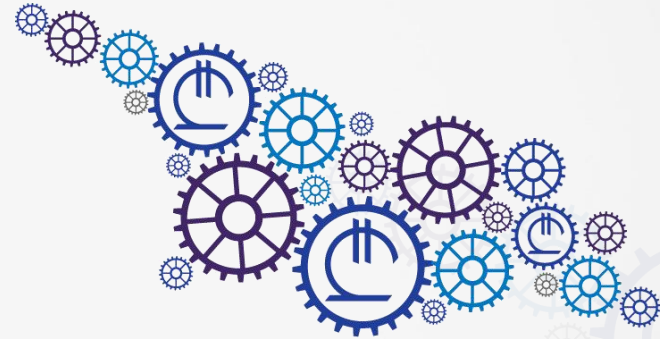


Ministry of Economy and Sustainable Development of Georgia

Enterprise Georgia



ENTERPRISE GEORGIA

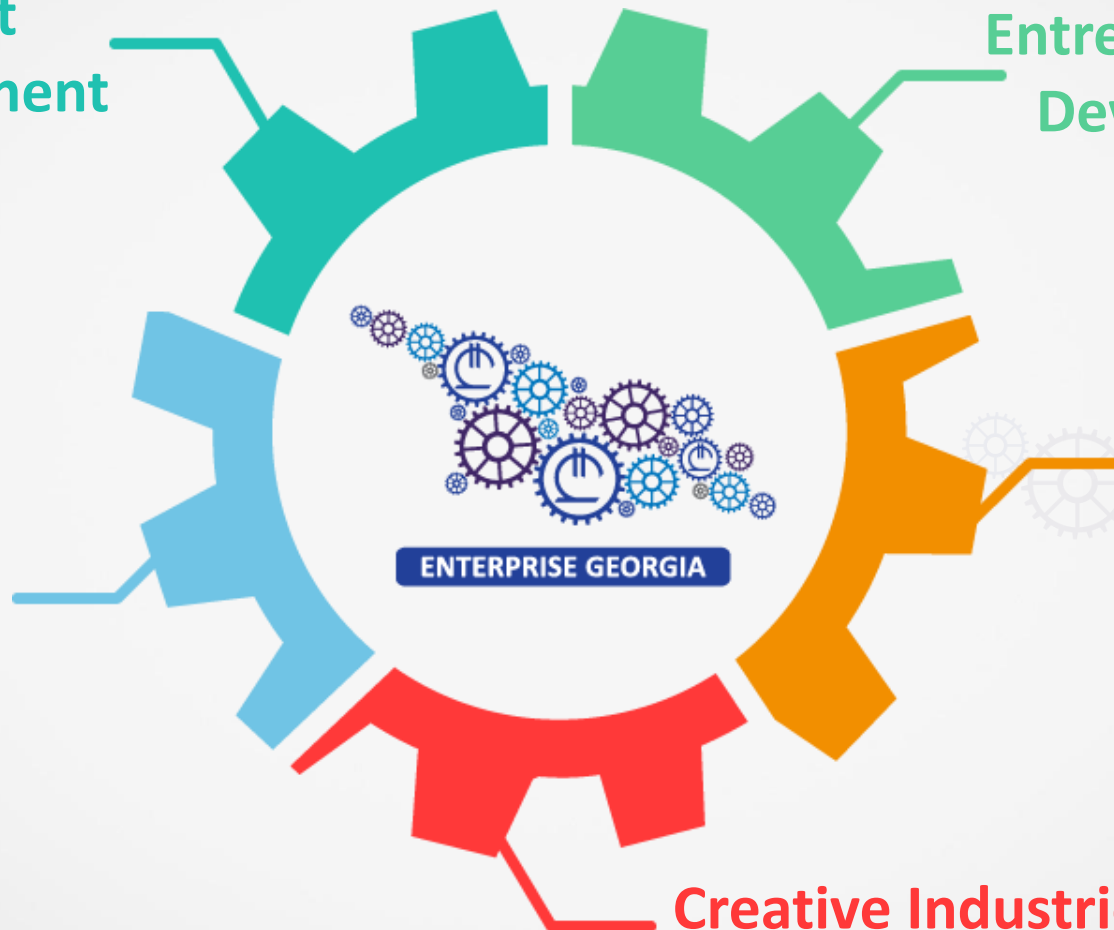
**Export
Development**

**Entrepreneurship
Development**

**International
Relations and
Awareness**

**Research,
Analysis and
Monitoring**

Creative Industries



Directions of support to private sector



Access to the finance



Technical Assistance



Business Internationalization



Export Development/Facilitation

Access to Finance

„Produce in Georgia“

- **New production**

Interest rate on loans- **1-3%**

Partial collateral guarantee- **≤50%**

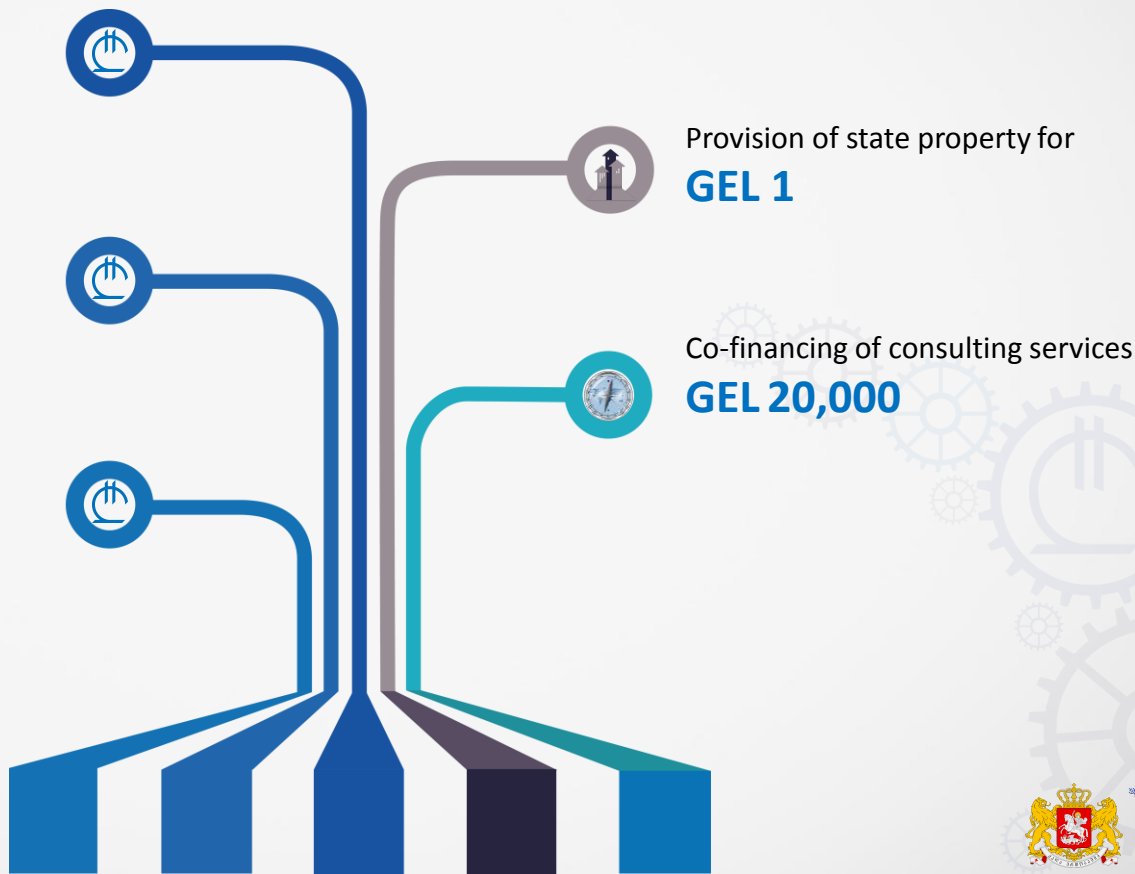
- **Expansion/Upgrade**

Interest rate on loans - **1-3%**

Partial collateral guarantee- **≤50%**

- **Leasing**

Interest rate on leasing - **1-3%**



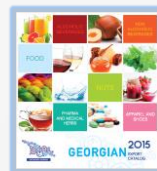
Export Facilitation

Development of Georgian export potential

Popularization of Georgian export products

Technical Assistance: Consulting and provision of information

- **Promotion of Georgian companies and products**
 - www.tradewithgeorgia.com
 - Export catalogue
- **Certified Export Managers Courses**
- **Analysis of Export Markets**
- **Participation of Georgian Companies in International Trade Events**



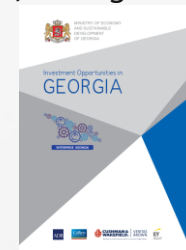
Business Internationalization

Popularization of Georgian Private Sector
Potential and establishment of linkages on
foreign markets

Distributing / Increasing Awareness of
Georgian Companies and Business
Proposals

Technical Assistance: Skills Development,
Cooperation with International
Organizations

- ❑ Cooperation with International organizations and governments on development business –matching programs
- ❑ Investment Catalogues
- ❑ Major International Business Forums
 - 2014: “Georgia – Regional Hub and Asia’s Gateway to Europe“
Tbilisi, Georgia
 - 2015: „EBRD Annual Meeting“
Tbilisi, Georgia
 - 2015: „Tbilisi Silk Road Forum“
Tbilisi, Georgia



European Bank
for Reconstruction and Development



Technical Assistance

✓ Service Center

- ✓ Free computers (free WiFi),
- ✓ Free library with business literature,
- ✓ Free meeting and networking space,
- ✓ Hosts different events and trainings.



✓ Training Needs Assessment (TNA)

- ✓ TNA is a mechanism of an EU agency European Training Foundation (ETF),
- ✓ Trainings and capacity building for skill development for the employees.



✓ EMPRETEC

Entrepreneurship Training Workshops (ETW) – targeted entrepreneurship training sessions are available for promotion and fostering of entrepreneurship eco-system



Technical Assistance

✓ MiniMBA

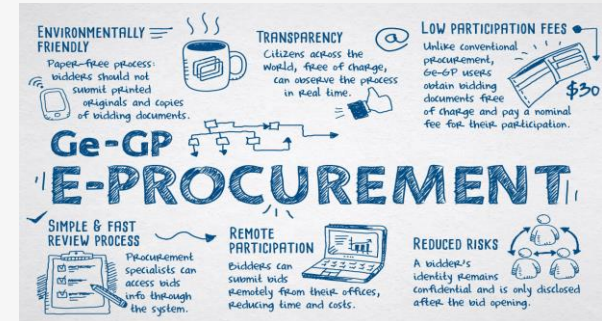
In 2015 year, Enterprise Georgia organized miniMBA program for the beneficiaries of “Produce in Georgia”. In total participated 20 companies.

✓ Georgian Procurement System

- ✓ Several trainings for Georgian SMEs (in the regions) on state procurement system,
- ✓ Participated over 70 companies.

✓ Tbilisi Fashion Weeks

- ✓ Supported number of fashion shows in Georgia.
- ✓ Matched international brands and buyers with the Georgian designers.

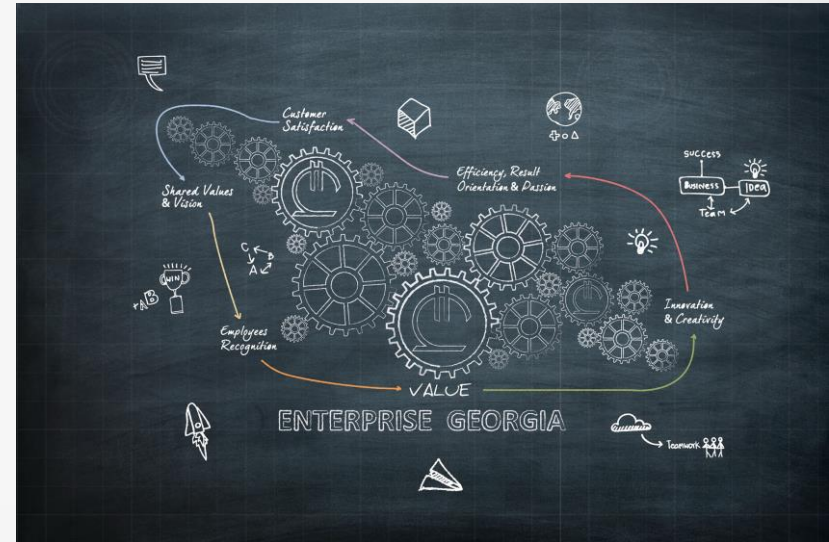


Achievements for 2 years

- ✓ Total staff – 32 employees
- ✓ SMEs received financial support - ~2,000
- ✓ Trained SMEs – 3,500
- ✓ Facilitated Investments – USD 110 mln.
- ✓ Facilitated Export – USD 20 mln.
- ✓ Facilitated new job places: ~ 6,000
- ✓ Provision of information/consultations: ~10,000
- ✓ Annual Budget: USD 8 mln.



Committed to excellence
1 star - 2015



Enterprise Europe Network - Georgia

Consortium of EEN- Georgia

- ✓ Enterprise Georgia
- ✓ Georgia's Innovation and Technology Agency

Our Services:

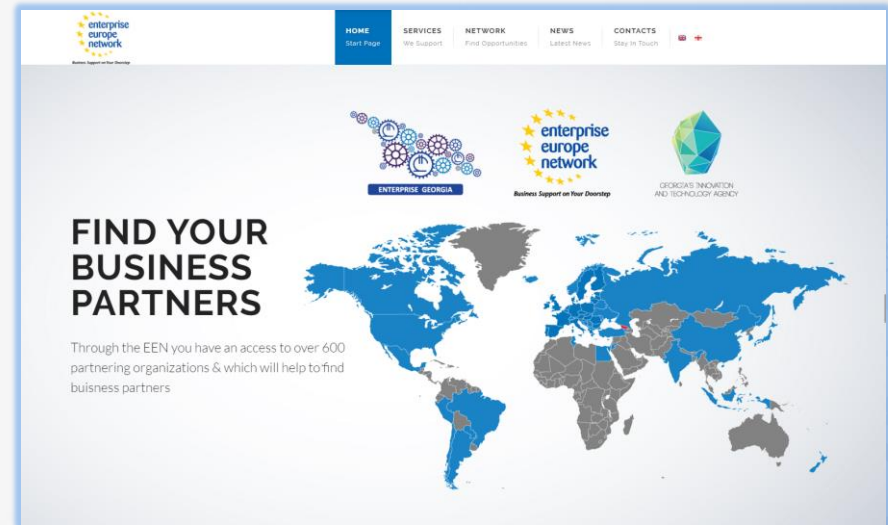
- ✓ Business matching/linkages
- ✓ Investment Promotion
- ✓ Internationalization of your business
- ✓ Export promotion of your products/services
- ✓ Technology transfer
- ✓ Facilitation of Research & Development
- ✓ Provision of information on markets



Business Support on Your Doorstep

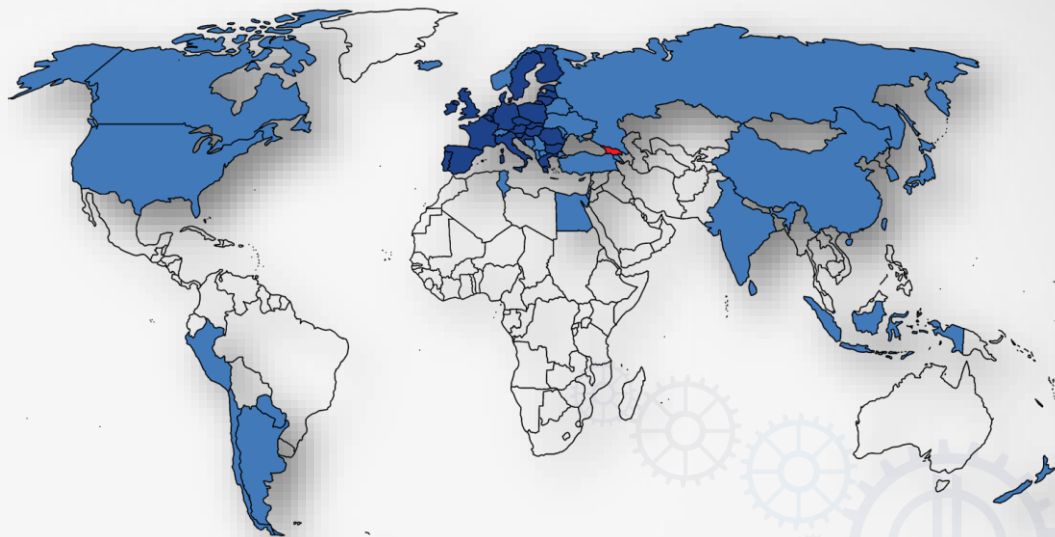


www.een-georgia.ge



Enterprise Europe Network - EEN

- ❑ 60 Countries
- ❑ 600 Contact Points
- ❑ Benefits of participation:
 - ✓ Upload and dissemination of business proposals in EU and other countries
 - ✓ Access to specific proposals and partnering opportunities of EU businesses
 - ✓ Access to information through 600 contact points in EEN member countries



Business Support on Your Doorstep





Award winning

UK Design company

ROKOS



Success Stories - EEN



Himalaya™
Wine

Products



Success Stories - EEN

Colin
DAL 1970 • SALUZZO

TESSUTI, BIANCHERIA E
ARREDAMENTO PER LA CASA



Georgia considered as a Partner



- Belgian company;
- Looking Trustworthy partner to manufacture;
- Golf bags.



- Turkish company;
- Seek distributors and commercial agents;
- Irrigation system solution.



Expression Of Interest (EOI)

✓ Promotion:



✓ www.een-Georgia.ge

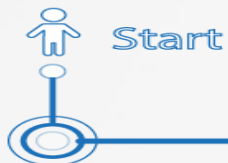


✓ Facebook;



✓ Direct contact.

✓ Georgia sought for partnership



Start



✓ We officially submit EOI on EEN



✓ Georgian company expressed interest



✓ Match → Negotiation process;

finish



✓ Positive answer



Business Proposal from Georgia

✓ Georgian company Expresses interest

✓ Fill the application form

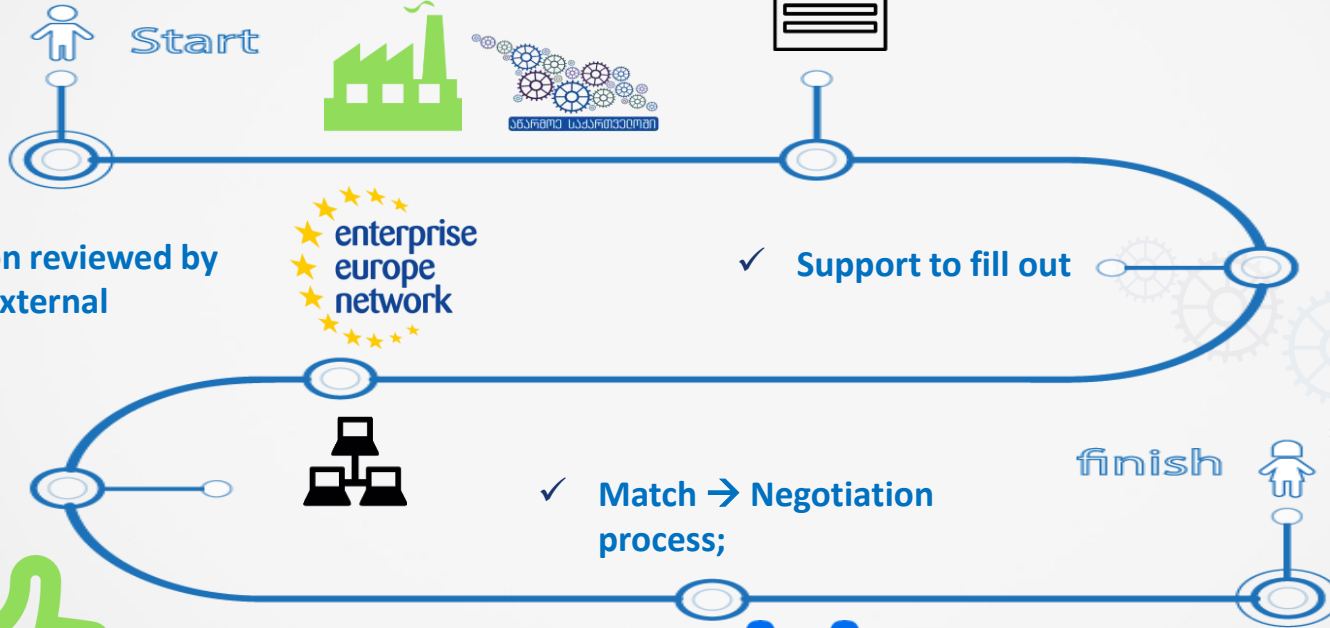
✓ Application reviewed by internal/external reviewer;

✓ Support to fill out

✓ Submit.

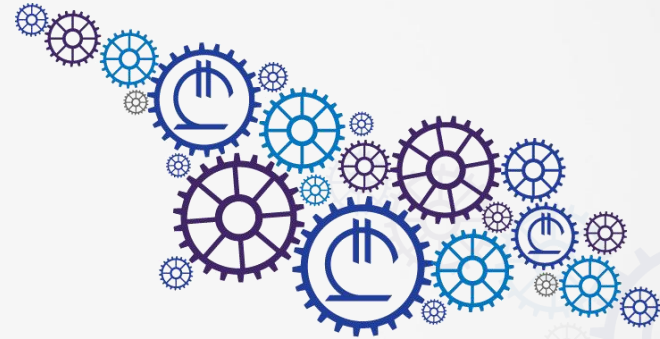
✓ Match → Negotiation process;

finish



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