

NEWSLETTER

October - December 2020















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Online meeting with the Ambassador of Germany

On October 7, 2020, H.E. Hubert Knirsch Ambassador Extraordinary and Plenipotentiary of the Federal Republic of Germany to Georgia, met in an online format with the EUGBC Board and Member companies.



The talks focused on Germany's experience in combating COVID 19, as well as the prospects for strengthening bilateral economic cooperation between countries.

The meeting continued in a Q&A mode.



Online meeting with newly appointed Ambassador of Austria

On October 12, EUGBC Members held online meeting with H.E. Mr. Thomas Mühlmann newly appointed Ambassador Extraordinary and Plenipotentiary of the Republic of Austria to Georgia.

The main topic of the online meeting covered Austria's experience in assisting small and medium-sized enterprises under COVID 19 circumstances, as well as ways to facilitate bilateral trade and attract Austrian investments.

The meeting enclosed with Q&A mode.





ბიზნეს ასოციაციების ერთობლივი მიმართვა













20 ოქტომბერს, 6-მა ბიზნეს

ასოციაციამ ერთობლივად მიმართვა საქართველოს პრემიერ-მინისტრსა და მთავრობის ეკონომიკურ გუნდს - საქართველოში და მსოფლიოში არსებული ეპიდემიოლოგიური ვითარების გათვალისწინებით და ქვეყნის ეკონომიკური მდგომარეობიდან გამომდინარე, ბიზნეს სექტორის მხარდაჭერის მიზნით, აუცილებელია გადაიდგას აქტიური და ქმედითი ნაბიჯები, რაც დაეხმარება ბიზნეს სექტორს გააგრძელოს ბიზნესსაქმიანობა და ნაწილობრივ მაინც შეამსუბუქოს ის უარყოფითი შედეგები, რომელიც მივიღეთ ბოლო 6 თვის განმავლობაში.

ბიზნეს სექტორის აუცილებელი საჭიროებიდან გამომდინარე, ბიზნესასოციაციებმა არაერთხელ მიმართეს საქართველოს მთავრობას რეკომენდაციით ბიზნესის ინტერესების დაცვისა და კრიზისულ პერიოდში კონკრეტული დახმარებების გაწევის მიზნით გადადგმულიყო შესაბამისი ნაბიჯები და განხორციელებულიყო შესაბამისი ცვლილებები არსებულ საგადასახადო პოლიტიკაში.

ბიზნეს სექტორის მხარდაჭერის მიზნით, ასოციაციები კიდევ ერთხელ მივმართავთ საქართველოს მთავრობას, არსებული ეკონომიკური კრიზისის ფონზე, უმოკლეს ვადაში განიხილონ შემდეგი საკითხები:

- განხილულ იქნას საკითხი მომდევნო ექვსი თვის განმავლობაში საშემოსავლო გადასახადისგან განთავისუფლების თაობაზე, ვინაიდან მიმდინარე თვის ზოლოდან იწურება საქართველოს მთავრობის მიერ შემუშავებული საშემოსავლო გადასახადის საშეღავათო პერიოდი.
- მოხდეს დღგ-ს გადახდა საქონლის რეალიზაციის შემდეგ, რაც იძლევა საშუალებას მეტი საბრუნავი თანხა დარჩეს ბიზნესს.
- სახელმწიფოებრივი ინტერესებიდან გამომდინარე, კერძო საბანკო სექტორთან დაუყოვნებლივ გაიმართოს მოლაპარაკებათა
 რაუნდი და ასეთი არაორდინალური ვითარების გათვალისწინებით, ეთხოვოს საბაკო სექტორს, ბიზნეს კომპანიებისთვის
 შესაძლებლობის ფარგლებში საპროცენტო განაკვეთის მაქსიმალურად დაწევა და საბანკო ვალდებულებების 6 თვით
 გადავადება, ასევე განხილულ იქნას მთავრობის მხრიდან ამ მიმართულებით შესაძლო მხარდაჭერის გზები.
- გაიმართოს კონსულტაციები კომუნალური მომსახურების კომპანიებთან (ენერგო პრო, თელასი, თბილისი ენერჯი, GWP და ამ
 სფეროში საქართველოში მოქმედი სხვა კომპანიები) კორონავირუსით დაზარალებული კომპანიებისთვის 6 თვის ვადით თანხის
 გადავადების და ეტაპობრივი გადახდის გონივრული სქემების შემუშავების მიზნით, ასევე განხილულ იქნას მთავრობის
 მხრიდან ამ მიმართულებით შესაძლო მხარდაჭერის გზები.
- მცირე კომპანიებში, დასაქმებულების შენარჩუნების სანაცვლოდ 6 თვის განმავლობაში კოვიდ 19-ის ფონდის თანხების მეშვეობით მოხდეს ხელფასის ნაწილის კომპენსირება.



Meeting with the Prime-Minister of Georgia



On 24th of October Executive Director of EU-Georgia Business Council Giorgi Katcharava participated in the Meeting held with Prime-Minister of Georgia. Among the mainc topics of the meeting was an issue of the GMP standardization put to the agenda by Giorgi Katcharva.

<u>Please Press the Picture</u> <u>to See the Article</u>





►Please Press the Picture to See the Article





Online Webinar

"Opportunities
offered by the
Association
Agreement and the
DCFTA between
the EU and
Georgia for the
business
community"

On November 17, 2020 Secretary General of EU-Georgia Business Council, Ambassador Zviad Chumburidze, took part as one of the key speakers at the Webinar titled "Opportunities offered by the Association Agreement and the Deep and Comprehensive Free Trade Area between the EU and Georgia for the business community" organized by Chamber of Commerce and Industry of Romania.

-

The main aim of the event was to inform the Business people, about the opportunities offered by these agreements in accessing the markets of Georgia and Romania as well.

Business Seminar "Georgia-Estonia Cooperation: Investment and Trade Opportunities"

On November 20, 2020 the Embassy of Georgia to the Republic of Estonia in cooperation with the Estonian Chamber of Commerce and Industry organized in Tallinn Business Seminar titled "Georgia-Estonia Cooperation: Investment and Trade Opportunities".

Giorgi Kacharava, Executive Director of EU-Georgia Business Council took part (online) as one of the key speakers at the seminar and presented EUGBC's activities contributing to the intensification of investment and trade relations between the EU member states and Georgia.





Online conference "Clusters as Drivers for Economic Cooperations in the Black Sea Region"



On November 25, 2020 EUGBC Executive Director, Giorgi Kacharava, took
Part as one of the key speakers at the online Conference - CLUSTERS AS DRIVERS FOR
ECONOMIC COOPERATION IN THE BLACK SEA REGION organized by
the Romanian Ministry of Foreign Affairs, the Ministry of Economy, Energy and the
Business Environment, the Romanian Cluster Association – CLUSTERO in
partnership with Afaceri.ro.

The event was an online platform for relevant stakeholders in the region to Discuss the role of clusters as drivers for economic cooperation in the Black Sea Region, potential regional cooperation projects and next steps.

EUGBC Executive Director provided participants the information regarding the ways for strengthening regional cooperation, as well as potential business opportunities in Georgia including at the Free Industrial Zone in the Country at the Panel "Regional Cooperation Projects,

Key Institutions and Trade Missions in Black Sea Region"



Business Associations' joint petition

On 10th of December, 2020 10 Business Associations released a joint Petition to the Georgoan Prome-Minister and the Government's Economic Team Due to the "Covid 19" pandemic, the business sector of our country has faced great challenges in recent times.

Taking into account existing economic challenges in Georgia, 2021 will be the most difficult year for businesses in terms of maintenance and further development. Consequently, the Georgian government and companies operating in the country will have to make significant efforts to minimize losses, maximize job retention and save small and medium-sized businesses.

As a comprehensive approach is needed to achieve the above-mentioned goals, as well as effective coordination of public and private sectors' efforts and activities, we propose to the Government to establish a "Business Development Council", which will consider all urgent and important issues in crises period for the purposes for timely adoption by the Government of proper resolutions.

Due to the current economic challenges in our country, the above-mentioned Council should be established for a period of 2 years (2021-2022). We express readiness by the end of December of this year to provide to the Prime Minister and the Economic Team the Business Development Council's regulations and all the technical details that will be necessary for the functioning of the Council.

At this stage, we are sending to the Government the following draft composition of the abovementioned Council:

- > Prime Minister (Chairman of the Council), as well as Government's Economic Team Selected by him.
- > Business Ombudsman;
- Representatives of a limited number of business associations who will work closely with the government's team important issues; The number and composition of business associations participating in the Council will be agreed with the Government's team during a consultation meeting with the undersigned associations;
- ➤ According to the issues to be discussed at the Council meetings, relevant line Ministers as well as sectoral associations will be additionally invited.

We express readiness to discuss the details of the above-mentioned Council with the Prime Minister and the economic team in the nearest future.

The heads of the undersigned associations expect that in this particularly severe and difficult period for the country, the Government of Georgia will accept this proposal and, based on common interests will agree to establish the above-mentioned Council.



TAXPAYERS UNION OF GEORGIA INTERNATIONAL CHAMBER OF COMMERCE IN GEORGIA

EU-GEORGIA BUSINESS COUNCIL GEORGIAN DISTRIBUTORS BUSINESS ASSOCIATION GEORGIAN PRODUCERS' FEDERATION















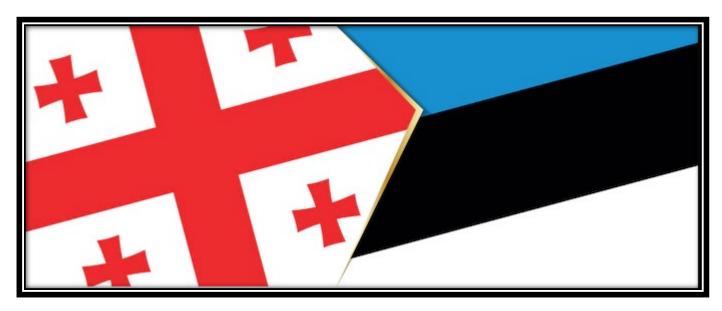






GEORGIAN EMPLOYERS' ASSOCIATION GEORGIAN RESTAURATEURS ASSOCIATION GEORGIAN TOURISM ASSOCIATION GEORGIAN VEHICLE INSPECTION BODIES ASSOCIATION FEDERATION OF HOTELS AND RESTAURANTS OF GEORGIA





Online Meeting with the Ambassador of Georgia to Estonia

On December 10, 2020, H.E. Mr. Archil Karaulashvili, Ambassador Extraordinary and Plenipotentiary of Georgia to the Republic of Estonia met in online format EUGBC Board and Member companies. The meeting was organized within the framework of regular consultations of EUGBC Business Companies with foreign and Georgia's diplomatic community.

H.E. Ambassador briefed participants about the Estonia's experience in fight against Covid 19 and state support to Businesses, as well as prospects of strengthening of bilateral economic cooperation between the two countries.

Following Ambassador's address, the meeting continued in Q&A format.



Georgia-Austria Virtual Economic Forum

EUGBC top Management and Member companies took part at the Virtual Economic Forum Business Forum held on December 3, 2020, organized by the Austrian Foreign Trade Representation (Advantage Austria).

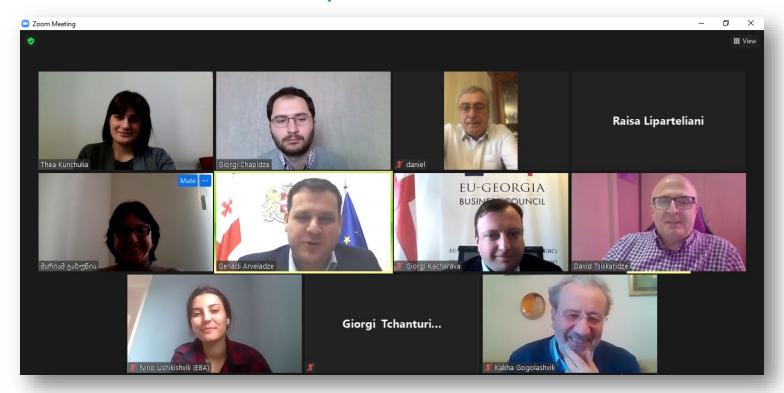
Within the framework of the economic forum bilateral business meetings were held between Georgian and Austrian sides



8th Meeting of DCFTA advisory group



Press the picture to see the article



On December 21, 2020, the Ministry of Economy and Sustainable Development of Georgia hosted the eighth meeting of the DCFTA Advisory Group, chaired by Mr. Giorgi Kacharava, Executive Director of the EU-Georgia Business Council (EUGBC), Deputy Chairperson of the DAG, and Mr. Genadi Arveladze, Deputy Minister of Economy and Sustainable Development of Georgia.

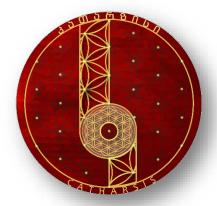
The main topic of the meeting was the draft DCFTA Implementation Action Plan for 2021-2023 developed by the Ministry of Economy and Sustainable Development of Georgia.

The representative of the EU-Georgia Business Council informed the members of the group about the establishment of a logistics hub in Romania, in the city of Constanta, which will be launched on January 15, 2021, and will significantly facilitate Georgian companies' export to the EU countries. Detailed information about this will be provided to the group members.



EUGBC member news

大成 DENTONS



Dentons supports Catharsis in providing services for the holiday season.

To celebrate the season of giving our Tbilisi office has decided to support The International Humanitarian Union Catharsis (<u>catharsis.ge</u>), one of the largest providers of social and senior care services in Georgia. Not only have the elderly been facing the challenges of social isolation and financial hardship, but – particularly this year – have been hard hit by the COVID-19.

Join us in supporting our communities, and have a happy and safe holidays!



Deloitte.

Warm wishes for a pleasant and successful holiday season! May all dreams come true!

MAKING AN IMPACT THAT MATTERS
Since 1845

As part of its efforts to make an impact that matters in society, this year Deloitte in Georgia supported the charity First Step Georgia.

First Step has been serving children and adults with mental and physical disabilities for 22 years now, and the Funds from Deloitte's donations will be allocated to its daycare center, which provides services to children and young people with severe mental, physical, or behavioral disorders.

Deloitte is proud to be part of such an important undertaking.

A small gesture at one point in time can make a life-changing difference!





BGI Legal

Partner Sandro Bibilashvili was featured in an article by UNDP "Mediators transform a destructive conflict into constructive dialogue". Sandro, as the mediator at Tbilisi City Court and the founding member of the Mediators Association of Georgia, discussed with UNDP benefits of mediation as well as challenges this alternative dispute resolution form faces in Georgia

https://undpgeorgia.medium.com/moving-from-courtroomsto-mediation-settings-2eb16ed939ee

Partner Sandro Bibilashvili spoke on the webinar "How to Work Effectively with Local Counsel, In-House Counsel, Fact Witnesses and Experts". The joint webinar was organized by Young ICCA (International Council for Commercial Arbitration) in collaboration with the Georgian International Arbitration Centre (GIAC) on the occasion of the GIAC Arbitration Days 2020. The webinar attracted more than sixty attendees, including young practitioners and students. Sandro shared the panel with Laurie Achtouk-Spivak (Counsel, Cleary Gottlieb, Paris) and Anna Kozmenko (Partner, Schellenberg Wittmer, Zurich) and spoke about productive cooperation between international and local counsel.

<u>https://www.youngicca.org/young-icca-webinars-how-work-effectively-local-counsel-house-counsel-fact-witnesses-and-experts</u>



BGI Legal team led by Director Tamara
Tevdoradze contributed to the ICC publication —
Model Online B2C General Conditions of Sale by
preparing Georgian law annex. The work was
carried out within ICC Georgia's Commercial Law
Commission, chaired by Partner Sandro
Bibilashvili. ICC Model Online B2C General
Conditions of Sale and its EU/Country annex
document are available on the ICC website at
https://2go.iccwbo.org/2020-icc-model-onlineb2c-annexe-free-pdf.html





As the new year draws close it's time to reflect on the changes and the progress made in 2020.

Despite the Covid-19 pandemic we have improved in many ways. We have accomplished a successful company rebranding, moved to a new office and expanded our team.

We have started working on a new website and cloud database IT solutions.

Our recently established Maritime Education Foundation has initiated its activities by giving the first grant to a 2-year student of the Batumi Navigation Teaching University whose family couldn't afford the tuition fee due to the pandemic.

But the most important achievement for us as a Manning agency is that our crews proved themselves to be highly professional and supportive under the pandemic circumstance and showed patience and great understanding for the challenging situation.

The entire Nautica team would like to thank you for your cooperation and support in 2020. We hope our business partnership will continue and strengthen in 2021.

May the new 2021 year bring you health and prosperity.

Merry Christmas and Happy New Year!









UBG

"UNIVERSE BUSINESS GROUP" LLC. represents the world famous brands.

Our company supplies with building and installing/assembly technique, new technologies, all type pumps and pumping stations, agro tools, facing materials, generators, UPS, transformators, all kinds of drills and saws, repairing/service sector with as well as the warranty period after the service warranty, stocking.

The containers for office, for living, for warehouses and for transportation.

We manufacturing various metal constructions.

We change communication - without digging (trenchless) technology (sewerage, drainage, water, gas, etc).

Our production/technology will increase your job productivity.

Save time and money, have high quality of building and seismological resistance.

Use our potential, our experience and you'll be successful.



EUGBC Introduces you to new Honorary member

Women in Wine Industry

In 2020, two female pioneers a former executive and 20-year veteran of a maledominated industry founded association "Women In Wine Industry" with the aim of promoting women winemakers, exchanging

knowledge, experience at local and international level, olso to empower them for advancing their careers, fostering gender diversity and talent development across the industry at large.

" WIWI " helps women in wine education,



reach their full potential, step up into leadership, share successes ideas and professional development. Regional "Women in Wine Industry" groups meet to discusse relevant topics such as role of woman in wine sector, entrepreneurial vision at family wineries, inspiration for new generation, role of small and medium enterprises in rural development and others, based on their personal stories and experience.



WIWI cooperates with local public institutions such as National Wine Agency, Wine Laboratory, also the establishment of cooperation with inernational women organizations.

Together, we have the power to change the industry!



International Women's Association of Georgia - IWAG



WHAT IS IWA GEORGIA?

IWA Georgia was initiated in 1996 by a group of expatriate and Georgian women living in Tbilisi. Up to now, IWA continues to function

A) as a safety net for expat women who arrive in Tbilisi, help them to settle down, mix with Georgian women and learn about the culture and richnessof their hosting country.

B) as a charity NGO who support grass roo ian society.

The biggest fundraising event which enables IWA to finance charitable work in Georgia is the annual Winter Fair with the participation of Embassies, International Organizations and Georgian vendors. With the revenues from the Winter Fair, we have been able to support numerous projects and help many people in need. Due to the current situation with COVID-19, the Winter Fair (last year visited by more than 4000 people) cannot take place and we have to create alternative fundraising activities for our future beneficiairies.

- · Stable organisation with a long history of charity work.
- * Officially recognised charity statut, audited every year, follows strict rules.
- * No overhead cost all charity committee members work on a volontary basis.
- * Varied porfolio of projects, 20-30 every year.
- * Projects directly benefit vulnerable persons in Georgia: women, children or elderly who are at risk due to poverty, poor health or disabilities.
- * Beneficiaries are reached through well-functioning organisations. In some cases, individuals receive direct support.
- * Visibility of our company, on our website www.iwa.ge, on Facebook and in our newsletter(for donations of GEL 1000 or more)

WHY DONATE TO IWA?

We offer companies and individuals the possibility to purchase bricks, each GEL 500. At the closing event(date to be decided), the bricks will make up a wall from which bricks will be handed out to donors, together with certificates. Media will be there.

- Please send an email to: iwagfundraising@gmail.com subject: EUGBCBrickDonation
- Text: "We would like to purchase (number) bricks /Name/Company"
- You will receive an invoice and transfer the amount to International Women's Association Georgia:

Bank Acc.No: GE82TB7525136080100008 Please indicate: "EUGBCBrickDonation"

HOW TO DONATE TO IWA?

INTERNATIONAL WOMEN'S ASSOCIATION



GET IN TOUCH

Facebook : IWA Georgia International Women's Association







Money Well Spent

Humans are naturally charitable creatures. When someone around us is in need, we all come together - charity is in our nature. So, probably at this time of the year you are thinking about donating to a charity. If so, you need look no further than the International Women's Association of Georgia (IWA).

Interview with Lila Yiannakaki-Karabalis, IWA president, and Margret Schmidt, second vice president, CPC (Charity Projects Committee)

Chair.

"1997 was when I started traveling with my family due to our work. I have enjoyed life, work and leisure in many European and Asian countries. There was one amazing organization, with globally phenomenal women's clubs, women's groups and associations, all of which helped me to settle in those countries, embrace the new life and

most importantly make myself useful to many.

"Starting from orphanages in Russia, elderly care in the North of England, even helping in animal sanctuaries in Thailand, mainland China, and Taiwan, I am forever grateful to the local Women's Associations which welcomed me as a new member. I have met the ladies in these associations around the world, learned a lot about their culture, cuisine and their reaching out to those desperate for help. So, when I returned to Georgia in 2005, I was pleasantly surprised to find one of the best IWAs that I have ever come across, full of energetic, motivated and charitable ladies.

My first role was to oversee the Winter Bazaar (Winter Fair) Lucky Raffle, which attracted thousands of visitors. The Winter Fair is not just a place where people come to see Santa in his Grotto, sip mulled wine, grab bargains, or simply looking around for gift ideas. 'The Winter Fair is the main source of our funding (together with memberships). Little did

I know then that our annual fundraiser event, Winter Fair 2020, would come to be in jeopardy due to the Covid-19 outbreak, putting our amazing charitable projects at risk. "Lila Yiannakaki tells me.

"We are trying to find sponsors to continue our charity work, that's the biggest challenge. It's been a tough year for companies, for everyone, but there are people who are willing to help, and we hope that by May-June 2021 the situation will get better and we can see each other in person without a mask! "

Georgia's IWA is a non-profit charitable organization founded in 1996, and its members and participants are both international and Georgian women. Since its inception, IWA Georgia has supported women, children, and older people at risk due to poverty, poor health, and disabilities. In 2017 it received official charity organization status, a very special status which we all cherish in this organization and are proud of. Without a doubt, it gives the organization a stronger position as an officially recognized, serious, and well-managed group.

"We are trying to find ways to raise money to continue our projects", Margret says. She thinks that even if the virus can affect everyone, some people get hit harder than others, especially the parts of the population who are IWA beneficiaries.



IWA ladies hope that its appeal to small and medium businesses will work. The idea is to get more sponsors in these difficult times, but all and every donation is welcome", says Lila, "We are pleased with whatever we get."

However, Margret is quite open about naming the IWA funds target, which she hopes will be as much as GEL 200,000. This was the amount the IWA had to spend in pre-Covid times. "That would be super," she says.

Of course, the IWA cannot reliably organise future events in these unpredictable times. It hopes that it might be possible to hold a Super Spring Fair but planning something as grand as that is highly uncertain at a time when no one knows how social distancing and restrictions will impinge on our lives in the coming spring-summer.

"That's why we are asking now", the ladies say.

Margret has her own heart-warming projects to share, bringing tears to your eyes and joy, because they have made the lives of many unprivileged and deprived people happy. There are so many stories to tell, as I witnessed listening at their general meetings and discussions and fundraisings.

Yet, Margret has one particularly story that is worth your attention, dear potential donators!

"We have been supporting a young boy since 2018, a darling boy who was found wandering in the streets. A kind couple adopted him and took him in as their own. Unfortunately, due to the death of his adoptive father and nasty comments aimed at him as an adoptive child, he has had trauma and has lost his eyesight.

"We supported his first surgery, and then in a fantastic gesture, the clinic gave us the money back and so we could pay for his education. That is such a nice story and an example of helping an individual.

"As for the larger projects, we have the Ladies' Former Prisoners Project – these ladies were trained as seamstresses and made facemasks for us."

Lila talked about the kindergarten projects, explaining what massive differences IWA funding has made for them.

"Businesses supporting us would have got wide publicity during our Winter Fair in the form of banners, tables for sponsor and brochures. Now under the Covid-19 regime they will get the same coverage in our newsletter and website, I can assure you. It is really worthwhile, for you and our causes, to help us with funding!"

And while the smart women of the IWA do have backup plans, such as online sales, auctions, and a possible Gala in the summer, they are not taking the risk of relying too much on such events at this stage.

So please, to help us compensate for the loss of our Winter Fair we ask, if you would be charitable and contribute to let our wonderful projects continue.

Stay safe and healthy!



By Helena Bedwell



Interviews&Articles



EUGBC Executive Director Giorgi Katcharava comments with Business Formula about Business needs and demands regarding the reduction of business taxes reduction



EUGBC Secretary General speaks with BMG - about Investors' Council issue



EUGBC Executive Director Giorgi Katcharava comments on the existence of infrastructural and logistical, as well as financial access problems in small and medium size businesses, also about business advice and recommendations with Business Formula.



EUGBC-secretary General comments about 6 Business Association Joint Statement with BMG



Please find the interviews of EUGBC Executive Director Giorgi Katcharva on the importance of Southern Gas Corridor and the Baku-Tbilisi-Kars Railway with reporter.ge



Business Formula - Zviad Chumburidze, EUGBC Secretary General Comments about joint statement of 6 Business Associations addressed to the Prime Minister of Georgia and the Government's Economic Team







EUGBC Executive Director talks about the details of the meeting with Prime-Minister - in particular the issue of VAT and income taxes with Business Formula



EUGBC Secretary General Zviad Chumburidze interview about the details of the post 2020 economic changes on BMG.



Giorgi katcharava Executive Director of EUGBC comments on the difficulties faced by Georgian business companies in the face of increased competition to attract investors with Business Partner.





Business in crisis – Giorgi Katcharava Executive
Director live on BMG - talks about the solution for
the private sector during the pandemic



EURONEWS – Zviad Chumburidze Secretary General of EUGBC live talks about plan developed by the government of Georgia for the Business sector



Giorgi katcharava – EUGBC Executive Director interview with BMG about how the current processes effect the business



Zviad Chumburidze Secretary General of <u>EUGBC speaks about new proposal</u> <u>developed for the government of Georgia</u> <u>with Business Formula</u>



EUGBC Executive Director Giorgi
Katcharava comments on formula about
tender issues



Pandemic – and difficult year for business interview with Business partner from Zviad Chumburidze, EUGBC Secretary General



