management and personnel of the companies in order to discuss current state of their operations and future plans related to the export to European market and other destinations.

## Head of the EU delegation to Georgia Ambassador Philip Dimitrov is leaving his position

Ambassador Philip Dimitrov, Head of the EU Delegation to Georgia will be leaving his position at the end of September. On September 16, EU-Georgia Business Council hosted a farewell reception to honor Ambassador Dimitrov at EUGBC Office, Tbilisi. The reception was attended by Business representatives and Diplomatic corps.





On behalf of EUGBC Members the EUGBC Secretary General Zviad Chumburidze expressed his gratitude towards Ambassador Philip Dimitrov for his contribution to EU-Georgia relations and support to the EUGBC development.



## Meeting with representatives of European Economic and Social Committee (EESC)



On September 16, 2014 European Economic and Social Committee (EESC) delegation composed by Mr Andrzej Adamczyk, the President of the EESC Eastern European Neighbours Follow-up Committee; Mr Philippe De Buck, representative of Employers' Group at EESC, and Mr Sorin Ionita, representative of Various Interests' Group at EESC paid a visit to Georgia.



The aim of this mission was to meet with all stakeholders to discuss the setting up, including the structure and composition, of the Civil Society Platform, foreseen in the political provisions of the EU-Georgia Association Agreement

(Article 409). Furthermore, they discussed also establishment and functioning of the domestic advisory group, which under the DCFTA part of the Association Agreement is tasked with advising on issues relating to the Chapter of trade and sustainable development (Article 240). To this end, during their mission, the EESC members met with representatives of the Georgian National Platform of the Eastern Partnership Civil Society Forum, employers' and business associations, trade unions. The meeting was attended by EUGBC Secretary General Zviad Chumburidze, Executive Director Tamar Khuntsaria and Senior Adviser Valerian Gvalia. EUGBC supported creation of such advisory working group.

## **EUGBC Members' meeting with H.E. Federica Favi, Ambassador Extraordinary and Plenipotentiary of the Republic of Italy to Georgia**



On Monday, 15th of September 2014, EUGBC members met with H.E. Federica Favi, Ambassador Extraordinary and Plenipotentiary of the Republic of Italy to Georgia. EUGBC Secretary General Zviad Chumburidze welcomed the Italian Ambassador, who was accompanied by the Commercial Attache Fabrizio Bovino. Italian Ambassador made Presentation on the priorities of Italian Presidency of the Council of the European Union that was followed by Q/A and discussion. Ambassador Favi also spoke about Italian-Georgian bilateral relations.

The meeting was also attended by EUGBC staff and media representatives. EUGBC Secretary Zviad Chumburidze informed Italian Ambassador on EUGBC action plan for 2014-2016. He also raised an idea to participate at Milan





Expo (2015). Both sides agreed to organize EUGBC Economic Photo Exhibition and Expo in Milan (and Rome) in 2015, accompanied with Georgian Businessmen Delegation visit.

## **Austrian-Georgian Business Forum was held in Tbilisi, Georgia**



On September 10, 2014, the Austrian-Georgian Business Forum was held at Sheraton Metechi Palace Hotel in Tbilisi. The Federal Minister of Europe, Integration and Foreign Affairs of Austria, Mr Sebastian Kurz, being on his official visit in Georgia; the Georgian Foreign Minister, Ms Maia Panjikidze and the Georgian Vice-Prime Minister and Minister of Energy, Mr Kakhi Kaladze opened the Business Forum. The Mayor of Tbilisi, Mr. Davit Narmania also attended the opening ceremony.

The forum was also attended by the members of the Austrian governmental and business delegations. Heads of the Chambers of Trade and Industry of the both countries, and by the members of the Georgian National Investment Agency as well as the Austrian companies addressed the audience. B2B meetings between the representatives of the Austrian and Georgian companies have been held.

EUGBC Management and EUGBC Members also took part in the Business Forum.

## **EUGBC Members' Meeting with Ambassador Designate of Georgia to the United Kingdom of Great Britain and Northern Ireland, H. E. Revaz Gachechiladze**

On 29 July 2014, EUGBC organized the members' meeting with the newly appointed Ambassador Designate of Georgia to the United Kingdom of Great Britain and Northern Ireland, H. E. Revaz Gachechiladze. The meeting was held at the EUGBC office in Tbilisi. At the meeting EUGBC Secretary General Zviad Chumburidze made an opening speech and informed the Ambassador about the plans and activities planned by EUGBC for the year 2014 as well as on the issues of the upcoming Economic Exhibition planned by EUGBC for the years 2014-2017.



Ambassador Revaz Gachechiladze and business representatives discussed perspectives of British-Georgian economic relations and agreed to intensify direct contacts between British and Georgian community.



## EUGBC Celebrated the Signing of the EU-Georgia Association Agreement



On Friday, 4th of July 2014, EUGBC celebrated the signing of the EU-Georgia Association Agreement. The event took place in Château Mukhrani and was attended by the senior representatives of the government, diplomatic corps, business and media. EUGBC Secretary General Zviad Chumburidze welcomed all to the event and read the EUGBC Statement on the Signature of the Association Agreement between EU and Georgia. The opening address were delivered by Ambassador Philip Dimitrov, Head of the EU Delegation to Georgia; Tamar Beruchashvili, MFA Deputy Minister Badri Japaridze, First Vice Chairman of the EUGBC Board and Vice-President of TBC Bank.

[EUGBC Statement on EU-Georgia Association Agreement Signature](#)



## International Conference “Georgia’s European Way” was held in Batumi

The Office of the State Minister of Georgia on European and Euro-Atlantic Integration organized traditional International Conference “Georgia’s European Way” in Batumi on 10-11 July 2014. The 11th International Conference was dedicated to the issues related to the implementation of the Association Agreement, including the Deep and Comprehensive Free Trade Area, and the EU - Georgia cooperation agenda ahead of the EaP 2015 Riga Summit. Also on the agenda were the EU integration process and security and stability challenges in Eastern Europe, the future prospects of cooperation within the Eastern Partnership format, and the implementation of the Georgia’s EU Integration Communication and Information Strategy.



The Conference brought together high level officials from Georgia, the EU Member States, the EU Institutions and the Partner Countries, as well as representatives from non-governmental and business sector.

EUGBC took part in the conference. Emmanuel Haton, Chairman of EUGBC Board (Director of European Government Affairs at BP), Zviad Chumburidze, EUGBC Secretary General, Tamar Khuntsaria, EUGBC Executive Director and Valerian Gvalia, EUGBC Senior Advisor attended the event.

## Directorate General for TRADE has recently issued new edition of factsheets on EU-Georgia DCFTA

Directorate General for TRADE has recently issued new edition of factsheets on EU-Georgia DCFTA: EU-Georgia Trade – What will change under the DCFTA?; EU-Georgia Trade – Import and export explained; EU-Georgia Trade – Agricultural products explained; EU-Georgia Trade – industrial products explained. For more details please download attached files.



[DCFTA-Georgia-establishment](#)

[DCFTA-Georgia-import-export](#)

[DCFTA-Georgia-SPS-agri](#)

[DCFTA-Georgia-tbt](#)





## EUGBC Members' News

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### SILKNET joined EUGBC



EUGBC has a new corporate member SILKNET. Founded in March 2010 on the basis of a privatized incumbent operator, JSC Silknet is one of the largest operators on the Georgian telecommunications market. Silknet offers consumers comprehensive telecommunications packages: Telephone, Internet, and Television.

Silknet corporate priorities are:

- *Highest consumer orientation*
- *Highest Quality*
- *Permanently offering innovative and diverse products*
- *Corporate and social responsibility*

### JSC Silknet joins the Orange Alliance partnership program [Tbilisi], September 16, 2014

Silknet, the leading Georgian telecommunications operator, announced today that it has reached an agreement with Orange SA, a leading global telecommunications company, to enter into the Orange Alliance partnership program. Through this program, Silknet will gain access to technological, operational and marketing know-how of the Orange Group. The partnership will provide support for Silknet as it pursues its development in a challenging, dynamic market environment. Orange will also assist Silknet in its efforts to keep abreast of the most up-to-date developments in the sector, allowing the operator to consolidate and reinforce its leading position on the Georgian market. In a first phase, Silknet will benefit from Orange's expertise and best practices on distribution and innovative services; other topics will be added at a later stage.



“We are pleased to join the Orange Alliance program, which will bring us closer to the world's best in the telecoms sector. We believe that our subscribers will be the first to feel the benefits of the Alliance, as the company will continue to improve the standards and quality of its service, adopting best practices from relevant Orange markets”, commented Bacho Chinchaladze, the Chief Commercial Officer of Silknet.



## BDO Georgia becomes EUGBC new member

One more new member joined EUGBC.



BDO Georgia is the leading audit & business advisory company the member of BDO Network since 2009. Since 1999 BDO is one of Georgia’s largest accountancy firms, currently 3rd in national ranking. With the offices in Tbilisi and Batumi we provide our services to a diverse range of clients, from large corporate organizations to private businesses, public sector and individuals across a broad array of industry sectors.

Being one BDO (with more than 100 professionals) is a challenge we share with all member firms worldwide (144 countries), a challenge solidly relying on unique BDO experience, values and relationships. Our service lines are: Audit & Assurance, Tax, Outsourcing, Business Advisory and Legal. We enjoy outstanding relationships with our clients by focusing on what is important to them, adopting a partnership-style approach, being responsible and reliable, keeping our promises and maintaining open and frank communication. Our approach to relationships allows us to partner with our clients and really get to know them and their organization.

Using this insight, BDO’s team looks for innovative ways to help company’s clients maximize growth opportunities, improve processes and avoid pitfalls.

**BDO – The Leader for Exceptional Client Service!**

### COREMEMBERS

