



GERMAN-GEORGIAN BUSINESS DELEGATION

23-25 April, 2024

	Company Name: Participants Name Function in Company Telephone Number: E-mail: Web-page: Several staff: Foundation Year:	Field of activity – Production, Services, Trade (Purchasing), Trade (sales), or Others (please specify)	Description of the company’s activities (sectors of activity, main products, services, technologies, and core business)	Description of the desired co- operation project (specification of the co-operation request/offer)	Countries of Interest	Certification / Quality standard
	Financial Sector/investment Partners/FIZ/ Legal/Consulting					
1	Jsc ProCredit Bank Alex Matua - General Director alex.matua@procredit- group.com Tamar Vachnadze - Coordinator of the marketing Unit <a href="mailto:tamar.vachnadze@procredit-
group.com">tamar.vachnadze@procredit- group.com Giorgi Kardenakhlishvili - Head of Medium Business	Banking	ProCredit Bank Georgia is member of the international ProCredit group of banks. ProCredit Holding, based in Frankfurt, Germany, is the group’s parent company. ProCredit Bank Georgia has consistently provided steadfast support for business development in the region over the past 25 years. The bank upholds and implements European banking standards nationwide, actively advocating for the adoption of responsible banking practices. Furthermore, ProCredit Bank plays a pivotal role in funding and enabling the expansion of Small and Medium Enterprises (SMEs), facilitating the introduction of	General Partner for the German-Georgian Business Conference in Berlin and German-Georgian Business Forum in Frankfurt am Main		

	<p>development g.kardenakhlishvili@procredit-group.com</p> <p>https://www.procreditbank.ge/en</p> <p>Number of staff: 284 (core staff)</p> <p>Foundation - 1999 Year:</p>		<p>innovations, and creating employment opportunities.</p> <p>ProCredit group is made up of development-oriented commercial banks operating in Southeastern and Eastern Europe and South America, as well as a bank in Germany. ProCredit banks aim to drive forward the creation of transparent, inclusive financial sectors in developing countries and transition economies. A functioning and fair financial system, which enables SMEs to invest and expand, is important for economic and social development. That is why groups business model is very lean and laser-focused on supporting the small and medium clients that matter the most from a development point of view. Minimizing negative impact on the environment and proactively promoting a sustainable way of doing business is an integral part of business strategy.</p>			
2	<p>Tbilisi Free Industrial Zone Mr. Ioseb Nibladze Managing Partner +995599967771 sn@tfz.ge info@tfz.ge 15 2015</p>	<p>Owner and Administrator of the only Industrial & Trade Park in the capital of Georgia, Tbilisi</p>	<p>We develop upscale infrastructure and quality services for foreign and local manufacturing/industrial and trading projects. Simultaneously, we offer various operational and tax advantages that lead to cost and functional effectiveness for our resident companies</p>	<p>We wish to start cooperation with companies that want to relocate or start new industrial/manufacturing projects within Tbilisi Free Zone, also companies that wish to use the Zone for setting up distribution hub with easy access to the regional countries.</p>	Germany	

3	<p>FIC Frankfurt International</p> <p>Mr. Yusef Ahmed Managing Partner 0049 171 439 2449 yusef.ahmed@frankfurt-ic.com www.frankfurt-ic.com Number of partners: 3 Foundation Year: 2011</p>	Strategic Business Consulting, International Business Development & Multi Family Office Services	Strategic consulting, business development, and Multi Family Office services for European SMEs expanding into MENA and Georgia and aiding international UHNWIs with strategic partnerships in Germany.	Seeking partnerships for expanding services, supporting SME growth, and enhancing UHNWIs' network in new markets in particular Georgia, Azerbaijan, Egypt and the Gulf Region.	Germany, Georgia, Azerbaijan , Gulf-Region and Egypt.	Adherence to high-quality standards in strategic consulting, with a strong emphasis on confidentiality, integrity, and bespoke service delivery.
4	<p>Foresight Investment Group LCC (Participates only in Business Forum in Frankfurt am Main)</p> <p>Rati Morchiladze – Principal Investment Associate</p> <p>Telephone Number: +995 322 920 921 595 559 966</p> <p>E-mail: Info@foresight.ge</p> <p>Web-page: Foresight.ge</p> <p>Number of staff: 11</p> <p>Foundation Year: 2021</p>	Asset Management Investment Management Fund Management	Foresight manages investment funds that raise capital from local savers/investors. The raised capital is then deployed in local businesses, generating return for fund investors.	We are looking for large-scale UK- or EU-based asset managers to partner with on various asset management opportunities	UK, Germany, Austria	

5	Nautica LLC - +995596097070 d.jalagania@nautica-crew.com www.nautica-crew.com 9 employees 2009	Services	NAUTICA is well established crewing agency which is providing international shipowner with the local Georgian staff. The company offers potential investors to establish in west Georgia the Maritime Academy (15 million EUR project). The concept is based on the market analysis and long-term experience in crewing.	Looking for investment Partners for Maritime Academy establishment		ISO 9001:2015 Valid till 21.11.2023 MLC 1.4 valid till 17.03.2024
6	TOUR DE COP Yusef Ahmed Founder & Initiator 0049 171 439 2449 initiator@tourdecop.org www.tourdecop.org Number of Staff: 3 Foundation Year: 2022 for COP27 Last year's documentary: https://www.youtube.com/watch?v=kI-6SGKEdVs	Yearly Sustainability Event ahead of United Nation's COP.	Environmental awareness campaign emphasizing community engagement and global sustainability advocacy.	Seeking sponsorships and partnerships for logistical support to further enhance reach and sustainability impact.	Germany, Georgia, Azerbaijan .	Endorsed and Supported by German Embassy in Georgia and UNDP. Aligned with UN's SDGs.
7	GeoSilkroad LLC David Tsirdava - <i>CEO</i> Lado Lursmanashvili - <i>Chief Investment Officer</i> Telephone Number: +995 596 655 655 E-mail: info@gsr.ge Web-page: www.gsr.ge Foundation Year: 2017	Business Consulting	GEOSILKROAD is a universal business consulting, investment holding company, which main activities are business consulting, offering a diverse range of investment projects, presenting Georgia's investment potential and attracting investments. In addition, GEOSILKROAD subsidiaries cover a wide range of fields: Legal, Architect/Construction, Translations, Tourism, and Advertising/Marketing.	Partnership with Investment, Legal, Architect, Translations, Tourism, Advertising companies		

<p>8</p>	<p>Gvinadze & Partners LLC Mr. Nick Gvinadze Managing Partner Email: n.gvinadze@gvinadzeandpartners.ge</p> <p>T:+995 322 438 970 E info@gvinadzeandpartners.ge Web-page: www.gvinadzeandpartners.ge Number of staff: 17 Foundation year: 2010</p>	<p>Legal Services</p>	<p>Gvinadze & Partners is a leading Georgian business law firm re-launched in 2010 after our separation from what used to be DLA Piper Gvinadze & Partners. With our predecessor law firms Georgian Consulting Group (GCG Law Office), Ernst & Young Legal (EY Law Georgia), Gvinadze & Partners LP and then most recently DLA Piper Gvinadze & Partners LP, we have a long and successful history of serving and promoting inward investment in Georgia, and are widely recognized as leaders in the Georgian legal services market. In this crucial post-independence period of Georgia’s development, we have represented the lion’s share of truly diverse international clientele, ranging from international NGOs and diplomatic missions to industrial giants, multilateral lending institutions and multi-billion oil and gas consortia. Our experience is equally diverse and all-inclusive, ranging from start-up guidance and incorporation of numerous investment vehicles to representation in some of the most noteworthy and complicated projects of the region in the past quarter century - including our role as lead Georgian legal counsel throughout the planning, negotiation and implementation of all the major oil and gas pipeline projects transiting through Georgia - the Baku-Supsa, Baku-Tbilisi-Ceyhan (BTC) and South Caucasus Pipeline (SCP) projects. We are equally well-known for our dispute resolution expertise, having acted in some of the highest profile disputes in the Georgian courts as well as in international arbitration, and having provided quality support to many cross-border arbitration and litigation matters involving Georgian law, including successful enforcement of a number of foreign arbitral awards in Georgia.</p>	<p>Existing and potential investors seeking top quality Georgian legal support at an affordable cost.</p>		
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<p>9</p>	<p>LLC Area Group Tamar Mashava, Partner, Director, +995 555 932005 tamunamashava@areagroup. ge</p> <p>www.areagroup.ge www.areaexpo.ge</p> <p>Number of staff: 8 Foundation Year: 2018 y.</p>	<p>Field of activity – Consulting services for Real Estate development & investing</p> <p>Real estate project marketing & sales outsourcing</p> <p>preparation of land plots for investment and for sale Management of attracting investors for the land plots for construction and development aims</p>	<p>Area Group operates in three directions:</p> <p>1. Strategic marketing consultation and sales outsource for Real Estate Developers</p> <ul style="list-style-type: none"> • Real Estate Market Research • Branding & Positioning on market, • Marketing Communication Planning & implementation • Sales Outsource <p>2. Investment projects and Consultation (For investors aiming to enter Georgian real estate market)</p> <ul style="list-style-type: none"> • Offering land plots • Provision of feasibility study of investment projects based on market research • Project designing including architectural work for project allowance in the appropriate municipality body & construction (with partner companies), • Provision of marketing & sales operations for the project. <p>3. Area Expo – the largest annual real estate exhibition and sales in Georgia (Area Group’s annual project)</p>	<p>Area group is seeking for partners in Baku</p> <ol style="list-style-type: none"> 1. Investors, who are interesting to enter the Georgian real estate market for real estate project implementati on with the strong local partner 2. Real estate service / brokerage companies, who are interested to work on a local market with the Georgian real estate products in their portfolio with high ROI <p>- Real estate brokers, RE service companies to visit Area Expo – Georgia’s largest real estate exhibition & sales annual</p>	<p>EBRD’s registered member consulting company for SME program</p> <p>- EMC certified marketers (European Union Marketer confederati on)</p>
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				event in October to discuss the best cooperation possibilities.		
10	QSCert-Georgia LLC. Tamaz Turmanidze General Director +995 577 57 12 77 tturmanidze@gmail.com www.qscert.com 5 2019	QSCert is an international Certification Body based in Zvolen (Slovak Republic). Its core business is certification of management systems according to several international standards	<u>quality management system according to standard ISO 9001, 45001 ,14001 , 22000, 22301</u> etc	- Search for partners for further cooperation	-	-
11	IBCCS Georgia LLC Ketevan Aghoshashvili Partner of tax and finance +995577057314 k.aghoshashvili@ibccs.tax www.ibccs.tax 26 2018	Services	IBCCS stands out in the Georgian market as a business consulting company that provides tailor-made consultations to businesses in the following areas: taxation; accounting; finance; legal services; expat services; business registration.	- Participation on both of the conferences	Georgia - Germany	- N/A
TRASPOT&LOGISTICS						
12	PRIME MARINE LTD Staff: 10 person Foundation Year: 2009 www.primemarine.ge MR. ZAZA VARSHANIDZE DIRECTOR +995592575000 zv@primemarine.ge	MARINE SHIPPING & CARGO FORWARDING AGENCY	SHIP'S AGENCY SERVICES, CARGO FORWARDING SERVICES, LOGISTIC SERVICES IN GEORGIAN PORTS			ISO 9011;2015 BIMCO MEMBER FIATA MEMBER FONASBA MEMBER

13	Caucasian Metals Terminal LLC (CMT) Info@cmtpoti.ge https://cmtpoti.ge/	Warehouse	Caucasian Metals Terminal LLC (CMT) is a bonded warehouse for both bulk commodities and containers. Caucasian Metals Terminal LLC is located in Georgia, 3km east from the Poti Sea Port.	Looking for cooperation with transport and logistic companies.		
FOOD&BEVERAGES /AGRICULTURE						
14	BEBU Group (Participates only in Business Conference in Berlin) Mr. Amiran Bebug, Founder Mr. Jaba Bebug, Founder & CEO Email: info@bebugroup.eu Tel: +49 (176) 248 32225, +357 96343177	Distribution and Production of wine brandy and fine spirits	BEBU Group Is A Privately Held Company Founded In 2009 With The Offices In Cyprus, Tbilisi And The Headquarters In Berlin, Germany. The Company Has Up To 70 Employees And Operates In 8 Countries Of EU: Germany, Cyprus, Poland, Czech Republic, Slovakia, Finland, France, Austria	Looking for distributors, retailers		
15	IDS Borjomi Georgia Mr. Levan Bagdavadze President Tel.: +995 32 2 484484 E-Mail: ids@borjomi.com Web-page: www.borjomi.com	Production	The company IDS Borjomi Georgia is a part of the international company IDS Borjomi International. IDS Borjomi International is the largest producer of natural mineral waters in the entire post-Soviet region, from the Baltic to Central Asia. IDS Borjomi Georgia is an absolute leader in the Georgian mineral water market in terms of production, variety of mineral water brands and	Looking for distributors		

			<p>technological innovations. The company's production is presented by five brands: Borjomi, Likani, Mitarbi, Borjomi springs and Bakuriani. The world-acclaimed Borjomi mineral water is the leading brand in the portfolio and is exported to thirty countries worldwide.</p> <p>The company's operation is based on three key principles:</p> <p>Diversification of markets Conducting active marketing campaigns Introducing new brands to the market</p> <p>There are approximately 800 employees in the company.</p>			
16	<p>TSV Estate Winery (Participates only in Business Conference in Berlin)</p> <p>Tika Svanidze Vancko CEO Founder info@tsvestate.com www.tsvholding.com www.tikawine.com</p>	<p>Wine &Tea Production</p> <p>Travel Services</p>	<p>Production of classic and Qvevri technology wines and distillates. Production of Georgian tea. Export activities. Wine&Travel</p>	<p>Tika Svanidze Vancko Estate Winery is a part of TSV Holding. The company unites wine and travel directions and is interested in export opportunities in terms of wine and brandy.</p>		<p>Company products are produced according to international standards and meet all criteria of VI1 certification, under the guidelines of EU import requirements.</p>

17	<p>Chateau Mukhrani (Participates only in Business Conference in Berlin)</p> <p>Mr. Patrick Honnef Chief Executive Officer : +995 322 201 878 P.Honnef@mukhrani.com www.chateaumukhrani.com</p> <p>Number of staff: 150 Foundation Year: 2011</p>	Production/ Tourism	<p>Château Mukhrani was founded on a tradition of winemaking in the Mukhrani region of Georgia that dates back in millennia. It was the original Georgian royal chateau, and the only chateau to unite four key components: vineyard, winery, castle and history.</p> <p>The winemaking of Château Mukhrani started in 1876, when Ivane Mukhranbatoni, descendant of Royal family Bagrationi, returned from France and decided to introduce the concept of Château in Georgia.</p> <p>The combination of local traditions and new techniques revolutionized the quality of Georgian wine, bringing out all the unrivalled flavors and characters of the local wines. Since the first harvest, this outstanding quality has been highly acclaimed, winning many awards. The Company has as well an Oenotourism- and Event-department and strongly growing activities in this business.</p>	<p>Looking for the importers/distributors</p> <p>We would like to get in contact with German tourism agencies for potential cooperations.</p>	EU Countries	ISO 22000 GFSI
18	<p>LLC Badagoni (Participates only in Business Conference in Berlin)</p> <p>office@badagoni.ge www.badagoni.com Number of staff: 150 Foundation Year: 2006</p>	Production	We produce around 25 types of still and sparkling wines with Georgian grape varieties and export to 25 foreign countries.	Meeting with potential buyers	EU countries	All EU standarts as we already export to multiple EU countries

19	<p>Vinografi (Participates only in Business Conference in Berlin)</p> <p>Tivino2022@gmail.com Web-page www.Tivino.ge</p>	Wine production	TIVINO Owns 22 hectares of vineyards, located within Kindzamarauli micro zone, where Rkatsiteli and Sapreavi are cultivated	Looking for distributors, retailers		
20	<p>Qalaquri Murad Gogadze CEO +995 597 949 515 Qalaquri5@gmail.com https://qalaquri.com/ 80 Employee 2013</p>	Production, packaging, sales & distribution.	Company's main products are: nuts and dried fruits. We produce materials in our factory with high technology.	Now we are preparing for Export, so we are open for any kind of project which is related with export in USA and European countries.		Certificate of origin
21	<p>Georgian Blue (Participates only in Business Forum in Frankfurt am Main)</p> <p>Rati Morchiladze – Principal Investment Associate</p> <p>rati.morchiladze@georgianblue.ge</p> <p>georgianblue.ge</p> <p>Number of staff: 20</p> <p>Foundation Year: 2019</p>	Production and Processing	<p>The largest blueberry producer in Georgia. Apart from primary production, company owns blueberry sorting/packing facility.</p> <p>Total land area – 320 hectares Cultivated Area – 35 hectares</p>	Company has substantial expansion potential. Looking for equity investor with a long-term view to fully or partially acquire the asset and invest in the expansion.	UK, Germany and any other interested country	GlobalGAP + GRASP

CONSTRUCTION/CONSTRUCTION MATERIALS						
22	<p>Rustavi Steel LLC (Participates only in Business Forum in Frankfurt am Main)</p> <p>Mr. Nugzar Kachukhashvili +995 32 260 66 99, +995 32 249 22 33 E-mail: n.kachukhashvili@rustavistee1.ge Tel.: Web-page: www.rmp.ge</p>	Production	<p>Rustavi Metallurgical Plant one of Georgia's largest industrial enterprises, is situated 30 kilometers to the south of Georgia's capital Tbilisi</p> <p>The Plant is manufacturing reinforcing bars, seamless pipes, square billets, pig-iron castings, metal constructions, mechanical parts, shaped castings, granulated slag, silicon-manganese, lime and limestone.</p>	Looking for importers	EU Countries	<p>ISO 9001:2015</p> <p>EN 10210 - CE Marking</p>
23	<p>LLC Arcon</p> <p>Tamar Mashava, Marketing Director, +995 555 932005</p> <p>archil@arcon.ge sales@arcon.ge www.arcondevelopment.ge www.arcon.ge</p> <p>Number of staff: 30 Foundation Year: 2010 y.</p>	Real estate (Multifunctional buildings) construction and development services and sales on the Georgian market since 2010 y.	<p>Arcon operates under two directions:</p> <p>1. Arcon Construction provides carcass construction services for the development companies. Since its establishment, the company has completed construction works of more than forty multi-storey building carcasses of different functions.</p> <p>2. Arcon development (Real Estate Development & Sales) develops upper-middle and high class multifunctional residential projects in the main districts of Tbilisi and Batumi. Company has already developed 8 projects in the last 4 years.</p>	Arcon is seeking for partners in Germany		<p>3. Investors, interested in real estate field and to enter the Georgian real estate market for real estate project implementation with the</p>

			<p>Nowadays, Arcon development has 2 ongoing projects:</p> <ul style="list-style-type: none"> “Arcon on university street”, the boutique style premium class residential in Saburtalo region on one of the main districts of Tbilisi <p>“Arena Residence” in Batumi 500 m distance from the beach in front of Batumi’s new stadium.</p>	<p>strong local partner</p> <p>4. Real estate service / brokers/ brokerage companies, interested to work on a local market with the Georgian real estate products in their portfolio for living or investment purpose for the end users.</p>		
TOURISM						
24	<p>Tika Tours Georgia (Participates only in Business Conference in Berlin)</p> <p>Tika Svanidze-Vancko Owner +31627468794 tika@tikatours.com www.tikatours.com Number of staff: 6 Foundation year: 2004</p>	Incoming Tourism Services	<p>Wine and gourmet tours (unique experience if Georgian wine making traditions and insights into Georgian cuisine), adventure, cultural, MICE, group leisure and VIP tours.</p> <p>Luxury villas Private transfers in antique exclusive cars</p>	<p>Corporation with outbound luxury tour operators and travel agencies worldwide.</p>		
Pharmaceutical						

25	Eliava Phage Therapy Center Daviti Sturua Director +995595909074 Nata Koridze d.sturua@eptc.ge www.eptc.ge 50 2010	Medical Service (Outpatient)	The Eliava Phage Therapy Center has specialists that offer outpatients surgical and nonsurgical consultations where treatment strategies emphasize the use of bacteriophage as a cornerstone of complex medical services addressing bacterial infections.	Medical Associations, Medical tourism companies, Clinics, Hospitals, Medical equipment providers		ISO 9001:2015 Diagnostic and Outpatient Services
26	BioChimPharm JSC Ms Lela Kakhadze, Head of Marketing Department. +995 599411441 L.kakhadze@geophage.ge www.BioChimPharm.ge The Company was founded in 1998 and employees 65 people.	Manufacturing of: - Pharmaceutical products; - Dietary supplements; - Veterinary products; - Animal feed additives.	BioChimPharm (BCP) is a Georgian-based biopharmaceutical Company, that specializes in research, innovation and production of novel and sustainable alternatives to antibiotics. Utilizing Bacteriophages (Phages), which are natural enemies of bacteria, the Company develops innovative products to treat and prevent life-threatening antibiotic resistant infections. A spin-off of the world's first Institute fully dedicated to Phage based alternatives to antibiotics (1934), the Company holds unique technological know-how and over 80 years of accumulated experience in R&D and manufacture of Phage medications. BioChimPharm utilizes the same technology to substitute harmful antibiotics in livestock production with healthier Phage based animal feed additives. Our mission is to eradicate irrational use of antibiotics in human and animal health industries and to overcome the antimicrobial resistance (AMR) crisis globally	The Company is looking for strategic partners to: 1. Distribute and promote Phage based pharmaceutical products for human applications; 2. Distribute and promote Phage based dietary supplements for human applications; 3. Distribute and promote Phage based animal feed additives for the application in animal agriculture (livestock production) 4. Scientific collaboration/co-development of new product	Germany/ EU	1. Good Manufacturing Practice (GMP); 2. ISO 9001-2015 Quality Management System.
Business Associations						

27	EU-Georgia Business Council Zviad Chumburidze Secretary General +995577423683 Email: info@eugbc.net www.eugbc.net	BSO	EU-Georgia Business Council (EUGBC) is a non-profit association founded by European and Georgian companies, for a very clear objective to encourage investment and trade between Georgia and international markets as well as to facilitate direct contact between our member companies and potential partners.			
28	Business Chamber of Asia and Gulf Countries David Tsirdava Vice President Office: +995 322 112 288 Email: info@bcagc.org Web: www.bcagc.org	BSO	The Business Chamber promotes the attraction of foreign investments, capital investment by Georgian companies in the countries of Asia and Gulf, establishing international connections, and strengthening existing business relations. The goal of the organization is to make a significant contribution to business development, also, in establishing an effective global vision, and identifying existing challenges or opportunities.			