



ΠΡΕΣΒΕΙΑ ΤΗΣ ΕΛΛΑΔΟΣ ΤΙΦΛΙΔΑ  
ΓΡΑΦΕΙΟ ΟΙΚΟΝΟΜΙΚΩΝ & ΕΜΠΟΡΙΚΩΝ ΥΠΟΘΕΣΕΩΝ

ΑΔΙΑΒΑΘΜΗΤΟ-ΚΑΝΟΝΙΚΟ

Τιφλίδα, 26/2/2018  
Α.Π.Φ. 2230/ΑΣ40

**ΠΡΟΣ:** Ως συν. Πίνακας Αποδεκτών

**ΚΟΙΝ.** ΥΠΕΞ/

- Διπλ. Γρ. κ.Υπουργού
- Διπλ. Γρ. ΑΝΥΠΕΞ κ. Κατρούγκαλου
- Γρ. κ. Γεν. Γραμματέα ΔΟΣ & ΑΣ
- Γρ. κ. Β' Γεν. Δ/ντή
- Β2, Β8 Δ/νσεις

**Ε.Α.** Πρεσβεία της Ελλάδος ενταύθα

**ΘΕΜΑ:** Επενδυτικό Συνέδριο "BIA Investment Forum" (Τιφλίδα, 15/5/2018).

Σας ενημερώνουμε, ότι στις 15/5/2018, θα λάβει χώρα στην Τιφλίδα, το δεύτερο επενδυτικό συνέδριο "BIA Investment Forum".

Σκοπός του Συνεδρίου το οποίο διεξάγεται για δεύτερη φορά, είναι να αποτελέσει πλαίσιο συνάντησης για επιχειρήσεις/ υποψήφιους επενδυτές, εκπροσώπους της γεωργιανής κυβέρνησης, εκπροσώπους διεθνών οργανισμών, και παρουσίασης της πορείας, του μακροοικονομικού περιβάλλοντος, των επενδυτικών προοπτικών της γεωργιανής οικονομίας, καθώς και τρεχόντων/μελλοντικών επενδυτικών έργων στη χώρα, στους τομείς υποδομών, ενέργειας, τουρισμού, ακινήτων, αγοράς κεφαλαίων, ιδιωτικών επιχειρηματικών συμμετοχών και επιχειρηματικών κεφαλαίων (venture capital).

Κατά το πρώτο "BIA Investment Forum" (Μάρτιος 2017) συμμετείχαν άνω των 400 εκπροσώπων επενδυτικών ταμείων/ οργανισμών, εταιρειών, χρηματοπιστωτικών ιδρυμάτων, επιμελητηριακών φορέων, δημόσιων φορέων και διεθνών χρηματοπιστωτικών θεσμών και παρουσιάστηκαν 52 επενδυτικά έργα σε υποψήφιους επενδυτές.

Το Συνέδριο διοργανώνεται από την εταιρεία παροχής επιχειρηματικής πληροφόρησης/ επιχειρηματικών συμβουλών "JSC BIA - Business Information Agency". Για περισσότερες πληροφορίες οι ενδιαφερόμενες εταιρείες δύνανται επικοινωνήσουν με τον διοργανωτή ως ακολούθως:

JSC Bia , Ms. Miranda Khupenia, Head of B2B Relations & MICE Department  
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Αποστέλλεται ενημερωτικό υλικό για το Συνέδριο από το διοργανωτή.

Θα παρακαλούσαμε για την ενημέρωση των μελών σας.

Η Προϊστάμενη,

Δέσποινα Δαουτάκου  
Σύμβουλος Ο.Ε.Υ. Α΄

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# Bia Investment forum: Georgia - Land of Opportunities

We are happy to invite you to the annual Forum titled “Bia Investment Forum: Georgia - Land of Opportunities,” which will take place in Radisson Blue Iveria Hotel, May 15, 2018 in Tbilisi, Georgia.

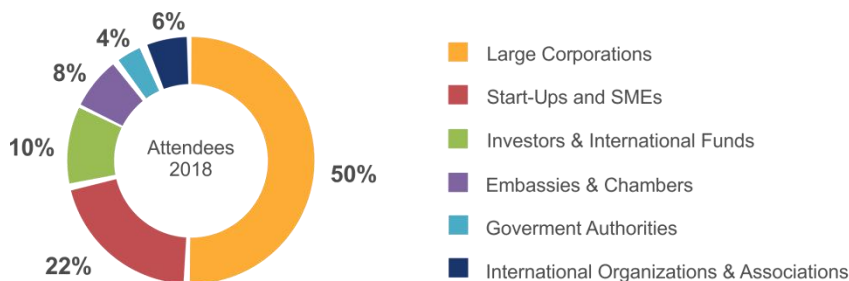
The purpose of the annual Forum is to bring together over 500 businessmen, investors, government representatives and international organizations interested in questions concerning Georgia's economy and the region and to discuss the current and prospective opportunities and the challenges facing the national and regional economy. The Forum provides potential investors with the opportunity to hear about the country's macroeconomic, legal and tax advantages from leading experts in government and business. Attendees will hear current and planned projects in infrastructure, energy, tourism, real estate, capital market development, private equity and venture capital.

Investors will have the opportunity to address questions to government and business representatives regarding different industries and projects and to arrange face-to-face meetings with projects' representatives. The Forum will host foreign investors, representatives of international rating agencies, investment banks, venture capital companies, and representatives of private equity funds.

Bia offers foreign companies to use Bia forum as the excellent networking platform to develop partnership between Georgian and foreign countries business representatives, for this reason various marketing opportunities are suggested within the forum.

- a) **Participation as a speaker on relevant session;**
- b) **Presentation/workshop of the services** - Bia will organize special room and will invite target audience;
- c) **Attendance as an investor or potential partner** - Bia will provide private investment projects to interested delegates and will assist in scheduling B2B meetings with project owners;
- d) **Exhibition spot for the companies seeking for distributors /representatives in Georgia and Caucasus region** - Bia will allocate space in forum hall premises to maximize company's presence at the event, will distribute information about the company among local businesses (over 30K), invited international delegates and Georgian missions abroad.

Bia JSC has been a leading Georgian company for 15 years in providing domestic and foreign investors with business profiles, marketing lists and market sector analyses. Bia manages the largest information business database, with more than 40k. active Georgian companies. Based on past Forums, here is a breakdown of expected attendees.



# Bia Investment Forum

## Georgia - Land of Opportunities

**DRAFT AGENDA***/May 15, 2018, Radisson Blu Iveria Hotel/***09:30 - 09:35****Welcome Speech**

Mr. Aieti Kukava, CEO JSC Bia

**09:35 - 09:50****Economy of Georgia**Mr. Dimitri Kumsishvili, First Vice-Prime Minister,  
Minister of Economy and Sustainable Development**09:55 - 10:35****Strategic Infrastructure Projects that can Stimulate the Economy**Mr. Zurab Alavidze, Minister of Regional Development and Infrastructure of Georgia (tbc)  
Mr. Davit Saganelidze, CEO, Partnership Fund**10:40 - 11:20****Regional Economy Overview (South Caucasus, Central Asian Countries)**Ms. Mercy Tembon, Regional Director for the South Caucasus, World Bank  
Mr. Bruno Balvanera, Director for Caucasus, Moldova and Belarus, EBRD  
Ms. Yesim Elhan-Kayalar, Country Director, ADB (tbc)  
Ms. Flavia Palanza, Director of the Central & South Eastern Europe Dep. EIB (tbc)**11:25 - 12:05****The Importance of Credit Ratings for Effective and Cheap Fundraising**Ms. Julia Belskaya von Tell, Senior Director, Fitch Ratings  
Ms. Elena Eliseyenko, Branch Head, Russia/CIS, S&P Global Ratings**12:05 - 12:30****Coffee Break****12:35 - 13:15****Capital Market - Guarantee of Economic Development**

Mr. Archil Mestvirishvili, Vice-President, Georgian National Bank

**13:20 - 13:50****The Present and Future of the Financial industry in Georgia**

Mr. Koba Gvenetadze, Chairman of the Board, National Bank of Georgia (tbc)

**13:55 - 14:30****The Importance of the Private Equity & Venture Capital for Emerging Markets Economy**Mr. Davit Gigauri, Partner, Gryphon Emerging Markets  
Ms. Hanna Loikkanen, Senior Investment Advisor, East Capital Private Equity (tbc)**14:35 - 15:15****Doing Business in Georgia and prospects for Georgia's Exports**Mr. Zviad Kvlividze, acting CEO, Enterprise Georgia  
Ms. Nino Zambakhidze, Chairman of Georgian Farmers' Association**15:15 - 16:15****Lunch**

16:15 - 17:15

**Investment Opportunities in Energy**

Mr. George Chikovani, Deputy Minister of Economy and Sustainable Development (tbc)

Mr. Mamuka Kobakhidze, CEO, Georgian Energy Development Fund (tbc)

*Presentations of state and private plant projects for potential investors*

**Investment Opportunities in Tourism**

Mr. Giorgi Chogovadze, Head of the Georgian National Tourism Administration

*Presentations of state and private hospitality projects for potential investors*

17:15 - 18:15

**Investment Opportunities in Real Estate**

Mr. Genadi Arveladze, Deputy Minister of Economy and Sustainable Development of Georgia (tbc)

*Presentations of state and private projects for potential investors*

**Investment Opportunities in Agriculture**

Mr. Levan Davitashvili, Minister of Agriculture of Georgia (tbc)

*Presentations of state and private projects for potential investors*

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**Sessions**  
11

**Speakers**  
37

**Attendees**  
450+

**B2B Meetings**  
150+

**Organizations Attended 400+**

**International Funds - 6**

*/Switzerland, USA, Netherlands, France/*

**Venture Capital Funds - 5**

*/USA/*

**Investment Companies and Banks - 7**

*/Russia, USA, Azerbaijan, Ukraine/*

**International Financial Institutions - 4**

*/USA, UK/*

**Rating Agencies - 2**

*/USA, UK/*

**State Authorities - 18**

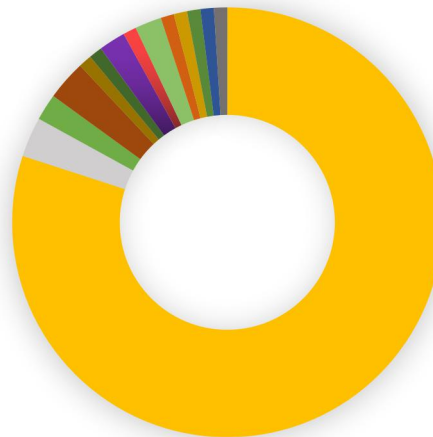
**Embassies and Chambers - 15**

**Associations - 28**

**Large Local Corporations - 233**

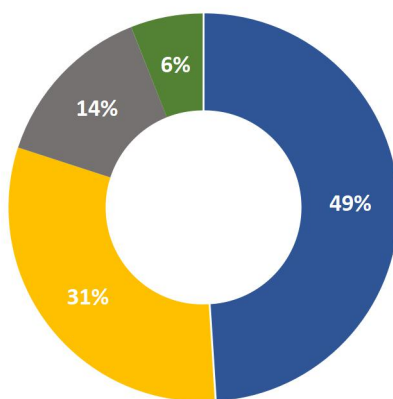
**Start-ups and SMEs - 103**

**Delegates by Countries**



- Georgia 80%
- Ukraine 3%
- Azerbaijan 2%
- USA 3%
- China 1%
- Armenia 1%
- Russia 2%
- Austria 1%
- Turkey 2%
- Iran 1%
- Germany 1%
- Netherlands 1%
- Kazakhstan 1%
- Kirghistan 1%

**NUMBER OF INVESTMENT PROJECT PORTFOLIOS - 52**



- Financial Markets
- Tourism and Hospitality
- Real Estate
- Agriculture

**Investment size - 250mln GEL**

**Investment Size of Financial projects - 60%**

**Successful deals - 11**

**Attracted - 33.6mln GEL**



# Special Offers for Bia Forum Guests for Accommodation

Prices are given per night during the dates: May 14-17, 2018

## Forum Venue & Accommodation at

### Radisson Blu Iveria Hotel

Rose Revolution Square, 1, Tbilisi, 0108

[www.radissonblu.com](http://www.radissonblu.com)

Standard Single Room: **460 GEL + VAT**

Standard Double/Twin Room: **510 GEL + VAT**

Follow the link to book the rooms for special rates for Bia Forum guests: [Link](#)



## Bia Forum Accommodation Partner

Boutique Hotel, Restaurant, Wine Cellar

### VINOTEL

Old Tbilisi, 4 Elene Akhvlediani ascent, Tbilisi

[www.vinotel.ge](http://www.vinotel.ge)

Standard Single Room: **143 USD / 348 GEL**

Standard Double/Twin Room: **156 USD / 380 GEL**

Prices are inclusive VAT

To book the rooms: [travel@biaforum.ge](mailto:travel@biaforum.ge)



## Best Western Tbilisi Art Hotel

Apakidze Street 11, Saburtalo, 0171 Tbilisi

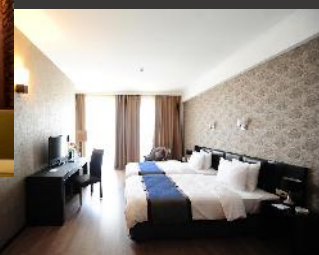
[www.bestwern.com](http://www.bestwern.com)

Standard Single Room: **106 USD / 265 GEL**

Standard Double/Twin Room: **118 USD / 295 GEL**

Prices are inclusive VAT

To book the rooms: [travel@biaforum.ge](mailto:travel@biaforum.ge)



## Astoria Tbilisi Hotel

Old Tbilisi, Sh. Chitadze Street 12, 0108, Tbilisi

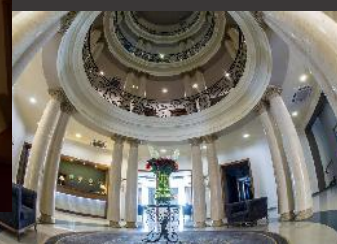
[www.astoriabilisi.ge](http://www.astoriabilisi.ge)

Standard Single Room: **85 USD / 213 GEL**

Standard Double/Twin Room: **95 USD / 238 GEL**

Prices are inclusive VAT

To book the rooms: [travel@biaforum.ge](mailto:travel@biaforum.ge)



## Hotel Rustaveli

Old Tbilisi, Rustaveli Avenue 28/2, 0108, Tbilisi

[www.hotelrustaveli.com](http://www.hotelrustaveli.com)

Standard Single Room: **77 USD / 191 GEL**

Standard Double/Twin Room: **77 USD / 191 GEL**

Prices are inclusive VAT

To book the rooms: [travel@biaforum.ge](mailto:travel@biaforum.ge)





# BIA INVESTMENT FORUM

## GEORGIA - LAND OF OPPORTUNITIES

### Marketing Opportunities for Foreign Companies:

1. Participation as a speaker in panel discussion	<b>1050 USD</b>
2. Presentation (5-10min) during the break between panel sessions in the main hall or during the coffee-break or lunch	<b>800 USD</b>
3. Commercial video between the panel breaks on monitor	<b>800 USD</b>
4. Exhibition Spot in the forum area (Banner 2m/2.4m, table with two chairs)	<b>850 USD</b>
5. Organizing workshop/seminar/presentation for target audience separately in the meeting room. (price depends on number of attendees)	<b>1000 USD+</b>
6. Article or poster in Forum Catalogue (1 page, A4)	<b>500 USD</b>
7. Article or poster in Forum Catalogue (1/2 page, A4)	<b>350 USD</b>
8. Flyer, brochure, souvenir distribution (100pcs)	<b>150 USD</b>
9. Advertisement banner on the biaforum official website (monthly price)	<b>200 USD</b>

Prices are excluding VAT 18%

Delegates  
**500+**

CEOs  
**350+**

B2B meetings  
**200+**

Managers  
**150+**

Investment  
Projects  
**100+**

International  
Organizations  
and Funds  
**50+**