

CATALOGUE OF BUSINESS COOPERATION PROFILES OF GEORGIAN COMPANIES IN THE AGRIBUSINESS AND TOURISM SECTORS



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Introduction

Why Invest in Georgia?

The EU and Georgia signed Association Agreement, including a Deep and Comprehensive Free Trade Area (DCFTA), on 27 June 2014. It will boost trade between Georgia and the EU, attract foreign investment and improve competition, the business environment and quality and safety standards in general. Georgia's strategic location is an asset to any investor. As a bridge between Europe and Asia, Georgia offers direct access to European, GCC and CIS markets. Its three major oil and gas pipelines, Black Sea ports, well-developed railway and road systems, together with its airports are playing an increasingly important role in linking the East and West. Georgia is the shortest transit route between the west and Central Asia for transportation of oil and gas as well as dry cargo.

Georgia has been rated as the world's one of the best countries for doing business on the basis of its business requirements, competitive cost of labor and energy, pro-business and corruption - free government, stable banking sector and very low crime-rate. Based on the joint IFC/World Bank «Easy of Doing Business 2014» report, Georgia is 8th worldwide, which places the country among the top ten best performers and Central Asia and globally. With 36 institutional and regulatory reforms since 2005, Georgia has improved in all areas by measured by Doing Business. Setting up a business in Georgia is a straight forward process. Procedures are simple and efficient, based on a transparent system that promotes the establishment of new enterprises. In fact, the registration process takes only 1 day to complete.

Georgia is open for FDI with the most investment friendly environment, where local and foreign investors are treated equally. Georgia and the EU have successfully concluded negotiations on Association Agreement, including Deep and Comprehensive Free Trade Area. The Agreement, will highly contribute to the political and economic stability of the country, as well as allow Georgia to fully benefit from the free access to the EU market.

The present brochure provides foreign enterprises interested in the Georgian market with an overview of 23 business cooperation profiles in the agribusiness and tourism sectors. This brochure has been prepared in the frame of the East Invest project with the active contribution of the EU-Georgia Business Council (EUGBC).

East Invest is a regional investment and trade facilitation project for the economic development of the Eastern Neighborhood region, launched in the framework of the European Eastern Partnership initiative. It targets business support organizations and SMEs from the 6 Eastern Partnership countries (Armenia, Azerbaijan, Belarus Georgia, Republic of Moldova, Ukraine), who have potential for developing mutual cooperation and investment relations with the European Union.

www.eastinvest.eu

“GFC Kula” Ltd.

Contact Information

17 Shindisi Road 1400,
Gori, Georgia

Phone: (+995 37) 0 272 000

Fax: (995 37) 0 272 000

E-mail: office@kula.ge

Homepage: www.kula.ge

Type of Company: Limited Liability Company

Field of activity: Production and trade



Sector of activity

Agribusiness

Company profile

Production of canned products. “Gori Feeding Cannery Kula” produces more than 250 names of canned products: natural juices, compotes, jams (marmalades), jams (preserved), salads, pickles and sauces without preservatives, colorings and other extra artificial additives. All of them are produced from ecologically clean fruits and vegetables.

The products of “Gori Feeding Cannery Kula” are exported in to more than 20 countries of the world including the USA, Canada, Russia, Ukraine, Belarus, Lithuania, Latvia, Estonia, Germany, Poland, the Czech Republic, France, Great Britain, Greece, Cyprus, Armenia, Azerbaijan, Israel, Kazakhstan, Iran and Turkmenistan.

Cooperation proposal

The company is interested in finding distribution companies, as well as companies which produce similar products (canned products).



“AromaProduct” Ltd.

Georgia's Natural Ltd (subsidiary of AromaProduct Ltd)



Contact Information

17 Guramishvili Ave,
Tbilisi, 0192, Georgia

Phone: (+995) 599 502 123
Fax / Tel: (+995 32) 2 613 356
E-mail: vgugushvili@aroma-usa.com
Homepage: www.aroma.ge

Sector of activity

Agribusiness

Company profile

AromaProduct Ltd has been operating since 1985. We are a leading 100% Export orientated fruit and vegetable processing and growing company located in Georgia and specializing in production of high quality natural juices, fruit juice concentrates, IQF and Fresh fruit and berries, jams, comfitures, preserved fruit, sauces, spices and honey products. Please refer to our web site <http://www.aroma.ge>

Facility: Company operates 9,000 m2 facility located in the capital of Georgia, Tbilisi. Also the company owns a modern cold storage with a capacity of 1500 tons.

Markets: Our products are distributed on 30 different markets: USA, Canada, UK, Germany, France, Italy, Greece, Cyprus, Check Republic, Sweden, Poland, Hungary, Israel, China, Philippines, Taiwan, Singapore, Malaysia, Latvia, Australia, Russia, Ukraine, South Africa, FWI, Trinidad, Kazakhstan, Belarus.

Privet Branding and Labelling: Allowed and available in any language. Company produces finished products for 50 different privet brands that distribute goods in number of national chains of EU Countries, America, Middle east and Asia

Certifications: 1.Organic Certificate from IMO;2.ISO 22000:2005;
4.Kosher Certificate from OU; 5. Halal Certificate from IFRC ASIA;

Organic Farming with projected total fruit, berry and edible nuts harvest volume of 6,000 Tons in 2016:
The Subsidiary company Georgia's Natural has been found in 2006. Presently the company is the owner of 650 hectares of agro land registered under IMO organic farming operations and grow the following fruit and berries: 100he/ Pomegranates; 100 he / Cherries - Tart, Black, White and Cornelian;25 he / Almonds; 30 he / Grapes; 15 he / Plums; 15 he Apricots; 5 he / Pear; 5 he / Quince; 20 he / Persimmons; 5 he / Figs; 5 he / Raspberries;5 he / Blackberries; 20 he / Walnuts; 2 he / Apples

Plantation is located in Ecologically pure environment of the Caucasus mountain resort region of Georgia, Kvareli, Kakheti District. There are several natural artesian springs and mountain rivers on the land that is the source of pure water supply for the drip irrigation system which is operated by gravitation.

Cooperation proposal

The company is interested in expanding operations to the European markets and is searching for new strong distributors and supermarkets of the finished products, fresh and frozen fruit.

Company is also looking for introduction and establishment of its own brand on the markets of the EU countries and is looking for the



“Marneuli Food Factory” Ltd.

Contact Information

Marneuli, David Agmashenebeli #1,
Georgia

Phone: (+995 32) 2 192 424

E-mail: info@mff.ge

Homepage: www.mff.ge

Type of Company: Limited Liability Company

Field of activity: Production and trade

Sector of activity

Agribusiness

Company profile

Marneuli Food Factory offers its consumers 100% Georgian products. The assortment includes products of up to 60 types and formats

Major production lines are: Tomato Paste; Pickles; Sauces; Sweets

Cooperation proposal

Looking for retailers and distributors operating in European markets.



“Nergeta” Ltd.

Contact Information

1stGujareti str. 88 a
Tbilisi, Georgia

Tel: (+995 5 77) 766 752
E-mail: nergeta@gmail.com
Web-page: www.nergeta.ge

Sector of activity

Agribusiness

Company profile

Cultivation and purchasing of kiwifruit, packing, sorting and trading. Owns 200ha of land and coldstore, packhouse and fruit automatic sorting line

Cooperation proposal

Joint ventures for fruit and vegetables and herbs production, packing and trading/exporting.

Type of Company: Limited Liability Company

Field of activity: Production and sale



“Geoplant” Ltd.

Contact Information

55 Chavchavadze Avenue
Tbilisi, 0162, Georgia

Phone: (+995 32) 2 227 430
Fax: (+995 32) 2 226 320
GSM: (+995 5 55) 588 831
E-mail: feedback@geoplant.ge
Homepage: www.gurieli.ge
www.geoplant.ge

Type of Company: Limited Liability Company

Field of activity: Production



Sector of activity

Agribusiness

Company profile

Established in 1996, Geoplantis the leading company in tea production both in Georgia and the South Caucasus. The main business line of the company is the production of a variety of packed, branded teas for local and export markets as well as production of bulk black and green tea.

The company currently holds more than 1 000 ha land, tea plantations in three regions of Western Georgia, as well as three production units equipped with modern equipment for primary production, blending , flavoring and packing - from TI Global (India), IMA S.p.A. (Italy), Marden Edwards (Great Britain), Fuso (Japan). Geoplant has acquired the Quality Mark (Georgia) and HACCP (International) certifications.

The company currently produces teas made from highest quality, ecologically pure, pesticide free tea leaves, herbs and fruits under 4 brand names: Gurieli - sub-brands: Prince Gurieli, Gurieli Export, Gurieli Fruit Tea and Gurieli Herbal Tea; Rcheuli; Georgian Baikhi #36; Ali Sultan

Cooperation proposal

The company is mainly interested in finding partners and establishing cooperation ties with the importing companies, intermediate agents and distribution networks for accessing the European Union countries and selling our tea products in the EU market.



Cooperative“Chai Surneli”

Contact Information

6, Saliastr, Tsalengikha,
Georgia

Phone: (+995 5 93) 121 041
E-mail: chaisurneli@mail.ru
Homepage: www.mff.ge

Sector of activity

Agribusiness

Company profile

Production of black twisted tea

Cooperation proposal

Looking for retailers and distributors operating in European markets.

Type of Company: Cooperative

Field of activity: Production



Cooperative“Taphli Sachino”

Contact Information

Vil. Isriti, Vani Municipality
1313, Georgia

Phone: (+995 5 95) 585 571
E-mail: oreetlabora@mail.ru

Homepage: www.breti.ge

Sector of activity

Agribusiness

Company profile

Production of honey

Cooperation proposal

Looking for retailers and distributors operating in European markets.

Type of Company: Cooperative

Field of activity: Production



Cooperative „Vardisubani 2014”

Contact Information

131 Vashlovani Str.
Lagodekhi 2700, Georgia

Phone: (+995 5 99) 183 550
E-mail: : jemal.khachidze@mail.ru

Sector of activity

Agribusiness

Company profile

Production of maize, cucumber, tomatoe, vegetables, eggplants, watermelons

Additionally we intend to export : Subtropical persimmon, pomegranates, nuts, pickles and eglantine.

Cooperation proposal

Looking for retailers and distributors operating in European markets.

Type of Company: Cooperative

Field of activity: Production



Cooperative „Khechili2014”

Contact Information:

Village Phona,
Lagodekhi 2700, Georgia

Phone: (+995 5 99) 401 771
E-mail: iliagagnidze@mail.ru

Type of Company: Cooperative

Field of activity: Production



Sector of activity

Agribusiness

Company profile

Cattle-breeding, pig-breeding and beekeeping, sale and purchase
Production of Honey, Cucumbers, watermelons corn

Cooperation proposal

Looking for retailers and distributors operating in European markets.



“Breti” Ltd.

Contact Information

Teleti, Gardabani Municipality
1313, Georgia

Phone: (+995 5 99) 745 222

E-mail: info@breti.ge

Homepage: www.breti.ge

Type of Company: Limited Liability Company

Field of activity: Production and sale



Sector of activity

Agribusiness

Company profile

Breti Ltd. was founded in March 2007. Its core business is producing, processing and marketing primary beekeeping products.

In order to develop these activities, the company has set up a plant which is now in partial operation. The processing department is equipped with a French honey processing line (Tomas) with a capacity of 600 tons of honey a year. The plant uses only certified glass containers and tried-and-true honey processing technologies.

A production laboratory equipped with the latest equipment and devices controls the whole production cycle from primary production and packaging to the creation and introduction of new products.

The plant also produces different varieties of high-quality bee hives which help to improve the material and technical situation of bee farms around Georgia.

Cooperation proposal

Looking for retailers and distributors operating on the European markets.



Cooperative“Alvani”

Contact Information:

Phone: (+995 5 77) 478 998
(+995 5 91) 225 288
(+995 5 95) 049 222

E-mail: etopapiashvili@yahoo.com

Sector of activity

Agribusiness

Company profile

Production of Churchkela (sweets made from grapes' juice and nuts)

Cooperation proposal

Looking for retailers and distributors operating in European markets

Type of Company: Cooperative

Field of activity: Production



“Lushnu” Ltd

Contact Information

Address: Mestia,
Lanchvalistr N1

Phone: (+995 5 51) 809 090
Webpage: Facebook.com/lushnu
E-mail: Lushnu111@gmail.com

Type of Company: Limited Liability Company



Sector of Activity

Agribusiness

Company profile

Lushnu Ltd. was established on July 15, 2015. We have inherited the traditions and recipe of Svanetian salt from ancient times. Our company currently has 6 employees and is planning to hire more staff.

We currently only produce salt, but we have plans to produce other goods as well.

Traditional Svanetian salt from the mountainous Svaneti region of northwestern Georgia, has a unique fragrance and taste and is traditionally used as a flavoring for a variety of meat, fish and potato dishes and soups, as well as a condiment that replaces table salt. The salt mixture is handmade from 6 ingredients.

Ingredients: salt, garlic, dried coriander, blue fenugreek, red pepper, marigold.

Cooperation proposal

Looking for retailers and distributors operating in European markets.

Sharing of experience for the approximation of EU Standards.

Cooperation proposal

Looking for retailers and distributors operating in European markets.



“Healthy Water” JSC.

Contact Information

Lot 034/546 DidiDighomi
Tbilisi, 0131, Georgia

Tel: (+995 32) 2 242 324
E-mail: info@healthywater.ge
Web-page: www.nabeghlavi.ge

Type of Company: Joint Stock Company

Field of activity: Production and trade



Sector of activity

Agribusiness

Company profile

“Healthy Water” produces famous mineral water “Nabeghlavi” and spring water “Bakhmaro”

Cooperation proposal

The company would like to get acquainted with retailers and distributors operating in European markets



“Sarajishvili” JSC.

Contact Information:

4 Sarajishvili Avenue
0153 Tbilisi, Georgia

Phone: (+995 32) 2 554 444
Fax: (+995 32) 2 654 444
E-mail: info@sarajishvili.ge
Homepage: www.sarajishvili.com

Type of Company: Joint Stock Company

Field of activity: Production and trade



Sector of activity

Agribusiness, Consumer goods – alcohol manufacturer

Company profile

Producer of Wine Brandy and Fine Spirits since 1884. Main Products: Wine brandy; Hard Drink and Vodka

Cooperation proposal

Searching partners for distribution of Sarajishvili production Ltd.



“Winery Khareba” Ltd.

Contact Information

6km D.Agmashenebeli Alley
0131 Tbilisi, Georgia

Phone: (+995 32) 2 497 770
E-mail: info@winerykhareba.com
Homepage: www.winery-khareba.com

Sector of Activity

Agribusiness – Wine Production

Company profile

The company works over maintenance of the unique vine culture and wine making both using ancient methods and modern technologies; consequently, the Company produces high quality wines.

Cooperation proposal

Looking for retailers and distributors operating in European markets

Type of Company: Limited Liability Company

Field of activity: Production and trade



მეღვინეობა ხარება



“Kindzmarauli” Ltd

Contact Information

Phone: (+995 5 97) 505 139
E-mail: robitashvili50@mail.ru

Sector of activity

Agribusiness – Wine Production

Company profile

The company produces alcoholic beverages by using modern technologies

Cooperation proposal

Acquire new skills and information in our field of activity for prosperity of our business. Establish links for export of our products to European countries.

Type of Company: Limited Liability Company

Field of activity: Production



“CHATEAU MUKHRANI” JSC

Contact Information:

Mukhrani, Mtskheta,
3309, Georgia

Phone: (+995 32) 2 201 878

E-mail: info@mukhrani.com

Homepage: chateaumukhrani.com

Type of Company: Joins Stock Company

Field of activity: Production and trade

CHÂTEAU
MUKHRANI



Sector of activity

Wine Production

Company profile

In 2002 a group of Georgian entrepreneurs started reviving the Chateau Mukhrani and its history.

In 2007, Chateau Mukhrani is starting to build its modern wine making facility.

The same year 2007, the Company is making its own wine from the grapes harvested in its own vineyards. Vineyards are the key to making the wine exquisite and truly unique. The cellars are adjacent to the vineyards and grapes need max 15 minutes to travel to the processing point.

Now it is equipped with ultra-modern technology and corresponds with ISO 9001:2005 Food Safety and ISO 9001:2008 Quality Management standards.

Cooperation proposal

Looking for retailers and distributors operating in European markets



“Lukasi Winery” Ltd.

Contact Information

10, Gergeti Lane, 0105 Tbilisi, Georgia

Tel: (+995 5 99) 556 919

E-mail: info@lukasiwinery.com

Homepage: www.lukasiwinery.com

Type of Company: Limited Liability Company

Field of activity: Production and trade

Sector of activity

Agribusiness – Wine Production

Company profile

LUKASI is a family owned winery founded in 2011 in Georgia. The LUKASI vineyards are located in various microclimate zones in Georgia, on land which has been used for viticulture for thousands of years. The wines are carefully produced, aged and bottled in Georgia's Kakheti region. Only the most select grape is used to produce our wine. The quality of the grapes is carefully monitored and they are harvested under very specific conditions. Each step in the production is controlled to produce exclusive wines, most of which are aged in high quality Seguin Moreau French oak barrels. The amount of wine produced is limited to 15-20 thousand bottles annually. Currently 5 varieties are being bottled: Saperavi (red-dry); Kisi (white-dry); Tsinandali (white-dry); Tvishi (white-semi sweet); Chkhaveri (rose, dry)/

Cooperation proposal

Looking for retailers and distributors operating in European markets



Contact Information

Michael Agniashvili
+31 (0) 622711285

E-mail: info@geowine.nl
Homepage: www.geowine.nl



Sector of activity

Import, Trade (purchasing) and sales

Company profile

Import of Georgian wines in the Netherlands (and Belgium). Purchasing, promotion, distribution and sales. One of the aims is the import and realization of the Georgian Qvevri wines.

Cooperation proposal

Searching for the partners as resellers and distributors of Georgian wines.

Offer: We offer Georgian wines of the highest quality. Close cooperation in capacity of an import agent, helping to establish a durable relationship between Georgian and Dutch companies.



Saperavi Wine Agency

Contact Information

Mr. Bernard Nauta
Phone: +31618470846

E-mail: bernardnauta@saperaviwine.com
Homepage: www.saperaviwine.com



Sector of activity

Import, Trade (purchasing) and sales

Company profile

Saperavi Wine Agency sources, markets and distributes Georgia's finest wines to the European and British markets.

Cooperation proposal

We cooperate with producers and importers of Georgian wine.

Our Mission

It is our mission to contribute to the revival of the oldest wine country in the world. Georgia has a lot to offer to genuine wine lovers: 500 forgotten indigenous grape varieties, unique 'orange wines' and a people passionate about its rich wine culture.

Saperavi Wine Agency sources, markets and distributes Georgia's finest wines to the European and British markets.



Georgian Hospitality Group (GHG)

Contact Information

22 Peritsvaleba str., 0103, Tbilisi, Georgia

Phone: (+ 995 32) 2 987 400

E-mail: info@ghg.ge

Homepage: www.ghg.ge

Type of Company: Holding

Field of activity: Tourism



Sector of activity

Incoming tourism and MICE Business Company profile

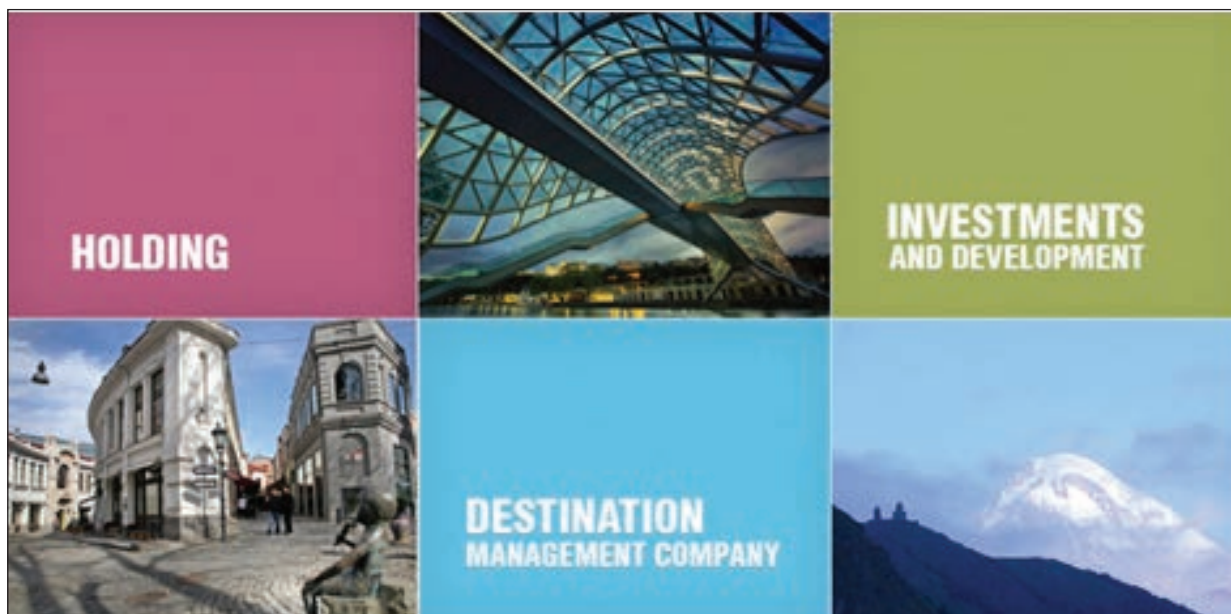
Company profile

In December 2007 leading companies in Georgian tourism and hospitality industry have been merged to create holding company GHG - Georgian Hospitality Group and empower Cinergy for upcoming projects. GHG unites tour operators and other travel services related companies with 20 years of experience in tourism industry, each of them have reached leading positions in their fields, gained reputation of high professional, reliable partner as on international market, as well as locally. With its outstanding expertise Georgian Hospitality Group is empowered to open doors of Georgia's tourism industry for investors and developers and guide them to mutual success.

Georgian hospitality group is the DMC and the holding company of leading Georgian incoming tourism and MICE Business related entities such as: Caucasus Travel, Explore Georgia, Georgian Events, other.

Cooperation proposal

Partnership with outbound tour-operators, as well as MICE industry players interested in Georgia and South Caucasus countries.



Tika Tours

Contact Information

11, Grishashvili str.
0105, Tbilisi, Georgia

Tel: (+995 5 70) 707 214
E-mail: info@tikatours.com
Web-page: www.tikatours.com

Sector of activity

Incoming tour operator

Company profile

TikaTours is a Georgian luxury incoming tour operator providing exclusive services in Georgia and the Caucasus region.

We offer a wide array of tours styles such as: wine and gourmet tours (unique experiences of Georgian wine making traditions and insights into Georgian cuisine), adventure, cultural, religious, hiking and cycling, MICE, group leisure and VIP luxury tours. In addition to Georgia, we offer packages including Azerbaijan and Armenia

Cooperation proposal

We are seeking partnerships with outbound tour operators interested in promotion of Georgia and the Caucasus region not only as a tourist destination but also as a lucrative investment destination.

Type of Company: Holding

Field of activity: Tourism



TIKA TOURS

Life changing travel experiences



“A.E.S.N.L SVANETI” Ltd

Contact Information

Phone: : (+995 551) 809 090
(+995 551) 470 002

E-mail: aesnlsvaneti@gmail.com
sgoshteliani@yahoo.com

Sector of activity

Tourism: Hotel and cafe

Company profile

The company owns hotel and the cafe in Mestia. Mestia is the centre of Svanetian region. The number of tourists is growing up every year, so the number of hotels and the cafes is growing up too. Mestia is very attractive place for the tourists. The company has started from guesthouse and has already built hotel with cafe.

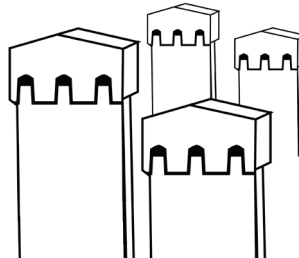
Our hotel is a small family hotel, with the ability to host 20 people at the moment. Its designed in old Svanetian style with wood and stone. The amazing mix of old construction materials make an interior & exterior very attractive for tourists.

Our café can serve 50 persons, its decorated with wood & stone, also in old Svanetian style.

Cuisine: Svanetian local, Georgian. The name of the hotel and the cafe is “OLD HOUSE”.

Cooperation proposal

The company is interested in identifying partners and looking for investors to built new hotels. Exchange of experience. The company aims to get in touch with European Tourism companies.





EU-Georgia Business Council (EUGBC)

EU-Georgia Business Council (EUGBC) is a non-profit association founded by Georgian and European companies in 2006 in Brussels. Since September 2013, EUGBC also operates a representative office in Tbilisi.

The objective of the EUGBC is to encourage investment and trade between the European Union and Georgia. The Council assists and advises its members on all questions relating to setting up and doing business in Georgia and the EU, through building business links, solving market access difficulties and overcoming regulatory obstacles. EUGBC also provides its members with information on investment related regulations and can assist with liaison between the Government of Georgia, EU Institutions and EU Member States.

One of the primary goals of EUGBC is to support business development and to foster business-to-business ties in Georgia as well as between Georgia and the EU. There are various ways through which EUGBC pursues and plans to further uphold the achievement of these objectives. One of the envisioned projects of EUGBC is to increase the visibility of the activities of business in Georgia via introducing EUGBC Expo&Economic Photo Exhibition along with business presentations and expos.

EUGBC inaugurated the Expo&Economic Photo Exhibition in Tbilisi in the beginning of June 2014. EUGBC Expo was organized in Vienna and Bratislava as well in November, 2014. Next events will take place in other major cities in Europe within the years 2015-2018.

The goals of the EUGBC Expo and Economic Photo Exhibition are to: Draw attention to and recognize the businesses operating in Georgia and their scope of activities; Provide opportunity for interested European companies and potential investors to gain insight in the business climate and investment opportunities that Georgia offers; Allow Georgian businesses to introduce their production and export capacity, and envision potential partnership among the European counterparts.

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