



NEWSLETTER

April - June 2020





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Online B2B meeting



Azerbaijan-Kazakhstan-Georgia

Within the framework of cooperation between EU-Georgia Business Council and Caspian European Club “ONLINE B2B FORUM AZERBAIJAN-KAZAKHSTAN-GEORGIA” was held on May 8, 2020.



More than 50 participants representing top management of companies from different Business Sectors, as well as representatives of diplomatic missions and international organizations supervising economic issues took part in above mentioned forum



From Georgian side Poti Free Industrial Zone, Hualing Kutaisi Free Industrial zone, Luca Polare, Geoplant Ltd and others were present.



EUGBC Secretary General, Zviad Chumburidze and Executive Director, Giorgi Kacharava made their speeches regarding the future Business development perspectives between these three countries.



The ONLINE B2B FORUM provided information about the activities of the CASPIAN EUROPEAN CLUB. Besides, companies made presentations, and opportunities for business cooperation were explored. Companies were given an opportunity to ask questions, concerning issues which are of interest to them, from their colleagues representing other countries, as well as exchanged useful business contacts.

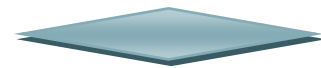


It should be underlined that Online B2B forum was first of its kind to be held between these countries in post pandemic period.



Meeting of the Investors Council

On June 22, EUGBC Executive Director, Giorgi Kacharava took part at the 13th Investors Council meeting chaired Prime Minister of Georgia aiming to review recommendations for the promotion of investments in Georgia and measures implemented for an improvement of the investment climate.



Focus has been made on the facilitated development of the capital market, along with past and intended reforms in the energy and education sectors. Discussions were also related to the attraction of more foreign direct investments in light manufacturing, pharmaceuticals, and FMCG sectors. Swift development of these sectors also should serve significant import-

substituting role, which proved to be vital in the current pandemic crisis.

➤ During the meeting EUGBC raised the issue of GMP standardization taking into account that it is crucial for investments and development of Pharmaceutical Sector in Georgia Mr. Kacharava emphasized that “we all agree that GMP standardization is essential for increase of competitiveness and volume of export of domestic producers, however the current date for mandatory standardization (January 1, 2022) is unrealistic, because till now there is no step-by-step plan for compliance with GMP standards, jointly developed by the Government and Business Sector.

➤ Maintaining the current status quo will result in Prevention about 70 million GEL Investments from Local producers increase of prices of medicines closure of absolute majority of existing Georgian companies and/or relocation of production and unique knowledge to other countries”.

EUGBC offered pragmatic solution: “taking into account that the implementation plan and schedule of GMP standards is individual for each company, it should be in advance agreed and approved by the respective Georgian Authorities... GMP mandatory standardization deadline should be adjusted accordingly.

➤ In addition it was stated that “as of July 2019, local producers have the liability to comply with GMP standard in case of new production lines or registration of new medicines while there is no GMP standard requirement for imported medicines.”

➤ Therefore Local Pharmaceutical companies are in discriminatory positionand respective legislative changes are required in order apply similar GMP requirements for imported medicines, likewise the local Pharmaceutical products’ requirements.



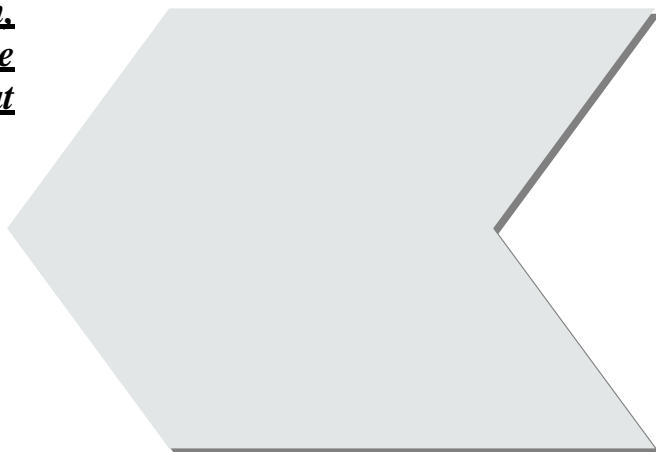
Online meeting with the Ambassador of the republic of Turkey



On June 23, 2020, H.E. Fatma Ceren Yazgan, Ambassador Extraordinary and Plenipotentiary of the Republic of Turkey to Georgia met in online format EUGBC Board and Member companies.

H.E. Ambassador provided to Business Sector the information about current situation in Turkey in terms of results of fight against COVID 19, also covering details about Travel measures.

The sides also discussed the ways for strengthening of trade and economic relations between the two countries.



An Annual Catalogue of EUGBC – Business Line Issue 2020 will feature an interview with Her Excellency the Ambassador of Turkey Fatma Ceren Yazgan regarding the Black sea Issues, on which the Conference was held in December 6, 2019, organized by EU-Georgia Business Council.



Meeting of the Business Associations and signing of the Memorandum of Understanding

On June 30, “EU-Georgia Business Council” organized a meeting of 7 Business Associations in order to sign a Memorandum of Understanding (MoU).

EU-Georgia Business Council (EUGBC), International Chamber of Commerce (ICC), Georgian Distributors Association (GDBA), Georgian Producers’ Federation, Tax Payers Union (TPU), Georgian Employers Association (GEA) and Banking Association of Georgia (BA) leaders sign a MoU aimed at creating a framework for cooperation between the parties, namely:

- Business Associations Meetings and Coordination
- Business Associations Joint Action Plan for the communication with the Government
- Joint statements/recommendations and follow up strategy to protect fair interests of businesses and to provide specific assistance in crisis times



Banking Association of Georgia



[Press to see the video](#)



[Press to see the videos](#)

Joint Statements of the Business Associations

03.06.2020

During the difficult period of outbreak of “Covid 19”, a number of business associations repeatedly appealed to the Georgian government with recommendations for the purposes to maintain economic stability in the country; to protect fair interests of businesses and provide specific assistance in crisis times.

Although several recommendations have been taken into account, unfortunately business associations have not received feedback from the Government on the proposals and we see threat that in autumn the Government will stay alone in facing the big challenge of the emerging economic crisis.

It should be emphasized that in recent past there has been misleading trend towards cooperation with business, which means that the government does not have proper communication and feedback for the business, however, according to the Government’s statements, assistance and communication process with business sector has already been started. e.g, there was no feedback about VAT payment liability after selling of goods, as well as possible abolishment during the customs clearance of goods of the so called ‘yellow corridor’, which represents impeding and unpredictable mechanism for the maintenance of cash flow by the Businesses and indirectly increases the prices of imported goods and local products (linked to imports of raw materials). During the presentation of the anti-crisis economic plan by the Prime Minister, it was noted that the Government has agreed with the IMF on new program options and has already received aid assistance of 1.5 billion US Dollars for the budget and solid guarantees, as well as the private sector will have additional access to 1.5 billion US Dollars.

Please follow the link for further information 

<http://eugbc.net/business-associations-joint-statement/>

Urgent steps to be taken by the Government of Georgia to overcome the difficulties caused by the pandemic of COVID 19

Joint statement of the Business Associations – 22 April, 2020

For more please press 





EUGBC Recommendation

recommendations to the Government of Georgia for the development of specific business sectors

Outbreak of “COVID 19”, associated with long-term challenges both in economics and healthcare, will inevitably change the world's political and economic rules.

According to the leading states’ statements, Euro-Atlantic-Chinese crisis might emerge, where the political approaches of the US and the EU will play an important role.

From our viewpoint, the economic crisis which actually threatens to each state, will last for 2-3 years and create new challenges and opportunities. Consequently, one of the outcomes of the “COVID 19”, is that the world's leading states have already begun preparations to take out own plants from China. So-called productions’ migration process will be difficult and time consuming.

Taking into account our country’s economic challenges, the years 2020-21 will be the most difficult period for business development and the Georgian Government and Georgian companies have to make significant efforts for the involvement in new economic processes.

Please press to see more ↓





EUGBC members news



***In June 2020, Neopharm – a
Georgian pharmaceutical
company became a corporate member of the council***

Pharmaceutical company Neopharm was established in 1997. The goal was to provide healthcare system with Safe, Qualitative, Effective and Affordable medicines. During years of hard work as a result company's portfolio is presented by manufacturing line with over 200 brand name of medical products, among which are medicines, supplements, cosmetic products, natural juices and biological active compounds; Pharmaceutical retail chain with over 50 pharmacies around Georgia and distributional company, which supplies over 300 pharmacies in whole country.

We believe, that there is more to be done in the better healthcare system and we continue to work for achievement of new targets.





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ფარმაცევტული კომპანია ნეოფარმი დაარსდა 1997 წელს, ფარმაცევტულ სფეროში მოღვაწე ქართველი მეცნიერებისა და პროფესორების მიერ. კომპანიის მიზანი იყო ეწარმოებინა უსაფრთხო, ხარისხიანი, ეფექტური და ხელმისაწვდომი სამკურნალო საშუალებები. თავდაუზოგავი შრომის შედეგად, დღეს კომპანიის პორტფოლიო წარმოდგენილია სამრეწველო ხაზით, რომელიც აწარმოებს 200-ზე მეტი დასახელების სამედიცინო პროდუქციას, მათ შორის მედიკამენტებს, კვებით დანამატებს, კოსმეტიკურ პროდუქციას, ნატურალურ წვენებს და ბიოლოგიურად აქტიურ ნივთიერებებს; სააფთიაქო ქსელი წარმოდგენილია 50-ზე მეტი აფთიაქით მთელი საქართველოს მასშტაბით; ასევე, სადისტრიბუციო კომპანია, რომელიც ამარაგებს 300-მდე აფთიაქს ქვეყნაში.

ჩვენ გვჯერა, რომ უკეთესი ჯანდაცვის სისტემის შესაქმნელად გასაკეთებელი კვლავ ბევრია და ვაგრძელებთ წინსვლას ახალი მიზნების მისაღწევად.



(+995-32) 259-57-90



info@neopharmi.ge



www.neopharm.ge



12km Alley David Agmashenebeli 0131. Tbilisi, Georgia/
თბილისი, დავით აღმაშენებლის ხეივ. მე-12 კმ.



TBC HAS LAUNCHED BANKING OPERATIONS IN UZBEKISTAN

TBC Bank Group PLC ("TBC PLC") is pleased to announce that its subsidiary, JSCB TBC Bank has launched its banking operations in Uzbekistan, initially in a pilot mode for "friends and family", and plans to extend its services to the broader population in August 2020.

In line with our asset-light and highly digitalized strategy, we will be serving our customers mainly through our online platform, Space, while our smart, next generation branches will be used primarily for client relationship purposes. The first pilot branch has already opened.

THIS YEAR WE WILL BE TARGETING RETAIL CUSTOMERS WITH THE FOLLOWING PRODUCTS:

- › Current and savings accounts;
- › Cash loans and salary backed loans;
- › Cards, mobile banking, money transfers and transactional capabilities (eg. P2P transactions, utility payments); and
- Point-of-sale consumer finance.



Vakhtang Butskhrikidze, Chief Executive Officer of TBC PLC, commented: "The launch of banking operations in Uzbekistan is a very significant step in TBC PLC's international expansion and is an integral part of our digitally-led growth strategy. We are excited and full of enthusiasm to make our contribution towards the development of the banking sector in Uzbekistan and to offer cutting-edge banking solutions to the Uzbek population."

Sandro Rtveladze, Chief Executive Officer of TBC Bank in Uzbekistan, commented: "I am delighted to announce the launch of our banking operations in Uzbekistan. Since obtaining a banking license in April 2020, we have completed all the remaining operational and regulatory milestones, and we are now ready to move into a closed Beta testing process, allowing us to serve external customers in a 'by invitation only' mode. We plan to offer our services to the wider public sometime in August."



WINE PAINTING MASTER CLASS



A unique opportunity to participate in the wine painting master class. The cozy atmosphere of Château Mukhrani will inspire you and our colorful wines will make your ideas into a real artwork. Master class is conducted by a professional painter Tamar Maglaperidze.

*Price is given per person
*For groups over 15 guests

40€



NEW OFFERS



HISTORICAL TOUR



TOUR OF TSILKANI MONASTERY, DZALISI & CHATEAU MUKHRANI

Visit Tsilkani Monastery, one of the first places in Georgia from where the spread of the Christian religion began, founded in the IV century by an early Bagrationi of Mukhrani. Discover an ancient Georgian kingdom in Dzalisi dated back to II BC – IV AD, located just in 5 km. from Château Mukhrani estate and walk through the important remnants of the antique city, bath complexes with tiled floors, huge swimming pools, fountains and the mosaic of Dionysus – the god of the harvest, winemaking and wine. Explore Château Mukhrani estate and underground cellars, dating from the XIX century, as well as the modern state-of-the-art winery and learn about the history, traditions of Georgian winemaking, unique Georgian grape varieties grown in Château Mukhrani vineyards.

40€

Please find the attached file



<http://eugbc.net/wp-content/uploads/2020/06/NEW-Packages-2020-.pdf>

HISTORICAL TOUR



TOUR OF DZALISI & CHATEAU MUKHRANI

Visit an ancient Georgian kingdom in Dzalisi dated back to II BC – IV AD, located just in 5 km. from Château Mukhrani estate. Discover the important remnants of the antique city, bath complexes with tiled floors, huge swimming pools, fountains and the mosaic of Dionysus – the god of the harvest, winemaking and wine. Explore Château Mukhrani estate and underground cellars, dating from the XIX century. Learn about the history, traditions of Georgian winemaking, unique Georgian grape varieties grown in Château Mukhrani vineyards, as well as modern winemaking techniques used when crafting the finest Château Mukhrani wines.

30€



BLIND TASTING

Develop a deeper sense of quality wines. Taste 4 different wines from Château Mukhrani classics' range without knowing grape variety, vintage and bouquet of the wine. Practice the ability to identify the wines. Learn how to differentiate the characteristics of grape varieties.

55€



BICYCLE TOUR



Stroll through the vineyards to find all the hidden wonderful places at Château Mukhrani. Bicycles are at your disposal to share this unique experience with your friends & family members.

20€ - 1 Hour
15€ - 30 Min.



HORSE RIDING TOUR



XIX century restored stable offers an amazing experience to ride Georgian, Arabic and English horses. We provide programs for beginners at a fully equipped hippodrome as well as a wonderful horse walks in our forest and vineyards for experienced riders.

80€ - 1 Hour
60€ - 30 Min.



PICNIC OFFER



Choose directly from the picnic menu and our chef cook will prepare selected dishes for you.

What could be better than to spend time at the most beautiful nature of our estate with freshly baked bread, cheese and ham platter, selection of tasty salads, fruits and a bottle of Château Mukhrani wine.

*Picnic menu is available upon request



Restaurant, activities and tours:
Monday - Thursday 12:00 - 21:00
Friday, Saturday, Sunday 12:00 - 22:00
Event - Upon request

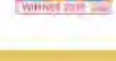
Advanced reservations are required:

T: +995 595 99 13 14/15/16

M: 1878@mukhrani.com

www.Châteaumukhrani.com

#Châteaumukhrani





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**Deloitte
Academy**



Deloitte Academy Summer Trainings
From Knowledge to Perfection

June, 2020



Deloitte Academy

Deloitte Academy provides corporate trainings for companies, as well as open sessions for anyone interested.

Deloitte Academy offers comprehensive solutions that aim to improve participants' competencies across various business lines. The courses are tailor-made to match the knowledge and skill level of attendees and promote the continuous development of business competencies.

Advantages of Deloitte Academy trainings

- Academy training sessions are delivered by subject-matter experts who have completed a range of major projects in various professional fields;
- The training sessions include both theoretical elements and practical examples.

Announcement of Deloitte Academy summer trainings

Deloitte is happy to invite you to Deloitte Academy summer online training sessions to be held in July-August.

Find out more detailed information about the trainings below.

You can register for any training of interest to you via the links provided for each session.

We will be delighted to see you at our trainings.



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Deloitte Academy Summer Trainings
From Knowledge to Perfection

For more please follow the link ↗

<http://eugbc.net/wp-content/uploads/2020/06/Deloitte-Academy-Summer-Trainings-English.pdf>



EY – People Advisory Services

Compensation and Benefits Survey 2020

The Compensation and Benefits Survey report includes:

- ▶ Salary Survey Results
- ▶ HR Policies and Practices
- ▶ HR Metrics
- ▶ Automatic Benchmarking Tool

General Industry Survey
Price for the full report - USD 1,000 (net of VAT)

Industry Specific Survey
Price for the full report - USD 1,400 (net of VAT)

Association members will be offered a 15% discount.

For more information contact our team:

Tina Kachakhidze
Senior Manager | People Advisory Services
Tina.Kachakhidze@ge.ey.com
+995 599 24 55 56



Industry Specific Surveys for

- ▶ Retail
- ▶ Fast-moving consumer goods (FMCG)
- ▶ Distribution
- ▶ Pharmaceutical
- ▶ Telecommunications
- ▶ Banking/Finance
- ▶ Wine Production
- ▶ Automotive Dealers
- ▶ Nongovernmental/nonprofit organizations
- ▶ IT
- ▶ Hotels/restaurants/cafes (HoReCa)

For details follow the link <https://bit.ly/ey-survey-2020> or contact our team via email: SalarySurvey@ge.ey.com or phone: +995 599 24 55 56.

EY People Advisory Services (PAS) team has been carrying out a compensation and benefits survey on the Georgian market for 12 years.

We are glad to announce the commencement of the Round 2020 of the Compensation Survey.

The findings of our express survey showed that COVID-19 has had a huge impact on the labor market and has given rise to significant changes in terms of the number of employees and their compensation.

This demonstrates the importance of compensation surveys as such reports allow companies to plan the compensation budget in line with the trends existing in the labor market.



BGI Legal dominates this year's Legal 500 rankings.

The latest edition of the Legal 500 has been published and BGI Legal are delighted to have received a record 27 rankings over 4 practice areas with, once again, no other Georgian firm receiving more firm and individual lawyer rankings.

We are ranked as Tier 1 for all 4 practice areas ranked by Legal 500 in our jurisdiction, namely Banking and Finance; Commercial, Corporate and M&A; Dispute Resolution; and Real Estate & Construction.

Lasha Gogiberidze, Zaza Bibilashvili and Sandro Bibilashvili are all included in the elite "Leading Individuals" list, Unana Gogokhia, George Sarajishvili and Sandro Bibilashvili are further recognized in the "Next Generation Partners" category, and Davit Kakoishvili is ranked as a "Rising Star".

With even more rankings than last year, the new guide demonstrates the market's recognition of our expanding strength and depth in these areas.

BGI Partner, Unana Gogokhia, has been named in the latest edition of IFLR1000 Women Leaders placing her according to IFLR among "the leading female transactional lawyers in the world," who have "impressive track records," and "are consistently recommended by clients and peers for the quality of their advice and service." Unana is the only female lawyer from Georgia to have been selected in this elite cohort of 300 leading transactional lawyers from across the world.

Women Leaders is a supplement based on research for IFLR1000, the guide to the world's leading financial and corporate law firms and lawyers. It considers the best working in their areas nationally.

Honourees are selected from a research process that includes evaluation of thousands of submissions, survey data of thousands of client referees and peers, and hundreds of interviews.

For the complete list of honourees, visit <https://www.iflr1000.com/NewsAndAnalysis/IFLR1000-Women-Leaders-2020/Index/10870>



Be Pure SPA @Hotels & Preference Hualing Tbilisi launches its first and only in Georgia new SPA menu with Georgian made products. The products contain all essential nutrients and minerals that add to the therapeutic benefit of the massage. Our SPA exclusively cooperating with company Sadaphi which is producing Natural and BEO SPA products in Georgia. Now all EUGBC members have a chance of discovering the amazing benefits of plant-based living SPA treatments @BE PURE

Hotels&Preferences Hualing Tbilisi



Be Pure SPA with Georgian Natural Product (Sadaphi)

Facial Treatments
სახის მოვლის პროცედურები

Name	Time	Price
Mini Facial სწრაფი წმენდა	25 min	30 Gel
De-stress Facial ანტისტრესული პროცედურა	30 min	45 Gel
Hydrating Facial ლამაგენიანებელი პროცედურა	30 min	55 Gel
Wrinkle Correction Firming Treatment ნაოჭსაწინააღმდეგო გამამკვრივებელი პროცედურა	30 min	45 Gel
Wine Therapy სახის ღვინის თერაპია	30 min	30 Gel
Eye Care Treatment თვალის ირგვლივ ჯანის მოვლა	20 min	30 Gel
Men's Facial მამაკაცის სახის მოვლა	30 min	45 Gel



Name	Time	Price
Hot stone massage მასაჟი ცხელი ქვებით	30 min	50 Gel

Body Treatment
ტანის მოვლის პროცედურები

Name	Time	Price
Detoxifying Anti - aromatic massage (legs, buttock, upper arms) ცელულიტის საწინააღმდეგო არომატული მასაჟი, ლეტოქსიკაციის ეფექტით (პრობლემური ზონები - ფეხები, ღუწულები, ხელები)	30 min	40 Gel
Body Scrub სხეულის სკრაბი	30 min	35 Gel
Swedish Massage შვედური მასაჟი	40 min	50 Gel
Herbal Ball Massage მასაჟი ბალახის გომსიკებით	30 min	35 Gel
Wine Therapy ღვინის თერაპია	40 min	50 Gel

Special Package - PREMIUM
სპეციალური პაკეტი - პრემიუმი

Name	Time	Price
Special Package "Premium" (De-stress Facial, Body Scrub, Eye Care Treatment) პაკეტი "პრემიუმი" (სახის პროცედურა, ტანის სკრაბი, თვალის ირგვლივ ჯანის მოვლის პროცედურა)	60 min	90 Gel



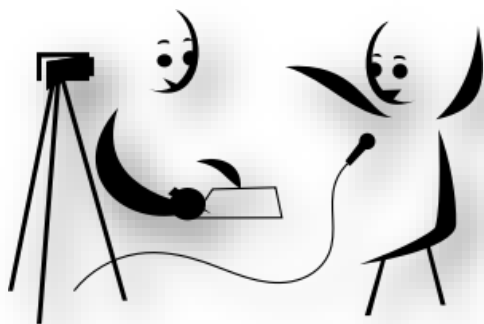


Manicure (shellac) მანიკური (შილაჟი)	20 Gel
Pedicure (shellac) პედიკური (შილაჟი)	35 Gel



Interviews









EU-GEORGIA
BUSINESS COUNCIL

EUGBC, 2020