



ANNUAL FORUM: THE GEORGIAN ECONOMY - PROSPECTS AND CHALLENGES

**MARCH 20-21, 2017 TBILISI, GEORGIA
RADISSON IVERIA BLU HOTEL**

We are happy to invite you to the annual forum titled "Georgian Economy: Prospects and Challenges", which will take place on March 20-21, 2017, in Tbilisi, Georgia.

The purpose of the annual forum "Georgian Economy: Prospects and Challenges" is to bring together investors, businessmen, government representatives and international organizations interested in questions concerning Georgia's economy and the region, to discuss the following: an overview of the current and perspective opportunities and challenges for the national and regional economy.

The forum provides potential investors with the opportunity to hear about the country's macroeconomic, legal and tax characteristics from leading experts in government and business on concrete issues of interest to them. In this way, they can get acquainted with current and perspective projects in infrastructure, energy, tourism, real estate, the financial sphere, etc

THE PERFECT OPPORTUNITY TO HELP COMPANIES SHOWCASE PRODUCTS AND SERVICES TO ATTENDEES.

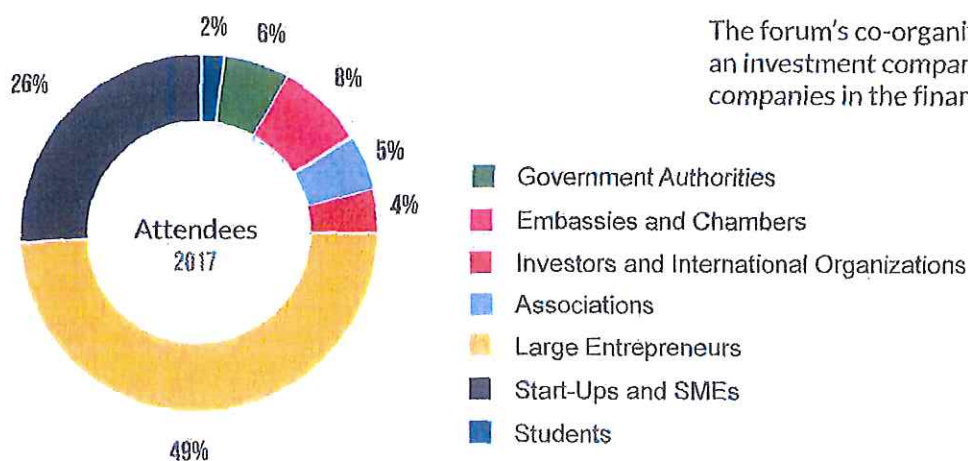
Investors will have the opportunity to address questions to government and business representatives regarding concrete spheres or the business environment, and in parallel with the forum will likewise have the opportunity to meet one-on-one in a designated meeting room with representatives of projects that interest them.

The forum is attended by foreign investors, representatives of international ratings agencies, investment banks, venture capital companies, and representatives of private equity funds.

JSC BIA

BIA JSC has been a leading company for 14 years in providing domestic and foreign investors with business profiles, marketing lists and market sector analyses. It manages the largest information business database, with more than 25,000 active Georgian companies.

The forum's co-organizer is Alliance Group Holding, an investment company that manages diversified companies in the financial and consulting sectors



FORUM AGENDA

(Draft)

GEORGIAN ECONOMY: CHALLENGES AND PROSPECTS FOR BUSINESS

08:30 - 09:00 - Registration

March 20, 2017

Conference Room 1

Radisson Blu Iveria Hotel

09:00 - 09:10 Welcome Speech

Mr. Aieti Kukava / CEO of JSC BIA

09:10 - 10:10 Overview of Georgian economy and prospects

Mr. Giorgi Kvirikashvili / Prime Minister of Georgia (to be confirmed)
Mr. Bruno Balvanera / Director for Caucasus, Moldova and Belarus, EBRD
Ms. Mercy Tembon / Regional Director for the South Caucasus, World Bank
Ms. Yesim Elhan-Kayalar / Country Director, Asian Development Bank

10:10 - 10:15 Technical Break

10:15 - 11:15 Infrastructure Projects and Investment Opportunities

Mr. Giorgi Gakharia / Minister of Economy and Sustainable Development of Georgia (to be confirmed)
Mr. Zurab Alavidze / Minister of Regional Development and Infrastructure of Georgia (to be confirmed)
Ms. Natia Turnava / Deputy CEO of Partnership Fund

11:15 - 11:45 Coffee Break

ROOM 1

ROOM 2

ROOM 3

11:45 - 12:45 Tax Environment, current challenges and prospects

Mr. George Welton / Executive Director, American Chamber of Commerce
Mr. Kakha Rukhadze / Partner, KPMG
Mr. Zurab Nikvashvili / Head of Tax and Legal Department, EY
Mr. Zurab Lalazashvili / Managing Partner, BDO

Credit ratings and their importance for businesses and banks

Moderator: Mr. Roger P. Nye / President, GIA-Georgia
Ms. Julia Belskaya von Tell / Senior Director, Fitch Ratings
Ms. Elena Eliseyenko / Branch Head, Russia/CIS, S&P Global Ratings
Mr. Aieti Kukava / CEO, BIA

New opportunity for Georgian economy - Establishment of Georgian Venture Capital Association and sharing the global experience of venture capital funds/angel investors

Colin M. Donohue / Principal Strategist, Root Deeper Marketing

GEORGIAN ECONOMY: CHALLENGES AND PROSPECTS FOR BUSINESS

ROOM 1

12:50 - 13:50 **Legal Environment, current challenges and prospects**

Mr. Ted Jonas / Of Counsel, DLA Piper Georgia
Mr. Alexander Bolkvadze / Partner, BLC

ROOM 2

Financial markets, securities, IPOs and their role in business development. The Georgian corporate market from the viewpoint of investment banks

ROOM 3

Building successful and long-term relationships with the investors; strong planning, efficient preparation and excellent communication- Success stories, case analysis
Mr. David Kardava / Consulting and investment group manager, AGC

13:50 - 14:50 LUNCH

14:50 - 15:50 **Opportunities for SME development in Georgia, and economic and financial initiatives of the Government**

Ms. Ketevan Bochorishvili / Deputy Minister of Economy and Sustainable Development of Georgia (TBC)
Mr. Otar Antia / Head of Department, Entrepreneur-ship Development Agency (Enterprise Georgia)
Mr. Avtandil Kasradze / Acting Chairman, GITA
Mr. Mikheil Chelidze / President, Georgian SME Association (GSMEA)

Private Equity and technological brokers - the global experience and practice

Emerging Market strategies
Mr. David Gigauri / Partner, Gryphon emerging markets

Key areas of Wealth Management; Investments, Credit/Debt, Risk Management, Fiduciary/Insurance

Mr. George Akirtava / Vice President Wells Fargo, United States

15:50 - 16:50 **Real estate market in Georgia prospects and challenges**

Real Estate Experts

Role and importance of leasing for SMEs

Ms. Gvanisa Gvichia, Alliance Group Leasing
Ms. Nana Milkashavidze, CEO of TBC Leasing
Mr. Eldar Akhvediani, Director of GLS

Strengths and weaknesses of Georgian MFIs

Microfinance Companies

16:50 - 17:00 **Conclusion**

Mr. Aieti Kukava / CEO, JSC BIA

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AND PROSPECTS FOR BUSINESS**

March 21, 2017
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FOR BUSINESSMEN AND INVESTORS

- 10:00 - 13:00 **Business tours of several companies**
- 13.00 - 14.30 **Lunch with businessmen, investors and government authorities**
- 14:30 - 18:30 **Wine tour in Kakheti and dinner in the restaurant "GVIRABI"**

FOR THE FAMILIES OR COMPANIONS OF THE BUSINESS GUESTS

- 10:00 - 18:30 **Various tours and excursions upon choice**

JSC BIA - BUSINESS INFORMATION AGENCY
0179 47757 M. KOSTAVA STR. TBILISI, GEORGIA
WWW.BIA.GE; WWW.BIAFORUM.GE
forum@bia.ge