



KPMG

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# INTERNATIONAL INVESTMENT FORUM

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29-30.10 2014  
TBILISI, GEORGIA



MINISTRY OF ECONOMY  
AND SUSTAINABLE  
DEVELOPMENT  
OF GEORGIA



ADB



International INVESTMENT  
FORUM

## About KPMG

KPMG is a global network of professional firms providing Audit, Tax and Advisory services. We operate in 155 countries and have more than 155,000 people working in member firms around the world. The independent member firms of the KPMG network are affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity. Each KPMG firm is a legally distinct and separate entity and describes itself as such.

In 2001 KPMG opened the representative office in Georgia to strengthen its presence in the Southern Caucasus and in October 2006 it started operating as a full service office which serves clients in Georgia.

KPMG can deploy experienced professionals efficiently, wherever our clients are located.

We place particular emphasis on industry knowledge and delivering services through dedicated teams that operate in all industries and sectors.

Our innovative spirit inspires what we do and how we do it, providing valuable benefits for clients, employees and stakeholders. Constantly striving to be better lies at the heart of what makes us different.

We are committed to providing the best service to our clients by putting the best people at their disposal. But it is often commented that what sets us apart from our competitors is the way we work in really understanding our clients and the way clients like to work with us - working together to get the right outcome.

## Industry experience

Today, clients expect their professional advisers to have deep knowledge of the industries in which they operate. In performing an audit, providing tax advice, or advisory services, deep industry experience is no longer an option – it's essential.

So when your business is looking to change, you need to speak to someone who understands the issues you face every day. We understand where your industry is going and can help you resolve the pressing issues and share with you our latest industry-wide thinking.

By blending industry and service specialism, our knowledge can help you resolve your strategic, technological and logistic issues and work seamlessly with your own capability. KPMG's industry experience encompasses the following sectors:



and others.

### Tbilisi Office

KPMG Georgia C  
 Besiki Business Center 2nd floor  
 Besiki Street,  
 010, Tbilisi, Georgia  
 Tel.: +995(0)2005 1  
 Fax: +995(0)20022 6  
 E-mail: general@kpmg.ge  
 www.kpmg.ge

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**ANDREW COXSHELL**  
Managing Partner of KPMG in Georgia

Over the last twenty five years Georgia has witnessed massive changes, both positive and negative. But in recent years the country has undergone an economic and political transformation which now means that Georgia has one of the healthiest economies and best democratic credentials not just in the Caucasus but in the wider region.

The signing in June 2014 of the EU Association Agreement and the Deep and Comprehensive Free Trade Agreement with the EU is a reflection of just how much progress has been made by Georgia in recent years.

In terms of democracy, the rule of law and social equality, Georgia is also moving in the right direction and the smooth transfer of power in the Parliamentary and Presidential elections in October 2012 and 2013 respectively are good demonstrations of that progress.

Lastly, the pro-business attitude of the Georgian government over the last ten years has led to a reduction in bureaucracy, a massive reduction in corruption and very favorable rankings from the World Bank and other organizations in terms of ease of doing business, tax misery etc.

The above factors, combined with low taxes and a strategic location make Georgia a great destination for businesses to invest, whether it be in energy, tourism, real estate, agriculture or transportation.

This brochure contains a sample of the current business opportunities in Georgia and is a reflection of the diversity of potential investments that this country has to offer.

# PRIVATE COMPANIES

## TRANSPORT, LOGISTICS AND MANUFACTURING PANEL

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Georgia provides significant investment opportunities in manufacturing sector, which already contribute up to 12% to the Gross Domestic Product of our country and since 2007 year has attracted more than USD 1.2 billion investments. Therefore, together with the international and local experts, Government of Georgia is undertaking deep analysis of competitive sectors in order to find ways of stimulating investment inflows, attracting new technology and know-how and creating high value-added production in Georgia. The country is uniquely positioned to capitalize on increasing trade flows between Europe, the Caspian Region and Central Asia and China and the shortest route transport infrastructure between the Black Sea and the Caspian Sea region.



## CARRIAGE BUILDING COMPANY, LLC

Making and modernizing different types of carriages

Since the day of foundation, Rustavi "Carriage-Building Company" has been making and modernizing different types of carriages, according to current demands. The company became able to work out a new concept of building trains. Building of the Georgian-Chinese (VMK) series train was started, in which more, than 60% were built by Carriage Building Company.

2 Mazniashvili Str. Rustavi, Georgia  
 F: +995 341 24 20 30  
 E: vmk@elwagon.ge  
 Name of Representative: George Areshidze  
 Contact Person: Nino Tsilosani

Year of company establishment	2005
Capital (USD)	31 011 123
Number of Employees	1500
Amount of Sales in 2013 (USD)	75 085 427
Export Figures	10 321 571
Import Figures	17 437 230
Shareholder composition	Badri Tsilosani
Main Bank	Bank of Georgia

### COMPANY HISTORY

"Carriage-Building Company" LLC was established in 2005. It is located in Rustavi city, 30 KMs. from the capital Tbilisi. Through its new technologies and compatibility the factory shows its ability to work with the new standards. Actually, the new factory is a successor of JSC "Railway Carriage-Building Factory," which possesses many year experiences not only in passenger carriage building, but also in the freight carriage building business.

### BUSINESS EXPERIENCE WITH FOREIGN COMPANIES

Our foreign clients are Azerbaijan and Armenian railway owners. Also we have many foreign suppliers and the some of them are: a) Interpipe Ukraina; b) Methawk commerce limited; c) Metkholding; d) Oriola LP; e) Svarog Venture Capital; f) Metinvest; g) CSR China Railway; h) Lankwitzer

### MAIN CLIENT / PURCHASER / BUYER

Our main Clients are Georgian, Armenian and Azerbaijan Railways.

### BUSINESS PROPOSAL

#### PROJECT TITLE - PRODUCTION OF FREIGHT CAR BOGIES

**BACKGROUND** - Georgian Carriage Builders Holding incorporates the following companies: Carriage Building Company, Tbilisi Rolling Stock Work, Rustavi Steel Work, and Tbilisi Art Hall.

**OBJECTIVES** - Our main objective is to introduce and use the latest technologies, increase production and to manufacture competitive products.

**DESCRIPTION OF SERVICE / PRODUCTS** - Thanks to the extensive experience gained in developing and producing running gear for rail vehicles for more than 15 years we want to produce Freight Car Bogies.

**TARGET CUSTOMERS** - Georgian, Armenian and Azerbaijan Railways.

**MARKET NEEDS** - 1 000 sets

**MARKET VOLUME** - In 2011 it is planned to make 185 new tank wagons and to carry out the repair works aiming to prolong the service term of 41 tank wagons and 120 wheat carriers. Also we will repair 2,000 pairs of wheels. The service will be done by LTD "Carriage Building Company".

**COMPETITIVENESS** - We must have the competitive price in order to attract our potential customers, which are deeply interested in ordering our products.

**MARKETING STRATEGY** - Logistics

**EXPECTATION FOR PARTNERS** - Bulgarian or Chinese -Investment Amount - \$5 mln



#### **PROJECT TITLE - PRODUCTION OF PASSENGER ELEVATORS**

**BACKGROUND** - Georgian Carriage Builders Holding incorporates the following companies: Carriage Building Company, Tbilisi Rolling Stock Work, Rustavi Steel Work, and Tbilisi Art Hall.

**OBJECTIVES** - Our main objective is to introduce and use the latest technologies, increase production and to manufacture competitive products.

**DESCRIPTION OF SERVICE/PRODUCTS** - We want to produce the commercial and public buildings passenger lifts with the capacity of 320-2000 KGS.

**TARGET CUSTOMERS** - Georgian, Armenian and Azerbaijan market.

**MARKET NEEDS** - 300

**MARKET VOLUME** - In our country, there is more than 600 building, which were built in 40-50 years ago and their exploitation date is expired. Our government and United Arab Emirates draw up the memorandum document. According to this memorandum, the investor must destroy 80 building and they must build new ones, also they must rehabilitate the buildings. Budget of this project is \$ 600 million and duration of this project is 5 years.

**COMPETITIVENESS** - We must have the competitive price in order to attract our potential customers, which are deeply interested to ordering our products.

**MARKETING STRATEGY** - Logistics

**EXPECTATION FOR PARTNERS** - Italian or Turkish

**INVESTMENT AMOUNT** - \$2 mln

#### **PROJECT TITLE - PRODUCTION LINE OF SHIPPING CONTAINERS**

**BACKGROUND** - Georgian Carriage Builders Holding incorporates the following companies: Carriage Building Company, Tbilisi Rolling Stock Work, Rustavi Steel Work, and Tbilisi Art Hall.

**OBJECTIVES** - Our main objective is to introduce and use the latest technologies, increase production and to manufacture competitive products.

**DESCRIPTION OF SERVICE/PRODUCTS** - Our cargo shipping containers are supposed to be the solid steel structural components, timbering flooring and standard double container doors. Our container sizes must be 20 feet, 40 feet, 40 feet high cube and 45 feet high cube containers, and can be fitted with accessories.

**TARGET CUSTOMERS** - Georgian, Armenian and Azerbaijan Railways. -Market needs – 1,000

**MARKET VOLUME** - The outlook for world trade and container shipping volumes is surprisingly positive. Despite economic downturns and uncertainty, world trade value has grown by 19 percent from 2011 to 2014, which will result in an almost 90 percent increase since 2005.

**COMPETITIVENESS** - We must have the competitive price in order to attract our potential customers, which are deeply interested to ordering our products.

**MARKETING STRATEGY** - Logistics

**EXPECTATION FOR PARTNERS** - Chinese

**INVESTMENT AMOUNT** - \$2 mln



## CAUCASUS MINERALS

Mining

Caucasus Minerals works on the exploration and development of Zopkhito antimony/gold deposit, one of the largest and best-explored mineral deposits in Georgia. The company owns 30-year license for the exploration and mining of the deposit.

Floor 2, Saakadze Descent 6, Tbilisi, Georgia

T: +995 32 220 00 11

M: +995 577 90 10 03

E: [kkuchava@caucasusminerals.com](mailto:kkuchava@caucasusminerals.com)

Name of Representative / Contact Person: Kakha Kuchava (CEO)

Year of company establishment	2011
Capital (USD)	1 500 000
Number of Employees	50
Amount of Sales in 2013 (USD)	2018.
Export Figures	10 321 571
Import Figures	17 437 290
Shareholder composition	Georgian and British private persons
Main Bank	TBC Bank

### COMPANY HISTORY

Zopkhito is antimony/gold deposit located on the southern slope of the Greater Caucasus range in Upper Racha region of Western Georgia. Exploration of Zopkhito started in 1929. State Geological Department of Soviet Union undertook extensive exploration work: over 18 km of exploration tunnels were excavated and over 20,000 samples taken.

Most of the exploration work performed by soviet geologists was focused on antimony with secondary emphasis on gold. State Commission on Mineral Reserves (CMR) estimated antimony resource at over 24,000 tons and identified significant gold potential of the deposit. Following the dissolution of the Soviet Union exploration works were stopped for several decades and were restarted by Caucasus Minerals in 2012.

Caucasus Minerals acquired a 30-year license for exploration and mining of mineral resources of the deposit in 2012. After re-building roads, camps and other infrastructure required for exploration, Caucasus Minerals launched its exploration program aimed at verifying results received by soviet Geologists, converting mineral reserves to JORC standards and estimating gold potential of Zopkhito.

During the first stage of the exploration program 7,200 channel samples were taken and analyzed for 29 minerals. Caucasus Minerals plans to complete its exploration program by the end of 2015. Wardell-Armstrong International was retained to provide resource estimates and SGS to perform chemical tests.

### BUSINESS EXPERIENCE WITH FOREIGN COMPANIES

The company's management and shareholders include well-known Georgian and international businesspersons with extensive experience in dealing with the international business community.

### BUSINESS PROPOSAL

#### PROJECT TITLE - ZOPKITO

Caucasus Minerals plans to complete its exploration program in 2015.

The program will include:

- Taking and analysis of up to 10,000 additional channel samples
- Diamond core drilling
- Cost of international geological consultants working on mineral resource estimates in JORC standard





Caucasus Minerals completed its second and third rounds of financing in 2014. Raised funds were used to fund 2014 exploration budget and part of 2015 exploration budget. The company plans to raise additional equity financing of \$2-3 mln to complete its exploration program in 2015 and conduct preliminary economic and engineering studies required for funding and construction of the mine and production plant for antimony and gold concentrates.

Exact capacity of the plant will be determined based on the resource estimates produced by the exploration program. The company estimates that the total construction cost will be about \$30-50 mln.



## CAUCASUS ONLINE LLC

wholesale, corporate and retail

Vazho Pshavela Avenue 71

T: +995 32 2200000

F: +995 32 2200001

E: info@co.ge

Name of Representative: Nikolai Tchikauridze

Contact Person: Otar Bokaria

Year of company establishment	2007
Capital (USD)	1 597 K
Number of Employees	950
Amount of Sales in 2013 (USD)	45 600 K
Export Figures	9 300 K
Import Figures	4 200 K
Shareholder composition	Growth Masters Holdings Inc. 44% Nelgado LTD BVI 56%
Main Bank	TBC Bank

### BUSINESS OUTLINE AND COMPANY'S ADVANTAGE

Caucasus Online LLC is one of Georgia's leading telecommunications companies. Since 2008, Caucasus Online has been the sole owner of a submarine fiber-optic cable - 1,200km, constructed by Tyco Telecommunications, through which it imports internet traffic from Bulgaria.

### PRODUCT LINE/SERVICES

The Company's major activities are carried out under the three major business directions: wholesale, corporate and retail.

Wholesale (International Carrier)

International Carrier business activity includes: international wholesale, local wholesale, and voice business (international transit and termination)

Retail (Internet/IPTV/VoIP) & Corporate (Internet/IPTV/VoIP/Collocation/Cloud)

- FTTB (Fiber to the Building) when fiber reaches the boundary of the building, such as the basement or roof floors and with the final connection to the individual living space being made via active Ethernet copper cable.
- FTTH (Fiber to the Home) when fiber reaches the boundary of the living space. xPON (Passive Optical Network) is used in such scenarios.
- xDSL (Digital Subscriber Line) when legacy copper cables are used to reach customer premises.
- WBB (Wireless Broadband) when radio technologies are used for last-mile connection

### COMPANY HISTORY

Caucasus Online LLC is one of Georgia's leading telecommunications companies. Caucasus Online was formed in 2006 by the merger of three major Georgian ISPs: Caucasus Network, Georgia Online and SaNet. Caucasus Network was founded in 1998, one of the country's first Internet providers.

In 2008 Telenet, the main provider of wireless Internet in Georgia, merged with Caucasus Online adding new products and capabilities to the Company's portfolio.

Since 2008, Caucasus Online has been the sole owner of a submarine fiber-optic cable - 1,200km, constructed by Tyco Electronics, through which it imports Internet traffic from Bulgaria; connecting Varna to Poti. The cable was laid on the bottom of the Black Sea to provide a direct, high-quality fiber-optic Internet connection from Europe.

Onward connectivity from Poti to Tbilisi is provided through the terrestrial network via backbone, owned by Caucasus Online through its 100% subsidiary Georgian Railway Telecom (GRT). By this, the Company gained access to GRT's infrastructure, consisting of a 600 kilometer fiber optic cable and facilities alongside the railway route; and also an independent 500-kilometer fiber optic cable, both connected to the partner networks in Azerbaijan, Armenia, and Turkey; as well as to the Poti -Varna submarine fiber-optic cable. Consequently, Caucasus Online is the owner of fully redundant terrestrial fiber optic cables in Georgia.

**BUSINESS EXPERIENCE WITH FOREIGN COMPANIES**

Due to the nature of the telecom business, Caucasus Online has a long-term relationship with leading companies in their area of experience, both on the supplier and client side.

Major wholesale clients:

Beeline Georgia / Beeline Armenia / Rostelecom Armenia / Orange Armenia / Ucom Armenia / MTS Armenia / Delta Telecom Azerbaijan

Major Suppliers:

TeliaSonera / TATA / Level3 / Cisco / HP / Ericsson

**THE MAIN CLIENT/PURCHASER/BUYER**

At the moment, Caucasus Online is targeting retail fixed broadband customers and SMEs in Tbilisi; holding 56% of the market. However, Caucasus Online is weakly presented (approximately 30%) on the corporate market, due to the fact that large corporate customers have network / representative offices throughout Georgia and our coverage is mainly limited to Tbilisi, Rustavi, Batumi, Poti and Zugdidi; the Company is unable to propose competitive offers. Among our customers are big state, international and local companies:

Ministry of Foreign affairs; Ministry of Internal Affairs; Ministry of education and science; Ministry of Corrections of Georgia; US embassy; PWC; Rustavi 2 (Tv channel); GDS TV; TBC Bank; Procredit bank; GiZ.

Planned and ongoing regional development will give us possibility to acquire new regional SME's, retail market and also tap the big corporate market.

In order to achieve our targets the Company plans substantial investment in regional infrastructure development and upgrade. The process has been already started and the Company has already entered several regional cities of Georgia.

On the wholesale side, our target customers are a number of small and large ISPs throughout Georgia. On an international wholesale level we plan to expand our presence beyond neighboring Armenia and Azerbaijan.

Upgrade of our backbone (both, submarine and terrestrial) infrastructure is the vital step in order to meet the above-mentioned objectives.

**MARKETING ROUTE/DISTRIBUTION CHANNEL**

Currently Caucasus Online has three main distribution channels and by end of the year, it is planned to initiate the fourth one. These channels are:

Sales Representatives / Call Centre / Sales offices in major cities / Third party dealers (to be launched in Dec. 2014)

For communications with customers the company concentrates both on ATL and BTL channels based on the marketing objective and ongoing market status.

**BUSINESS PROPOSAL****Executive Summary**

Since 2008 Caucasus Online has been the sole owner of a submarine fiber-optic cable through which it transits Internet traffic from Europe to the Caucasus and the Caspian regions. This milestone opened a door to immense opportunities for the Company. Successively, the international wholesale direction stood out as a major business segment. In 2010, acquisition of Georgian Railway Telecom enabled the Company to enter the whole South Caucasus region: Georgia, Armenia, and Azerbaijan, as well as Iraq via Iran. Caucasus Online faced competition from giant companies such as Rostelecom and Turk Telecom, however, within few years, the Company attained a leading position in the region; gaining the following wholesale market shares: 55% - Georgia, 85% - Armenia, and 50% - Azerbaijan.

Caucasus Online continues to grasp the opportunities and potential offered by the market. Soon after, the Company acquired its own infrastructure in Armenia and as a result in 2012 and 2013 signed two significant 15-year contracts for provision of 10G and 20G capacity to North of Iraq, respectively. Currently, Caucasus Online is preparing 50G capacity service for Iran. Negotiations are ongoing with the UAE for provision of transit services.

The Company is in the stage of market expansion and further technical advancement. Currently, Caucasus Online predominantly targets retail and SME fixed broadband customers, while having a minor presence on the corporate market; due to the fact that large corporate customers have network / representative offices throughout Georgia, whereas the coverage is limited to Tbilisi and part of the regions.

Planned and ongoing regional development will allow Caucasus Online to acquire new regional SME's, retail market and also tap large corporate customers, while also adding new services to its existing customer base.

To achieve its targets, Caucasus Online plans substantial investment in regional infrastructure development and upgrade. The process has been already started and the Company has recently entered several regional cities of Georgia. Upgrade of backbone (both submarine and terrestrial) infrastructure is an essential part of the development strategy.

By meeting the above mentioned objectives will enable the Company to broaden its presence on both, Georgian and international markets. All this will translate into a strong financial performance of the Company in the future. The company is seeking refinancing of its existing liabilities in order to be in a better position to fulfill the objectives of a 5 year strategic plan. By this, the company will transform into a leading ISP in the South Caucasus and also be strongly represented in the Gulf and Caspian regions.

The company will generate healthy financials and lay the ground for an IPO.

**REFINANCING OPTIONS:**

1. USD 130 Mln @ 8% per annum / 8 years maturity (1 year grace period on principal)
  - a. Collateral: 100% of assets
  - b. USD 90 Mln refinancing of outstanding loans plus USD 40 Mln share buy-out
2. USD 90 Mln @ 8% per annum / 8 years maturity (1 year grace period on principal)
  - a. Collateral: 100% of assets
  - b. USD 90 Mln refinancing of outstanding loans

**TIER-1 OPERATORS:**



TeliaSonera International Carrier is an international provider of telecommunication services based in Stockholm, Sweden. The TeliaSonera Group, the largest telecommunications group, wholly owns it. It is a Tier 1 network provider and the second largest carrier in the world.



Level 3 Communications is an international communications company, headquartered in Broomfield, CO. One of only six Tier 1 Internet providers in the world. Ranked as one of the most connected Internet Service Providers (ISPs), expanding assets have solidified position as one of the largest IP transit networks in North America and Europe.



Tata Communications owns and operates the world's largest fiber network measuring 240,000 km. Network includes the only global fiber ring and the only fiber network that connects the Middle East.

**POINT OF PRESENCES AT THE LARGEST CONTENT OPERATORS AND INTERNET EXCHANGE POINTS**

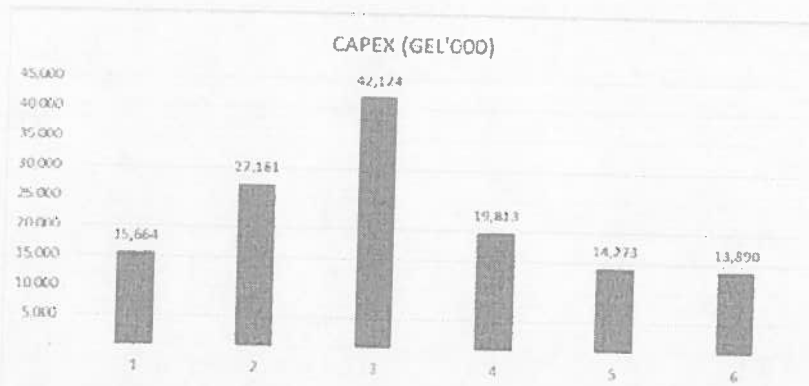


**BLACKS SEA CABLE AND NEW OPPORTUNITIES FOR GEORGIAN MARKET**

With the introduction of Black Sea Cable in 2008, Georgian and regional Internet market benefited from new opportunities. In particular, the new submarine cable made possible to access major international Internet service providers bypassing Russian and Turkish operators. This in turn, significantly changed the shape of regional global broadband market both in terms of pricing and in terms of capacity. Availability of this route and new pricing had been the main underlying factor in telecom market growth in the South Caucasian region. Charts below show the evolution of Internet penetration rate of Georgia in comparison to other neighboring countries.

FINANCIAL OUTLOOK

Summary of 5 year Investment Plan



The investment entails the upgrade of existing transmission infrastructure, entering new markets and expanding, both geographically and technologically.

Financial Projections (Amounts in GEL)

EBITDA Breakdown

GEL '000	Projected					CAGR
	2014	2015	2016	2017	2018	
<b>Financial year ending</b>						
<b>Revenue</b>						
Total net retail revenue	00000	00000	00000	00000	00000	00
Total net distribute revenue	00000	00000	00000	00000	00000	00
Total net wholesale revenue	00000	00000	00000	00000	00000	00
Total net other revenue	00000	00000	00000	00000	00000	00
<b>Total net revenue</b>	<b>86 44</b>	<b>112</b>	<b>127 167</b>	<b>1 665 1</b>	<b>280</b>	<b>00</b>
<b>Costs</b>						
Total retail costs	000000	000000	000000	000000	000000	
Total distribute costs	000000	000000	000000	000000	000000	
Total wholesale costs	000000	000000	000000	000000	000000	
Total other costs	000000	000000	000000	000000	000000	
<b>Total costs</b>	<b>(460007)</b>	<b>(57061)</b>	<b>(650085)</b>	<b>(600700)</b>	<b>(720221)</b>	
<b>EBITDA</b>	<b>40 607</b>	<b>550028</b>	<b>61 782</b>	<b>6 875</b>	<b>67 05</b>	
<b>EBITDA Margin</b>	<b>00</b>	<b>00</b>	<b>00</b>	<b>00</b>	<b>00</b>	
<b>EBITDA</b>	<b>22 81</b>	<b>1 08</b>	<b>4 70</b>	<b>5 885</b>	<b>7 674</b>	



## EVEX MEDICAL CORPORATION

Widest range of outpatient and inpatient services

Healthcare service provider in Georgia.

Main advantages: Largest market share / Institutionalizing the industry / Referral system & cluster model / Strong Management with Proven Track Record

40 Vazha-Pshavela Avenue, 0177 Tbilisi, Georgia

T: +995 32 255 05 05

F: +995 32 255 05 05

E: info-evex@evax.ge

Name of Representative: Ekaterina Shavgulidze

Contact Person: Levan Darsalia

Year of company establishment 2005

Capital (USD) 36 952,270

Number of Employees 850

Amount of Sales in 2013 (USD) 52,263,615

Shareholder composition JSC Bank of Georgia 25%,

JSC Galt & Taggart Securities 15%

Main Bank

JSC Bank of Georgia

### COMPANY HISTORY

EVEX Medical Corporation ("Evex") is the healthcare services provider in Georgia, with almost a decade of operating history. Evex currently operates 33 hospitals and five ambulatory clinics, all located in Georgia.

In 2006, Evex entered the fragmented and underdeveloped Georgian healthcare market with the opening of first ambulatory clinic in Tbilisi.

From 2008 to 2012, EVEX substantially enlarged its business by several acquisitions, as described below.

In 2008 the company acquired a general hospital in Kutaisi, West Georgia (the Imereti region).

In 2010, a company built a further five community hospitals and a referral hospital in the West Georgia.

In 2011, the company acquired 11 hospitals.

In 2012, the company acquired ten healthcare facilities, and completed development of six new hospitals.

In 2013, company opened four new hospitals and an ambulatory clinic and acquired Caraps Medline, a large speciality hospital in Tbilisi with a 60-bed capacity.

In 2014, the company acquired the Avante Hospital Management Group, the second largest healthcare provider in Georgia by number of beds, which owned and operated a chain of four hospitals in Tbilisi and Batumi with a 578 bed capacity, including leading paediatric and maternity care hospitals. EVEX also acquired Sunstone Medical, which owned a hospital in East Tbilisi with the potential for developing a 300-bed facility, in order to tap into the East Tbilisi healthcare market and referrals from East Georgia.

In 2014, company acquired a 100% equity interest in a 60-bed hospital in Tbilisi providing a wide-range of in-patient and outpatient services with particular expertise in traumatology.

EVEX Medical Corporation has always differentiated itself by its institutionalized approach to the business. Company believes that it is the first group to institutionalize the healthcare industry in Georgia by organizing healthcare facilities in regional clusters and referral hierarchy, where patients are referred up the chain from ambulatory clinics to hospitals, the first group to manage a number of hospitals as a single business with centralized administrative and support functions

### BUSINESS EXPERIENCE WITH FOREIGN COMPANIES

Collaborations with Mayo Clinic, Emory School of Medicine, University Research Corporation (URC), USAID, GIMPHA, Joint Commission international.

#### THE MAIN CLIENT/PURCHASER/BUYER

Patients with corporate insurance

Patients with universal healthcare program

Patients paying out-of-pocket

#### MARKETING ROUTE/DISTRIBUTION CHANNEL

Referral Hospitals

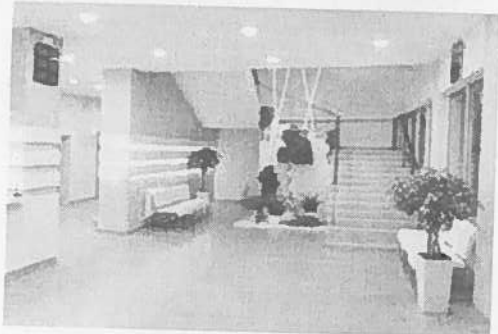
Community Hospitals

Ambulatory Clinics

#### PROJECT TITLE

Acquisition of the new hospitals – 35 M USD

Development of the new services – 50 M USD



# GA LOGISTICS LTD

## GA LOGISTICS LTD

Transport

International Forwarding Company

9 Shalva D'Adiani str. 0105 Tbilisi, Georgia  
 T: +995 32 247 61 91  
 F: +995 32 293 58 25  
 E: info@gal.ge  
 Name of Representative: Maya Chichua

Year of company establishment	1995
Number of Employees	21
Amount of Sales in 2013 (USD)	4 117 000
Shareholder composition	Sole owner
Main Bank	TBC Bank

### COMPANY HISTORY

The international forwarding company GA Logistics was established in 1995. The main direction of the company's activity is international transportation for sea, truck, rail, air and project goods.

Since the day of establishment the company's management team is oriented on improving and developing services and working processes for gaining a place among the leading forwarding companies. Our carrier's responsibility is guaranteed by the cooperation with the leading insurance companies and membership of competent international organizations and associations.

### BUSINESS EXPERIENCE WITH FOREIGN COMPANIES

We have experience of many years of working with foreign companies. Our partners are: Novocargo Valencia, Delta Novel, Olimoya di Navigazione, Global Link, Overseas Maritime Transport, Formag, etc.

### MAIN CLIENT/PURCHASER/BUYER

Jaokenl Company, Tbilvino, Casa Calda, BMS Gorgia, Super Ltd, Espano Ltd, UBG, Saga Impex, LTB, Techno Leader, Gebruder Georgia, Wold Wide Energy Georgia, KN Ibrakom Georgia, New Light, Pim-inos, etc.

Formag Baku, Santemax Baku, Sabunchu Building JSV, Okuklu Insaat Ltd sti., Akkord, Pasha Construction, AZ Import Ltd, Casa Mia, Neoclass, Yukseklik ltd, Cahandar 2008, Imex Group (Armenia), Shurtaneftegaz (Turkmenistan), Grand Motors, Petrogaz LLP, Zangezuri Copper-Molybdenum Combine, etc.

### DETAIL DESCRIPTION

The specificity of work on the international transport market, especially the organization of effective multimodal scheme of transportation, needs high coordination of implementation stages. GA Logistics has achieved real progress in realization of these tasks. GA Logistics offers to the clients the main services as it follows:

- FCL and LCL services for sea containers via Poti and Batumi seaports from/to Caucasus Region.
- Railway transportation for general and bulk goods from/to Caucasus Region.
- Inland transportation by truck from EU to Caucasus and vice versa; we have our own fleet of trucks with GPS system that give you possibility to check the goods' location.
- Air transportation worldwide.
- Project (oversized, overweight, dangerous, bulk, break bulk) goods by special means of transportation.
- Freight of ships.

Qualified employees give an opportunity to improve the company's customers list permanently. Accordingly volume of performed works is increasing year by year.

Recently the company is handling project cargos multimodal transportation by Eurasian and TRACECA corridors. GA Logistics tries to solve difficult tasks that emerge from the specific of cargo and difficult geographical relief by means of newest technologies and methods.

Nowadays the Company's goal is to widen the field of activity. Namely, the company is working to be presented fully on the Central Asian market.

The investment will give us an opportunity to increase our business volume and to widen our activity range. Namely, GA Logistics' aim is to be presented on a Central Asian market at a full scale.