



NEWSLETTER

July – September 2019





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Georgia – Italy Business Forum



EUGBC Top Management and Member companies took part at the Georgia-Italy Business Forum held on July 4, 2019 in Tbilisi, which was organized by Embassy of Italy and Italian Trade Agency, in close cooperation with ANCE (National Association of Building Contractors), OICE (Engineering and Architectural Italian Association) and ANIE (National Federation of Electronic and Electric Companies).

The Business Forum focused on the fields of strategic importance for Georgia's development, such as infrastructure, construction and engineering fields, as well as energy and urban development. The Forum was followed by B2B meetings.





Meeting with the head of the Revenue Service



EUGBC Executive Director Giorgi Kacharava participated in the meeting with the Revenue Service representatives

On September 5, 2019, EUGBC Executive Director Giorgi Kacharava took part at the meeting between the head of the Revenue Service Vakhtang Lashqaradze, his deputy Zurab Dznelashvili and representatives of business associations. Business officials briefed on new government initiative on new VAT regulations from January 1, 2020, as well as, planned reforms and projects within the agency. The meeting took place in format of dialogue, and at the end a thematic meeting was planned about new regulations to be implemented in multilateral form.





Meeting of the EU-Georgia Civil Society Platform



Executive Director of EU-Georgia Business Giorgi Kacharava took part at the fifth meeting of the EU-Georgia Civil Society Platform held on September 13, 2019 at the Georgian Foundation for Strategic and International Studies.

The EU-Georgia Civil Society Platform was established under the Article 412 of the Georgia-EU Association Agreement. It aims to monitor the implementation of the Agreement and make the recommendations for the Georgia-EU Association Council and other relevant institutions of the governments and parliaments of European Union and Georgia.

The meeting was attended by the representatives of civil society of EU and Georgia who simultaneously are the members of the abovementioned platform. They discussed the implementation of Agreement, presented the reports on 10 years of Eastern Partnership from the Georgian perspective, as well as the current developments on labour safety at workplace and right of migrants in Georgia.

The delegates adopted a joint statement involving the evaluation process of AA implementation and the relevant recommendations.





A Reception on the occasion of the 10th Anniversary of Eastern Partnership



On September 18, the EU-Georgia Business Council (EUGBC) in close cooperation with Ministry of Foreign Affairs of Finland (EU presidency) organized a reception on the occasion of the 10th anniversary of the Eastern Partnership in Chateau Mukhrani

EUGBC Secretary General, Zviad Chumburidze and H.E. The Ambassador Extraordinary and Plenipotentiary of the Republic of Finland to Georgia, Arja Makkonen hosted representatives of the diplomatic corps, Business sector and massmedia.

The partner of the event is **EY**.

Through the efforts of the European Union and partner countries, the region has seen numerous new opportunities over the last ten years to strengthen economic and trade relations, to strengthen interconnections between people, as well as in the fields of energy, transport and communications and more.

With the joint efforts of our European friends and our country, the Eastern Partnership has given Georgia a significant boost to its rapprochement with the European Union, which has been particularly strengthened in recent years. Cooperation and involvement of the EU in all areas is particularly important nowadays. In this regard, cooperation in the Eastern Partnership format allows us to use programs that are needed in different areas of our country's development.





MEMBERS' NEWS

EUGBC Business Community continues to grow

EUGBC is pleased to announce it's new member – The Biltmore Tbilisi Hotel



Address: 29 Shota Rustaveli Ave, T'bilisi 0108

Phone: 032 272 72 72

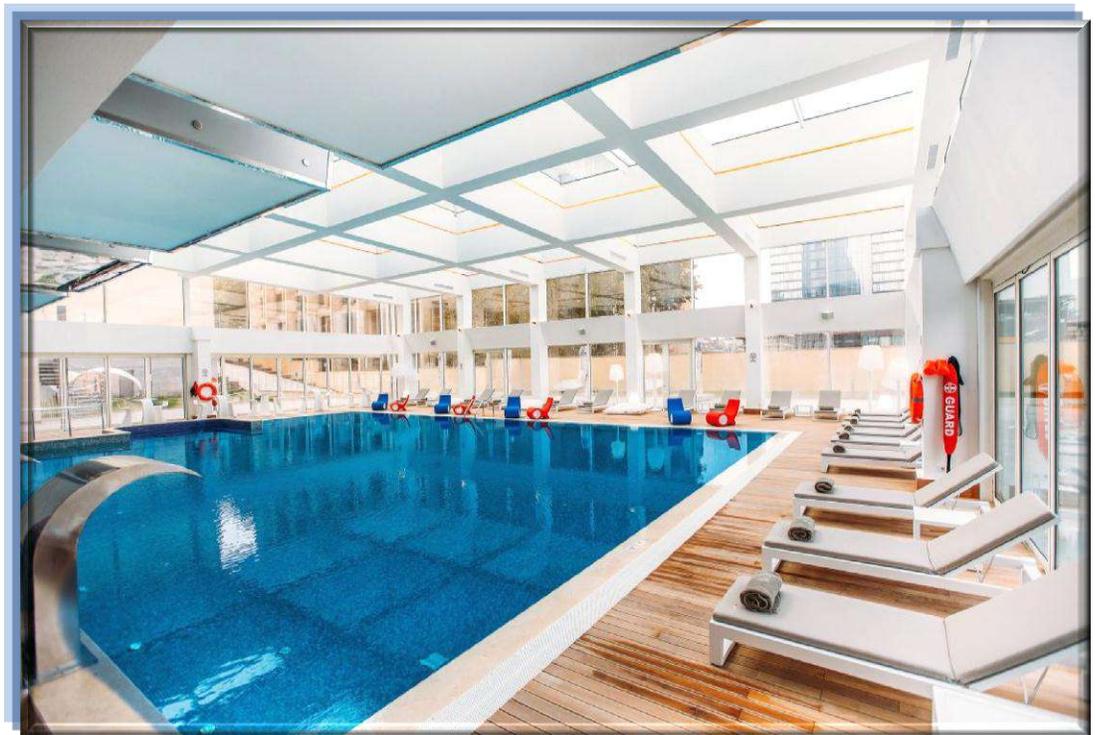
For more information please visit:

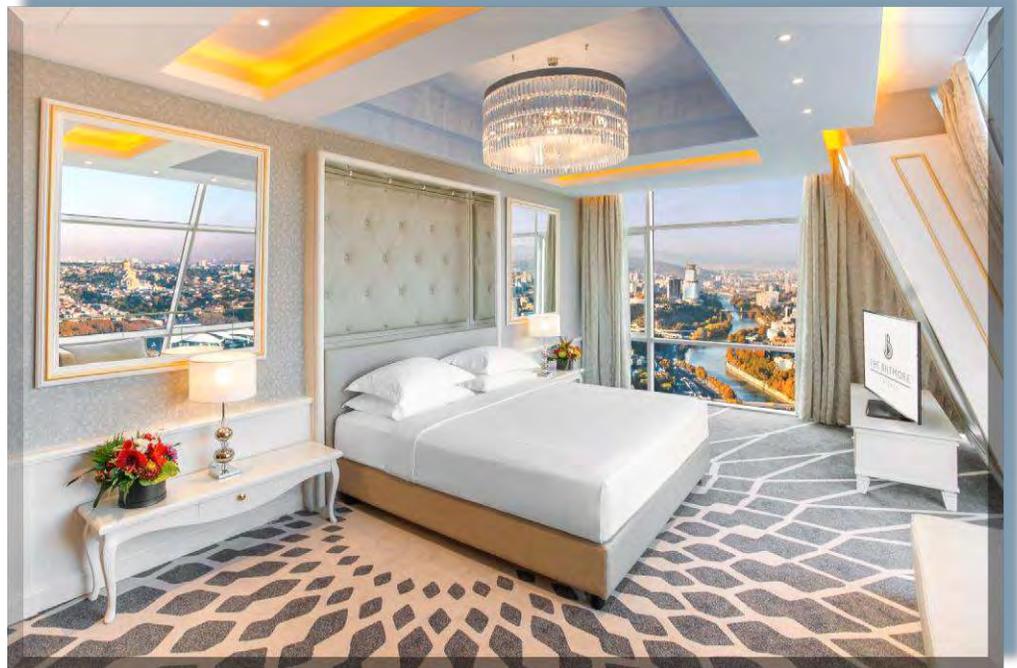
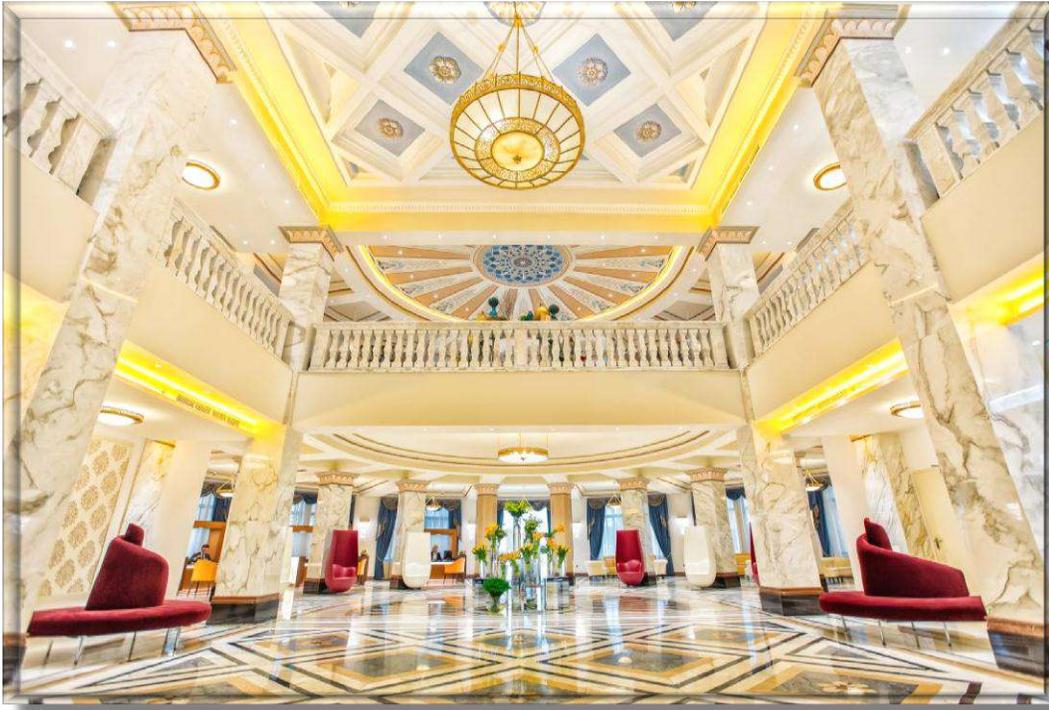
<https://www.millenniumhotels.com/en/tbilisi/the-biltmore-hotel-tbilisi/>

The Biltmore Tbilisi Hotel is ideally situated within the historic and cultural district of the capital city. The foundation of the hotel is historic landmark, the IMEL (Marx-Engels-Lenin) Institute, and the architecture of this luxury property is unlike anything else ever built in Tbilisi.

With its grand lobby showcasing polished marble floors, crystal chandeliers and enduring pillars, The Biltmore Tbilisi Hotel enchants guests from the moment they arrive. With its various services and impressive interior, the hotel is suitable for both business and leisure travelers.

Overlooking beautiful views over the city, the hotel provides 214 luxury rooms and suites. With seven dining outlets, Spa centre and outstanding meeting venues, the property is the best address for luxury lifestyles.







Another pleasing news for EUGBC – we've been joined by - CASPIGEO



We are manufacturer and exporter of corporate gifts, notebooks, leather goods, accessories & handmade boxes, in addition we are supplier of industrial kitchen equipments for hotels and restaurants.



Diaries

We are making awesome handcrafted diaries that you will love.

Corporate gifts

Wow your clients with gifts, completely customizable handmade boxes, with or without various leather & electronic accessories

<http://www.caspigroup.com> www.aryladiary.com www.caspicuisine.co www.caspigift.com



Deloitte news

Deloitte.

Human Resources in Georgia

Household Survey

Deloitte in Georgia is pleased to present its 2018 HR survey results in Georgia.

The company surveyed more than 1,000 respondents to identify the available workforce suitable for business service jobs. The focus of this study was on the young population ranging from 18-45 who can be easily reskilled and transferred into business service jobs.

Survey took place in the period of October December 2018. Findings of the survey are arranged in three major sections Education, Employment and Skills



<https://www2.deloitte.com/ge/en/pages/human-capital/articles/human-resources-in-georgia.html>



IMG attended the 6th International Shipowning and Shipmanagement Summit in London

In September IMG, now full members of Intermanager, attended the 6th International Shipowning and Shipmanagement Summit in London run by Shipping Innovation in association with InterManager.

This annual event which focuses on the latest key developments for shipowners and ship managers took place as part of London International Shipping Week 2019. IMG also held a meeting with UK Chamber of Shipping and with the Ambassador of Georgia to the United Kingdom, HE Ambassador Tamar Beruchashvili who is also Permanent Representative to the IMO (International Maritime Organisation). The subject of the discussion was employment of the Georgian Seafarers on the global labour market.





More News From our member GLOBALCELL



GLOBALCELL
საერთაშორისო

**THE CHEAPEST ROAMING
IN THE WHOLE WORLD**

www.globalcell.ge, T: 110 007, +995 322 420 200

"GlobalCell" is a new Georgian Mobile Operator (with index +995 559) and fixed telecommunication network provider and a representative of the International Mobile Operator in different countries, which offers the retail (physical entities), as well as corporate (legal) entities, the cheapest and highest quality service of the following directions:

- Roaming service during travelling to more than 200 countries;
- Fixed telecommunication service (VoIP telephony)
- SMS integration service (branded short text messages)

Roaming service

From 2009, "GlobalCell" provides to Georgian customers international SIM-cards with free calls in roaming while travelling to many countries in the world. GlobalCell subscribers have a unique opportunity to receive incoming calls in roaming for free to up to 160 countries worldwide, to use a mobile internet while travelling to up to 130 and to apply the best European telecommunication quality during trips to up to 200 countries.

More than 100 000 GlobalCell subscribers are available to apply:

- Sophisticated and constantly innovating mobile services;
- Special discounts and offers;
- Various ways to top up balance;
- 24/7 hour free hot line and LiveChat;
- Free incoming calls in 140 countries worldwide;
- Mobile internet in up to 130 countries;
- Outgoing calls from \$0.05;
- Voice bundle - from \$4.00;
- Internet rate - 1MB from \$0.005;
- SMS packages - 1 SMS from \$0.05.



Exclusive and unbelievable offer for the roaming service from "GlobalCell"

International SIM card CHAT SIM with free and unlimited Facebook messenger, Whatsapp, Viber Chat while travelling to many countries.

It's sufficient to activate service only once a year and you'll have an unique opportunity to use free and unlimited Facebook, Whatsapp and Viber chat in many countries of the world.

UNLIMITED CHAT

SMS Service

GlobalCell, as a new Georgian Mobile Operator, offers to its corporate clients an integrated SMS service (SMS's are sent by company name/brand name) for up to 30% discount.

The highest quality of the SMS service is ensured through SMS Center which complies with the newest and all modern demands and international standards.

Today, Company GlobalCell provides the SMS service to multiple leading financial and commercial organizations, as well as other private and public legal entities of the country.

Fixed Telecommunication Service

GlobalCell, as a Georgian fixed network operator (with a brand "GlobalTel"), offers a fixed telecommunication service.

"GlobalTel" subscribers are available to make calls to Georgian, as well as foreign mobile and fixed numbers at with lowest rates.

"GlobalTel" gives you an opportunity to download a free application named GlobalCell (through AppStore for iOS system devices, and through Play Store for Android system devices) and log in with username & password. Call rate using this service to Georgia (Georgian GSM and fixed network) is 0.10 GEL per minute. Call rates to abroad begins from 0.10 GEL per minute.

All incoming calls from any country are absolutely free.

Corporate customers can use "GlobalTel" VoIP technology phone, which gives an opportunity to:

- Use personal profile web application;
- Control incoming and outgoing calls;
- Monitor calls, make various statistics;
- Use auto responder (IVR) service;
- Use call transfer service;
- Use call switching and forwarding services;
- Make conference calls;
- Use auto dialer service and etc.;
- Use 24/7 free online support;
- Make calls to Georgia with rates from 0.05 GEL per minute.

Detailed information regarding GlobalCell services, products and service terms are available at the web-page: www.globalcell.ge or through a call to 24 hour call center by dialing: 110 007 or +995 32 2420 200 (from any country).

<http://www.globalcell.ge>



NEW PROJECT LAUNCHING FROM TIKATOURS



Tika Tours Georgia and Georgian Cultural Center in The Netherlands are launching international projects aimed at promoting the consolidation and involvement of Georgian diasporas in the public diplomacy process.

In particular, the organization will mobilize Georgian diaspora organizations abroad and implement cultural and educational projects in Europe and the United States with their participation.

Meetings of diaspora organizations in Belgium and the United States are scheduled for 2020. Travel Company "Tika Tours Georgia" has developed a new tourism product for the tourism market - Dance and Culture Tours in Georgia and Azerbaijan by TIKA TOURS GEORGIA. This product includes a dance tour that substantially promotes Georgian culture, in this particular case, Georgian dance.

Latest Offer

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<http://www.tikatours.com>



BGI Legal Advises on Landmark Capital Market Deal



BGI Legal has advised J.P. Morgan Securities plc, UBS AG London Branch and Renaissance Securities (Cyprus) Limited, acting as the Joint Bookrunners, in the debut issuance of USD 300,000,000 5.75 per cent. Reg S/ Rule 144A Senior Unsecured Notes by JSC TBC Bank, Georgia's leading bank. The transaction, which was closed on 19 June 2019, led to the admission of the Notes to the regulated market of Euronext Dublin and their subsequent Category A listing on the Georgian Stock Exchange (GSE). This was the first case of dual listing of the Eurobonds in Georgia by a Georgian issuer and at the same time the largest issuance ever to be listed on the GSE.

In addition, BGI has acted as legal adviser to the Joint Bookrunners on the debut issuance of USD 125 million Perpetual Subordinated Callable Additional Tier 1 Capital Notes by TBC Bank, representing the largest Additional Tier 1 issue ever to have been priced by a Georgian company. AT1 Notes were listed on Euronext Dublin on 3 July 2019 and subsequently, were admitted on the GSE as well.

BGI has been an unrivalled leader over the last twenty years in this segment of legal services. Being part of such high scale capital market deals reinforces our status as market leaders as we continue to comfortably maintain this niche.

BGI Legal will be hosting a reception for GIAC Arbitration Days, 6th annual international arbitration conference held in Tbilisi on 9-11 October. The conference will gather world-renown practitioners as well as leading Georgian lawyers, experts and arbitrators to discuss topical issues of international arbitration.

During GIAC Arbitration Days, BGI partner Sandro Bibilashvili will speak at the joint event of ICC Young Arbitrators Forum (ICC YAF) and ICDR Young & International (Y&I) on the issue of "Tempering Evidence in the Era of Technology".

BGI will be serving on the host committee of International Bar Association's Europe-Caucasus-Asia (ECA) Forum 2019 to be held in Tbilisi on 31 October – 2 November 2019. Partner Sandro Bibilashvili will speak on the panel focusing on the M&A market and the main trends and developments in the region

<http://www.bgi.ge>



პროკრედიტ ბანკი *ProCredit Bank*

For ProCredit Bank Georgia, 2019 is the year of new challenges and technological innovation

ProCredit Bank Georgia has been operating in the Georgian banking sector since 1999. For these twenty years, the Bank has been consistently focused on the development of small and medium sized businesses because we believe that these businesses are the cornerstone of the economic growth. In relationship with our customers, the Bank's priority has always been open and transparent communication and responsible banking that supports healthy and steady development.

ProCredit Bank continues offering financing and quality services to SMEs in 2019. The European Investment Fund (EIF) supported ProCredit Bank by expanding the InnovFin guarantee programme for small and medium-sized enterprises (SMEs). By offering the InnovFin guarantee program, the Bank supports innovative projects. In frame of partnership, ProCredit group are providing additional EUR 800 million to SMEs, bringing a total of EUR 1.62 billion to companies in eleven countries. To date, agreements with ProCredit have already supported around 2,000 innovative SMEs, predominantly in the Manufacturing and Wholesale and Retail Trade sectors, and many more will be financed in the coming years.

Furthermore, the technologically advanced Bank continues to develop its innovative direct banking platform that gives customers access to all the services provided by the Bank any time and from any place. The most important news in this direction is the implementation of the Video Identification service that gives possibilities to apply for the Internet Banking service and in the future account opening, without visiting the Bank premises. The advantages of the service are the simplicity, speed and security.

In addition, environmental protection is another important part of the Bank strategy in 2019. ProCredit Bank does its best to encourage our customers to be more environmentally friendly and direct the financing we provide towards green projects.

<http://www.procreditbank.ge>



A-class Business Center of Axis Towers

A-class Business Center of Axis Towers, a new landmark of Tbilisi, has already started to function.

The business center is located in the Axis Towers pedestal and the Glass Tower, with an area of 18,400 square meters; huge vestibules and various spaces, which are specially designated for offices, provide additional comfort for business activities.

The Axis Towers business center on Chavchavadze Avenue is unique not only for its architecture and location, but also for modern infrastructure and communication systems.

A bright office with huge stained glass windows and a panoramic view creates a special atmosphere



The Axis Towers business center is also distinguished due to the fact, that five development directions, which are combined in it, complement each other and create additional comfort. Located in the Black Tower, the 5-star Pullman Hotel, which is designed for business tourism, begins from the 19th floor, after business offices. It also houses the largest conference room in the center of the capital, which consists of 8 conference rooms. Employees of the business center can enjoy all the facilities offered by Axis Towers, such as: a swimming pool with a retractable roof, a sky-bar with a 360-degree view, a pedestrian street with cafes and restaurants, a shopping center and a huge space for the comfort of employees or reception of guests.

The business center also has a separate parking for 200 cars

www.axistowers.ge



The Biltmore Tbilisi Hotel – Wonderful Opportunity to Start Day
successfully

SUNDAY BRUNCH

IN SONNET RESTAURANT

12:30PM – 4PM

60 GEL INCL VAT – STANDARD MENU

80 GEL INCL VAT – STANDARD MENU WITH UNLIMITED WINE AND BEER

CHILDREN UNDER 6 FOR FREE.

CHILDREN FROM 6-12 YEARS - 50 % DISCOUNT

CHILDREN OVER 12 YEARS - FULL PRICE

- SPECIAL KID FRIENDLY BUFFET
- KIDS ENTERTAINMENT INCLUDING ANIMATOR, MAGICIAN, FACE PAINTING, TOYS AND GAMES
- LIVE MUSIC



The Biltmore Tbilisi Hotel, 29 Rustaveli Ave.,
"Sonnet" Restaurant & Bar
+995322 72 72 72 / info.bhtg@biltmorecollection.com
millenniumhotels.com



BDO Innovative Services to Support Digital Transformation
in Business

Global trend of digital transformation has indeed affected Georgian markets. Businesses are now facing the need to shift their processes into digital format. At a glance, the task is not too difficult, after all technology touches everyone and everything, however the right pace, flexibility and consistency in the adaptation process speaks volumes. Proper application of smart technology increases productivity, saves costs and improves the service quality.

“In an environment where vast volume of data is produced every second, the right use, protection and processing of that data is essential to be able to make forecasts and plan proper actions. Effective and adequate systems and processes determine business’ ability to adapt to the risky and complex environment and make informed decisions, says Zurab Lalazashvili, managing partner BDO, “accurate processing, protection and analysis of data, process analytics and RPA are innovative technologies that boost efficiency as well as create opportunities for the company to eventually help businesses to make a smooth shift to modern platform.”

BDO builds on the tradition of providing exceptional services and through targeted investment in technology offers valuable innovations to clients. BDO’s [Data Analytics](#), [Process Efficiency and Transformation](#), [Cyber](#) and [Information security](#), [IT Audit](#), [GDPR and Data Protection](#) teams serve business of all sizes and industries who value the timely adaptation to progressive innovations.

<http://www.bdo.ge>