

January,
2020

POLISH-GEORGIAN CHAMBER OF INDUSTRY AND COMMERCE

Newsletter

Georgia



Poland

We would like to present you last month Newsletter of Polish-Georgian Chamber of Industry and Commerce



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ABOUT US

Polish - Georgian Chamber of Economy and Commerce works for the development of mutual economic and cultural relations between the Poland and Georgia. It is one of the leading business organizations in Poland. It represents and protects the interests of the vast number of entrepreneurs, combining business organizations in various industries. Expert knowledge and experience of our team, combined with professional and individual approach to business partners allow for optimal and efficient carrying out of projects relating to economic and cultural cooperation between Poland and Georgia.

WHY TO JOIN THE CHAMBER

- Possibility of meetings with representatives of state and local governments;
- The most important business information from Georgia;
- The possibility of contact with other members of the Chamber;
- Exchange of experience and joint attempt to enter the Georgian market;
- Direct contact to the companies - members of the Chamber of Georgia;
- The opportunity to participate in the events business, and cultural integration in Georgia;
- Access to training and conferences;



Interested in
Georgian or
Polish market?

We support
your
investments

- Promotion of Georgian market in Poland
- Promotion of Polish market in Georgia
- Matching business partners
- Legal and tax support
- Networking and cultural events



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Real Estate Sector

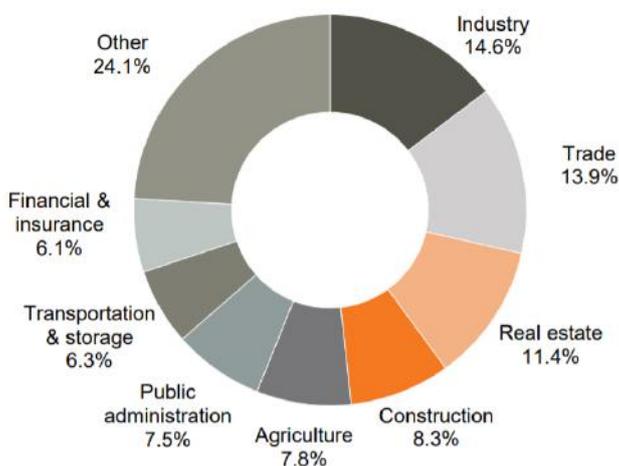
On January 21, the dedicated meeting about real estate market in Georgia was held in Wroclaw, Poland. The group of 16 investors gathered to discover potential of investment's opportunities in Batumi and Gudauri. Members and partners of Chamber were presented during the event: Mgzavrebi, Marshal Development, Orbi Group, RedCo, Archi Group and Schuchmann.

Georgia has been described as a "Star Reformer" by the World Bank because of its government's robustness and resilient strategy to improve daily life and reduce poverty.

In Georgia, the real estate is diverse with opportunities in the local rental market and the growing tourism industry (attracting 9 million to Tbilisi last year). Between 2012-2017 the number of transactions increased heavily in the capital city. On top of that, the demand for apartments increased by 21% in 2017.

Real estate is the third largest sector of the Georgian economy, accounting for 11.4% of GDP in 2018. Value added in real estate activities was up CAGR 6.3% over 2010-2018.

Figure 1: GDP by sector in 2018



Source: Geostat

Figure 2: Value added in real estate activities over 2010-2018



Source: Geostat

Real estate is high yielding investment. Yields on residential real estate in Tbilisi has remained stable in last three years hovering around 9.0%, far above the level found in peer cities of CEE and deposit rates. We expect residential yields to remain stable in medium term but we also see that soft rental demand can bring rents down and trigger a correction. Tbilisi office market is characterized by some of the highest rental rates and yields in CEE countries, yielding 11.7% vs 7.1% in peers. Prime modern shopping center yield in Tbilisi is one of the highest among selected cities also, standing at 13.0% vs average 6.8% in selected CEE cities. The prime yield for high street retail in Tbilisi is also higher, and stands at 9.2% vs average of 6.6% in selected cities.

Source: <https://bit.ly/37PkenQ>
<https://bit.ly/3b5Lv7B>

EWA-BIS

The Ewa-Bis company was founded in 1987 in Warsaw. Ewa-Bis currently exports fruits and vegetables to about 50 countries around the world, including almost all of Europe. The company is one of the 20 largest exporters in Poland and cooperates with approx. 60 producer groups and approx. 100 individual farmers. The most important activity is the export of fresh and frozen vegetables and fruits. The company's offer also includes NFC juices, concentrates and FMCG products. We provide both conventional and ecological products.

Ewa_bis run companies in five countries: Poland, Russia, Germany, Ukraine and Canada. Ewa-Bis Group employs 200 people, and in 2016 generated PLN 60 million of sales revenues. They work with commercial and distribution networks, processors and wholesalers. Due to the fact that the company is developing their foreign trade well, Ewa-Bis is honored with the title of Outstanding Exporter of the Year 2017.



Ewa-Bis operates worldwide in the FMCG field. In its portfolio you will find such trusted companies as Procter & Gamble, Henkel, Unilever, Mars, Mondelez, Nestle, Ferrero, Red Bull, Coca-Cola. The company offers a wide selection of sweets, beverages, cosmetics, household chemistry.

The main goal of the company is to establish long-term relationships. Ewa-Bis works with large retail chains, distributors, and intermediaries. The focus is on reliable and reliable services, which is why the company offers different types of services: labeling, packaging (re-packaging), cargo related services, etc.

MARCOM - Your Trusted Supplier

MARCOM is a company specializing in supplying subassemblies in the field of industrial automation, pneumatics and electrical engineering. They are characterized by high reliability, individual approach to the client and his needs. In addition, they can offer very competitive prices on many manufacturers.

The following criteria make MARCOM different and special company:

- Individual approach to client
- Special prices
- Express delivery
- High reliability

MARCOM
Elektrotechnika & Automatyka



MARCOM works with maintenance departments in industrial plants, general contractors in investment services, machinery and equipment manufacturers and wholesalers, installation and implementation companies.

The company provides different kind of services in the scope of installation, Such as: control cabinets, security systems, thermal cameras and measuring devices, starting industrial machines, mechanical engineering, programming, modernizations and processing.



Poland's largest Trade Fair of Renewable Sources of Energy

enex

97%

of exhibitors plan to take part in next the Enex Expo

over
6,000

business-insider visitors

more than
150

exhibitors

98%

of visitors satisfied with their Enex visits

On 26-27.02.2020 Poland's largest Trade Fair of Renewable Sources of Energy - ENEX will take place in Kielce, Poland

ENEX expo is Poland's largest exhibitions crafted around the renewable energy business sector. It is a perfect platform to establish business relations, exchange experiences and ideas as well as inspirations.

ENEX expo facts and figures - over 3,000 sq m of exhibition space, over 150 exhibitors and over 6,000 B2B visitors. It includes a rich and diversified agenda which abounds with industry conferences and expo-related events

21th Environmental Protection and Waste Management Expo

On 26-27.02.2020 21th Environmental Protection and Waste Management Expo - EKOTECH - will take place in Kielce, Poland.

The International Environmental Protection and Waste Management Expo

EKOTECH - business-insiders and entrepreneurs, local governments and public administration representatives, development and research staff find the expo a golden opportunity to learn about cutting-edge equipment, technologies, waste management trends, technologies for municipal management, eco-transport, water and air protection and many other.

EKOTECH - not only does this project boast many-year tradition, but also actively keeps abreast of the latest the changes in the waste and recycling business sector. The Expo centre always goes an extra mile in order to create new perspectives for equipment producers and solution companies





GEORGIAN TOURISM FAIR

Georgian Tourism Fair organizers are offering selected international buyers the opportunity to participate in the GTF Hosted Buyer Program taking place on March 13-14, 2020 in Tbilisi, Georgia. This is exclusive program designed for companies operating in tourism industry and interested in expanding to new markets.

Organized in cooperation with the Georgian National Tourism Administration, Convention, and Exhibition Bureau of Georgia, Georgian Business Tourism Association, USAID, Tbilisi City Hall, Georgian Airlines, Air Astana, Air Arabia and Myway Airlines, this exclusive program is offered to a group of top-level travel companies from selected countries.



GTF is the largest B2B event in the tourism sector in the Caucasus region. The Buyers Program offers the opportunity to the selected companies to attend the pre arranged meetings, discover new partnership opportunities, attend the special events organized in the framework of the exhibition.

In 2020 Georgian Tourism Fair will mainly focus on facilitating Caucasus tourism industry in discovering and attracting tourists from new markets. Therefore invited companies will have an opportunity to meet the whole Caucasus region under one roof.

In 2020, Georgian Tourism Fair will be presented with a new concept and reinforced marketing campaign, with a main focus on International buyers and participants from wider Caucasus region. For the first time in its history, besides the fair, two-day event will also include Tourism Discounts Festival and Travel Forum.

Tourism Fair will offer an opportunity for the companies to promote and market their products and services within the industry as well as to the general public. It will be a place to explore tourism investment opportunities in Georgia and gain direct access to the suppliers of products and services from Georgia and all over the world.



Civil & Military Aeromixer

The Polish-Georgian Chamber of Industry and Commerce as a partner of the event is pleased to invite everyone to participate in the second edition of the key networking and aeronautic event - Civil & Military Aeromixer which will be held on 25 March 2020 at the Wrocław Stadium Conference Centre. For companies operating in this sector (and new companies just starting their operations) Aeromixer is the perfect opportunity to establish new business relations and learn how their offers fit into the demands of current and potential business partners. The idea of Aeromixer is based on the structure of “speed dating” – “quick dates”. This event brings together production and service companies from the aviation industry, leading aviation OEMs, suppliers of components, machinery, and equipment for the aviation sector (Tier 1, Tier 2, Tier 3), both Polish and foreign, who want to present their company in order to establish strategic business contacts, thanks to which it will be possible to implement new projects and joint ventures, or new investments in Poland.



Companies interested in attending the Civil and Military Aeromixer 2020 can register (and find all additional information about the meeting) at <https://aeromixer.eu/en/aeromixer-en/registration-form-a/>.

The members of the Chamber will receive a 10% discount on the purchase of a ticket and 15% for stand in the Showroom.



International Food & Drink Exhibition

On 21-23 April 2020 the International Food & Drink Exhibition will take place in EXPO XXI, Warsaw, Poland.

Wine&Spirits Poland - sector designed to target the beverage traders, sommeliers and distributors.

For more interest here is a few word about exhibition profile:

- Producers, distributors, importers and exporters
- Wholesalers, retailers, discounters and specialised outlets
- HoReCa, restaurant and bar representatives

Co-located events

Business meeting zone	A dedicated area for exhibitors to hold meetings with chains and restaurants, with matchmaking between exhibitors and buyers in their category.
Conferences	Presentations from experts, analysts and industry figures that attract a high-quality sector audience.
Cooking shows	Shows and workshops led by top Polish and international chefs.
Gold Medal Award	A competition for exhibitors which promotes the best exhibiting products.

Wine&Spirits Poland is for the visitors from different sectors:

- Distribution, import & export - 75%
- HoReCa, fitness clubs, nutritionists - 22%
- Wholesale and retail - 58%
- Transport and logistics - 8%
- Food production - 31%
- Pharmacy - 7%
- Associations, institutions - 5%

Top visiting countries:

Poland, Ukraine, Lithuania, Italy, Belarus, United Kingdom, Spain, Germany

2019 statistics:

> **6 800** Visitors

> **350** Exhibitors

9 National Pavilions

25 Countries Represented

389 B2B meetings

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