

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 21 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

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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



Contact Information

Marneuli, David Agmashenebeli #1,
Georgia

Type of Company: Limited Liability Company

Field of activity: Production and trade

Phone: (+995 32) 2 192 424

E-mail: info@mff.ge

Homepage: www.mff.ge

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.



Contact Information

1stGujareti str. 88 a
Tbilisi, Georgia

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E-mail: nergeta@gmail.com
Web-page: www.nergeta.ge

Type of Company: Limited Liability Company

Field of activity: Production and sale

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.



Contact Information

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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, Saliast, Tsalengikha,
Georgia

Phone: (+995 5 93) 121 041
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Homepage: www.mff.ge

Type of Company: Cooperative

Field of activity: Production

Sector of activity

Agribusiness

Company profile

Production of black twisted tea

Cooperation proposal

Looking for retailers and distributors operating in European markets.



Cooperative“TaphliSachino”



Contact Information

Vil. Isriti, Vani Municipality
1313, Georgia

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

Homepage: www.breti.ge

Type of Company: Cooperative

Field of activity: Production

Sector of activity

Agribusiness

Company profile

Production of honey

Cooperation proposal

Looking for retailers and distributors operating in European markets.



Cooperative „Vardisubani 2014”



Contact Information

131 Vashlovani Str.
Lagodekhi 2700, Georgia

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

Type of Company: Cooperative

Field of activity: Production

Sector of activity

Agribusiness

Company profile

Production of maize, cucumber , vegetables

Cooperation proposal

Looking for retailers and distributors operating in European markets.



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

Production of Honey

Cooperation proposal

Looking for retailers and distributors operating in European markets.





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

Production of honey

Cooperation proposal

Looking for retailers and distributors operating on the European markets.



Contact Information:

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

E-mail: etopapiashvili@yahoo.com

Type of Company: Cooperative

Field of activity: Production

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



“Paliastomi 2004” Ltd



Contact Information

Phone: (+995 5 99) 985 792
E-mail: Paliastomi@access.sanet.ge,
san12nino11@aol.com
Homepage: www.sweet-country.ge

Type of Company: Limited Liability Company

Field of activity: Production and trade

Sector of Activity

Production and Trade

Company profile

Fish catching, fish production (freezing, salty, marinate) main product is frozen black sea anchovy, but we have other frozen products as well (frozen black sea mullet, frozen black sea whiting)

Cooperation proposal

Looking for retailers and distributors operating in European markets.
Sharing of experience for the approximation of EU Standards.



“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.

Cooperation proposal

Searching partners for distribution of Sarajishvili production Ltd.



“Winery Khareba” Ltd.



შპს ვინერა ხარება

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

Type of Company: Limited Liability Company

Field of activity: Production and trade

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



Contact Information

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

Type of Company: Limited Liability Company

Field of activity: Production

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.



“Lagodekhi Wine Celler” Ltd



Contact Information

Village Baisubani,
2702, Lagodekhi , Kakheti, Georgia

Phone: (+995 5 97) 103 271
E-mail: tamrobitashvili@yahoo.com

Type of Company: Limited Liability

Field of activity: Production and trade

Sector of Activity

Agribusiness – Wine Production

Company profile

Lagodekhi Wine Celler was established and has been operating since 2009. It is situated in Lagodekhi Region, Village Baisubani, in the territory of JSC Wine Factory Baisubani.

Wine Factory Baisubani exists over 60 years. That's why principal objective of Lagodekhi Wine Celler is harmonic merging of traditions and modern technologies.

Historically, perfectness of Georgian wine is conditioned by diversity of local species which is perfectly adjusted with different type grounds and environment. Experience of generations has given birth to wonderful diversity of wines.

Geographical location of vineyards of Lagodekhi Wine Celler defines perfect taste features of its wine. Greatest part of vineyards is cultivated in Kakheti, namely Lagodekhi Region.

Lagodekhi region is situated to the north-east of Georgia on plain at left embankment of river Alazani.

It is situated on 2000-3500 meter above sea level. Region is characterized with subtropical climate and fertile soil. In favor of traditional and modern technologies, while processing the grapes, we can obtain both Georgian traditional wines with unique taste features and light European type wines, which are offered by Lagodekhi Wine Celler.

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.



“CHATEAU MUKHRANI” JSC

Contact Information:

Mukhrani, Mtskheta,
3309, Georgia

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Homepage: chateaumukhrani.com

CHÂTEAU
MUKHRANI



Type of Company: Joins Stock Companu

Field of activity: Production and trade

Sector of activity

Wine Production

Company profile

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

In 2007, Château 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



“Goldengroup OKRO'S WINES” Ltd.

Contact Information

7 Chavchavadzestr, Signaghi
Georgia

Phone: (+995) 551 622 228

E-mail: info@okroswines.com

Homepage: www.okroswines.com

Type of Company: Limited Liability Company

Field of activity: Production and trade



Sector of activity

Agribusiness – Wine Production

Company profile

GoldeGroup Ltd. represents Georgian family cellar, producing wines from biologically clean vineyards in Kakheti, Georgia, based on ancient Georgian winemaking technologies using Qvevri. Company produces 100% natural wines without any chemical additives or SO2.

Cooperation proposal

The company is interested to propagate Georgian Natural Wine and winemaking technologies using Qvevri across the European Union countries and promoting its production on the EU market.



Contact Information

Clark&Robinson
Tbilisi, Georgia

Phone: (+995 5 99) 537 845
E-mail: mamuka@clarkrobinsson.ge
Homepage: : www.clarkrobinsson.ge

Type of Company: Limited Liability Company

Field of activity: Tourism

Sector of activity

Tourism

Company profile

C & R is full service travel agency, we do both outbound & inbound travel.
In past we served large group from Belgium, Football delegation of Club Brugge (2012)

Cooperation proposal

Outbound tour operators/travel agencies.asing property in Georgia



“Mgzavrebi” Hotel Network



Contact Information

7, Dighomidistr, Tbilisi, Georgia

Phone: (+995 32) 2 478 747 / (+995) 557 555 000

E-mail: info@mgzavrebi.ge

Homepage: www.mgzavrebi.ge

Type of Company: Limited Liability Company

Field of activity: Tourism

Sector of activity

Tourism and Development

Company profile

Company Mgzavrebi Development (Hotel Chain Mgzavrebi) is specialized in two main directions:

1) Construction and Sales of Apart Hotels mainly in resorts of Georgia.

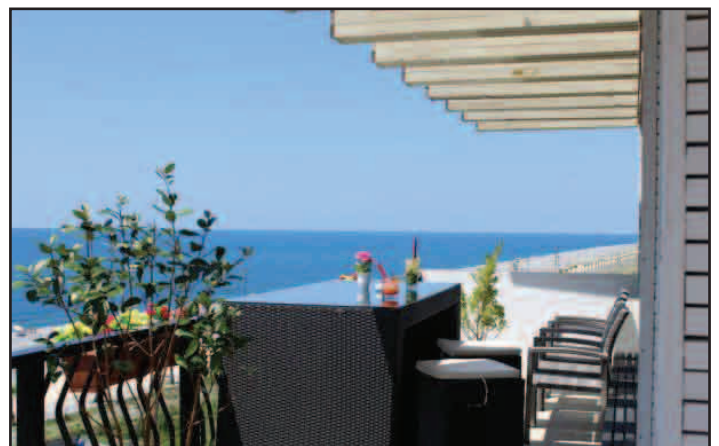
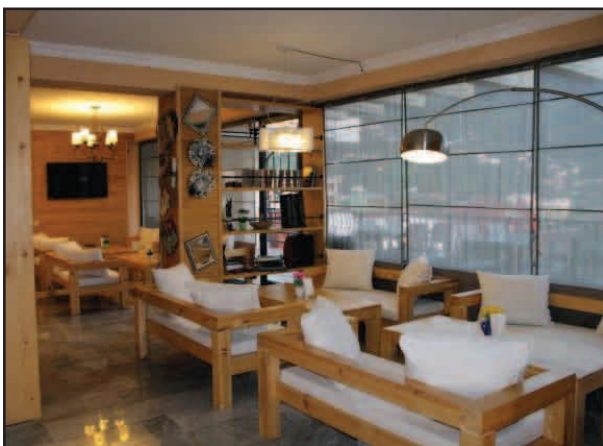
2) Tourism and management of apartments

By this time company has built 3 Hotels in Batumi (Sea Resort), 7 Hotels in Bakuriani (Ski Resort) and Gudauri Hotel (Ski Resort) is being built and will be finished next year. According to the policy of our company 2 new projects are implemented annually.

Mgzavrebi Development is the first company in Georgia, which has accomplished Apart Hotels management and has offered to owners of the apartments' rental service. Another innovation on Georgian market is Time Share in our hotel chain.

Cooperation proposal

Hotel Chain Mgzavrebi is interested in co-operation with companies, which main business is outbound tourism to offer direct co-operation with hotels in resorts of Georgia (mountain resorts, as well as sea resorts). And companies that are interested in making investment in hotel business / or purchasing property in Georgia



Brussels Chamber of Commerce

Contact Information

Louise Avenue, 500
1050 Brussels,
Belgium

Phone: (+32 2) 643 78 12
E-mail: sso@beci.be
Homepage: www.beci.be/international



Type of Company: Non-profit organization
Field of activity: Business support and information

Sector of activity

Business Services

Company profile

Brussels Chamber of Commerce is part of the global network of Chambers of Commerce and Industry, the most experienced and largest business network worldwide.

Our mission is to promote the Brussels Region by offering our services to international companies in their import/export projects.

- We offer you an easy and direct access to our national and international database connecting companies together. More than 20,000 enterprises use this platform.
- We have at your disposal a panel of experts providing all kinds of information regarding finance, legislative and commercial issues, and export/import formalities.
- We organize individual meetings for you so that you can present your offer directly to potential partners.
- We offer you the opportunity to attend more than 350 events per year such as info sessions, matchmaking events, etc... in order to meet new partners and keep you up to speed.
- The visibility of your company is greater through new communication channels that we can offer you.
- We offer you the possibility to adapt your business plan to perfectly match the local market reality.

Cooperation proposal

Business support to international companies in any sector.



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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