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**NATIONAL BUSINESS AWARDS**  
**XXII** 2021-2022  
**BEST COMPANY BUSINESSMAN INVESTOR**

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## Top Companies

### GRAND PRIZE GOES TO PETROCAS ENERGY GROUP



**BEST INVESTOR - KASS LAND AND WONDERNET EXPRESS INVESTMENT GROUP**



**MEDIA WINNER SELECTED BY BUSINESS - GPB**



**JOURNALISTS CHOICE AND MR. CHARM AWARD - RMG**



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# GEORGIAN BUSINESS CELEBRATES XXII GEORGIAN TIMES MEDIA HOLDING GEORGIAN NATIONAL BUSINESS AWARDS

The twenty-second Georgian Times Media Holding Georgian National Business Awards ceremony was held on June 29 2022 at the elite Sevsamora Resort and Spa in Saguramo. This time 26 successful companies participated in the gala event, which is an established Georgian tradition.

The evening was attended by representatives of the participating companies, the legislative and executive authorities, a wide range of other business representatives, the diplomatic corps, political scientists, commentators, the media and other honoured guests. To reflect the historic location of Sevsamora Resort and Spa, the ceremony was also attended by actors portraying national heroes of various ages, including Queen Medea of Kolkheti, Queen Gurandukhti, Ilia Chavchavadze, Elon Musk and others.

**Malkhaz Gulashvili**, Founder and President of **The Georgian Times Media Holding** and organiser of the awards, opened the ceremony with a welcome speech and wished success to all participating companies. As he later mentioned in an interview with The Georgian Times, such awards aim to identify, express appreciation of and encourage the best companies in the country: "The contribution companies make in terms of creating investments, improving export and import potential, jobs and prosperity and paying taxes to the country's budget should be properly appreciated. The main aim of our awards ceremony to reveal and encourage



*MALKHAZ GULASHVILI, FOUNDER AND PRESIDENT OF THE GEORGIAN TIMES MEDIA HOLDING  
GELA KHANISHVILI, FIRST DEPUTY MINISTER OF ENVIRONMENTAL PROTECTION AND AGRICULTURE*

such companies, and The Georgian Times is holding it for the twenty-second time this year.

"Today we are here to bring the government, media and diplomats together to support the development of the business sector. I believe today we have shown everyone that Georgians can do everything, and better than others have done. We definitely know how to do business well, and the future is ours. This is the foundation of our aspiration towards the European Union,"

**Malkhaz Gulashvili** said.

At the gala evening, the best of the best companies is identified by secret ballot. A competent jury identifies the best investor of the year, the largest taxpayer to the budget, the best employer, the corporate social responsibility champion of the year and the largest exporter and importer. The media names its favourite business, and business in turn names its favourite media outlet.

The twenty-six winners of the Business Awards are traditional-

ly awarded unique compositions created by Zarapxana – gold lion badges, certificates and other symbolic gifts.

**The evaluation criteria of the companies participating in the event included:**

Protection of entrepreneurs' interests, public image, charity/philanthropy, new jobs, stability of activities, corporate social responsibility, company growth and success, international recognition, public relations, effective marketing, financial transparency,

attraction of investment, contribution to exports, innovative projects, professionalism of team, promotion of small and medium-sized businesses, ongoing progress and new technologies and quality guarantees.

**The leading companies of the year received the following awards:**

**Askaneli and Irakli Uglava** - Continuance of Ancient Traditions, Successful Georgian Brand on the International Market



*ALUDA GUDUSHAURI, MP GD  
MIKHEIL DUNDUA, THE DEPUTY MINISTER OF FINANCE*

## The Georgian TIMES

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**Aversi and Paata Kurtanidze** - Ultra-Modern Technologies, Contribution to Employment, Pillar of Georgian Economy

**Badagoni Winery and Mari Giorgadze** - Ambassador of Georgia to the World, Protection of Cultural Heritage

**Caucasus Auto Import and Giorgi Surguladze** - Variety of Models and Sustainable Warranty Services, Direct Import Services

**Dankin and Giorgi Mshvildadze** - Consumer Choice, High Tech Enterprise, Using Georgian Raw Materials of International Standard

**Dugladze Wine Company and Davit Dugladze** - Diversity of Georgian Products, High Tech Enterprise, Leading Exporter

**Georgian Carriage Building Holding and Badri Tsilosani** - Professionalism of Team, Contribution to Manufacturing

**Georgian International Energy Corporation and Olexy Vilkhovoy** - Contribution to Georgia's Energy Security, Contribution to the State Budget

**Georgian Products and Davit Bardavelidze** - International Market Leader, Innovative Products, Professionalism of Team

**GULF and Craig Kramer** - Guarantee of Quality and Western-type Services, Largest Employer

**Imposti MEP Engineering Company and Vladimir Kuvshinov** - Adopting International Standards, Reliable and Stable Partner

**International Black Sea University and Ekrem Dindarol** - Professional Education, International Standard Education

**Kass Land and Ekaterine Tordia** - Diamond Investor, Promotion of the Country

**Leader Credit and Murman Mirtskhulava** - Professionalism of Team, Contribution to Small Business

**Lisi Development and Nodar Adeishvili** - Contribution to Green Construction

**Medical World and Levan Kobalia** - Introduction of Advanced Medical Technologies

**Petrocas Energy Group and Ivane Nakaidze** - Largest Network of Petrol Stations, Favourite of the World's Leading Airlines, Contribution to the Economy

**PSP and Vazha Okriashvili** - Large Employer, Consumer Choice, European Standard Services

**Qalaquri and Murad Ghoghadze** - Local Production, Industry Leader and Guarantee of Quality

**RMG and Tornike Lipartia** -



NANA GAGUA, FOUNDER, VICE-PRESIDENT, PUBLISHER AND EDITOR-IN-CHIEF OF THE GEORGIAN TIMES



MALKHAZ GULASHVILI

Largest Investment Group, High Environmental Responsibility, Largest Employer in the Region

**Sevsamora Winery (Marani) and Giorgi Gagua** - Combining Ancient and Modern Traditions, Creating High Ecological Standard Production of National Importance

**SOCAR and Mahir Mamedov** - Large Employer, Development of Georgia's Energy Resources

**TAM Management and Pantiko Tordia** - Using Innovative and Modern Technologies, Unchallenged Leader of Aviation Industry

**Universe Centre for Reproductive Medicine and Teimuraz Gagnidze** - Leader in its Field, Professionalism of Team



**Wondernet Express Investment Group and Mamuka Murjikneli** - High Tech Enterprise, Successful Investment

the credit of The Georgian Times.

"As for the grand prize we have gained, I would like to say that it was very much unexpected. Therefore, I want to thank all the employees of our company. The fact that we are celebrating victory in the Business Awards is due to their hard work. Our responsibility as a company has increased even further with this recognition", said Davit Nakaidze.

A jury named the best companies in various individual categories. Wondernet Express Investment Group was named the best exporter, and Petrocas and Caucasus Auto Import the best importers.

**Zarapxana and Nikoloz Nakopia** - Sustainable Production, Combining Traditional and Modern Design, Discovery and Promotion of Georgia's Cultural Heritage

This year the coveted Grand Prize went to **Petrocas Energy Group** and Ivane Nakaidze, who were selected by the businessmen present at the ceremony by secret ballot. The winning company was awarded a hand-made, exclusive composition - a golden Bolnisi cross made of precious metals and stones: gold, silver, diamond, blue sapphire, turquoise, zircon and green sapphire. Such awards are now owned by 22 Best Businessmen.

Petrocas Energy Georgia representative Davit Nakaidze spoke about the importance of the awards:

"I would like to express my gratitude to The Georgian Times Media Holding for today's event. The organisation of such an important event, which promotes the development of business in the country, is to



PAPUNA GULASHVILI, FOUNDER OF THE GEORGIAN TIMES MEDIA HOLDING



NODAR DUMBADZE PROFESSIONAL STATE YOUTH THEATRE - DIALOGUE OF CIVILIZATIONS





RMG was this year's top corporate social responsibility company. It was also named largest employer in the region and the best for environmental responsibility. Aleksandre Devidze became **Mr. Charm**, chosen by journalists, and RMG was also the media's favourite business. The business sector named Public Broadcaster as its favourite media outlet.

**Giorgi Chkheidze**, Deputy Director of RMG for HR issues, told us: RMG has been in Georgia ten years. We are the leader of the Georgian mining sector, which today employs nearly 3,700 people, and more than 100 contracting companies are connected to our company. Since 2020 the company has employed 740 new people, and this contributes to strengthening the region's economy and sustainable development despite the challenging pandemic years.

"Along with employment promotion, environmental protection is our main challenge and priority. In order to minimise environmental impacts during mining operations and to ensure the best balance, RMG has undertaken an environmental programme since 2018, under which about 100 environmental projects or mitigation measures have already been carried out".

SOCAR won jury awards for making the largest contribution to

the budget and being the best employer. **Irakli Zubitashvili**, head of corporate communications of SOCAR Energy Georgia, had this to say about the awards ceremony:

"As you know, SOCAR Energy is a global company which has been positioning itself in Georgia since 2016. Therefore, any appreciation is a matter of great importance to us, especially at such an event as The Georgian Times Georgian National Business Awards. Today we are celebrating the 22nd awards, and I think events like this encourage the development of the business sector".

**Wondernet Express Investment Group** and **Kass Land** were named the best investors of the year by the jury and received "Meridian", another exclusive Zaraphkana composition. **Ekaterine Tordia**, CEO of the company, told us:

"We are very grateful to The Georgian Times for bestowing such a generous award upon Kass Land. Our project is large-scale and unique, and we are very proud of it. It is Georgia's visiting card worldwide, and has been called the diamond of Georgian tourism.

"I am happy with the status the project has already acquired, and today we have received an award for this. Another pleasant occurrence is our popularity amongst journalists. The Georgian



NANA GAGUA, FOUNDER OF THE GEORGIAN TIMES MEDIA HOLDING AND BONDO MDZINARASHVILI, MEMBER OF BOARD OF TRUSTEES (GPB)

Times has given us an award as the company of their choice.

"Additionally, we were named the best investor of the year and thus won a transitional award. Kass Land is devising a lot of innovative, interesting and unique projects which our team will implement in the near future".

Georgian Times TV and radio presenters also named their favourite companies at the event. Sandro Vepkhvadze, anchor of the TV programme Capital, gave an award to Bakur Khundadze and

the Autoban Company. The Telegram TV programme gave its award to Kass Land, and this was presented by Papuna Gulashvili, Director General of The Georgian Times Media Holding.

The Georgian Times Radio Station and Nana Gagua, Vice President of The Georgian Times, bestowed an award on Fortuna Radio Holding and its Director General Tamar Chigogidze for the development and promotion of the radio sector. This was a new award.

Aluda Ghudushauri, a member of the ruling Georgian Dream coalition, spoke about the importance of government support for business sector, and stated that the purpose of this was to ensure business could conduct its activities in a peaceful and stable environment:

"The main task of our government support for the business sector. Business, first and foremost, requires peace and stable development. I promise you, on behalf of my team, that we will do our best to create such a business environment, which will ultimately be the key to success. In general, business really needs to be encouraged, which is proved by today's ceremony".

**Supporters of the XXII Georgian National Business Awards were:**

- Tbilisi City Hall;
- The Ministry of Economy and Sustainable Development;
- The Ministry of Environment Protection and Agriculture;
- The Ministry of Finance.

**Sponsors of the Georgian National Business Awards were:**

- Gold sponsor - Petrocas Energy Group; Diamond sponsor - Zaraphana; General sponsor - SOCAR; Official partner - RMG
- Silver sponsors of the event were:** Wondernet Express Investment Group; Georgian Products; Caucasus Auto Import; Georgian Carriage Building Holding; Sevsamora Winery (Marani) (official supporter).

The ceremony was broadcast live by The Georgian Times TV Station. It was also streamed by the following media outlets: Public Broadcaster, Rustavi 2, Imedi TV, PosTV, Fortuna Radio, The Georgian Times TV and Radio Company, GT Media

The first Georgian Times Business Awards ceremony was held in 1995. Since then, the event has consistently attracted great media and public interest due to its high reputation.

The objective of the project is not only to determine the most successful sectors in national business but to support dialogue between business, government and society.

The slogan of The Georgian Times Business Awards is unchanged: "Let us do what we know and live in a wealthy country." See you next year!



MIKHEIL DUNДУА, THE DEPUTY MINISTER OF FINANCE



IRAKLI LEKVINADZE, CHAIRMAN OF THE COMPETITION AGENCY



# Petrocas Energy Group – Everything To Do With Oil

**Petrocas Energy Group** is a transnational multifunctional holding company involved in the trading, transportation and storage of oil products. It is the owner of Gulf, the largest petrol station network in Georgia.

Gulf is distinguished by its quality fuel and prominent level of services. It is committed to making the high-quality European fuel and Western-type services available for Georgian car owners. All Gulf fuels meet the Euro 5 standard.

Both **Petrocas Energy Group** and **Gulf** are traditional winners of The Georgian Times Business Awards. This year, Petrocas and Ivane Nakaidze have won the main award, the Grand Prize. They have also won awards for owning the Largest Network of Petrol Stations, being the Favourite of the World's Leading Airlines in Georgia and for their Contribution to the Georgian Economy. Gulf and the company's

and Mediterranean regions, and has been a market leader for years. Gulf is a well-known network of petrol stations and convenience stores in Georgia.

At the initial stage, it was the hardest thing to make even elementary predictions or shrewdly foresee the right steps. However, I am proud to say that despite everything, we managed to do the most important thing – we have not suspended the development of our business within the frames of our planned projects! Not only have we managed to protect hundreds of jobs but we have added new facilities to the Gulf station network – the Gulf Express stations – a state-of-the-art type of service stations, already well familiar to our customers.

Gulf convenience stores, with their distinguished design, have become a daily companion for so many. I am happy that, together



are significantly cheaper), the safety standards and even the assortment of products in the convenience stores. Together with the number of this type of petrol stations, the palette of services and various promotional campaigns will also grow.

**What does the company's corporate social responsibility portfolio look like?**

In this regards, we try to be as engaging as possible, and take equal care of promoting a healthy lifestyle and maintaining a clean environment. This concept of ours is expressed through the activities we arrange: throughout Georgia, we gradually set up basketball courts named after Zaza Pachulia, a prominent Georgian NBA champion; during the Christmas and Easter seasonal promotional campaigns, out of each litre of petrol sold, we allocate 0.03-0.05 GEL to help socially vulnerable families; each year, at Gulf initiative, large-scale environment clean-up campaigns are held in the tourist zones of Georgia; in this year alone, ten students from Georgia were sent to study in the USA with the support of Gulf; within the framework of the project "Literacy", a joint initiative of Gulf and the National Library of Georgia, children's libraries have been established in more than 200 villages; and we also take care of our four-legged friends as we provide shelter to nearly 200 dogs, who live in special dog houses at Gulf stations, whose food and veterinary services are also covered by us. It is important that social responsibility remains an integral part of our daily life, – says the founder, managing partner and Chief Executive Officer of Petrocas Energy Group Mr. Ivane Nakaidze.



will amount to around 20 million GEL. Therefore, the number of our employees will also increase and new jobs will be added to the existing almost 2,000 jobs.

**What new services or products will you be offering your customers?**

Customers are the most important members of our team. It's been years that we've been observing and accounting for the wishes and opinions of our customers. As a result, we have attained a core decision to create a completely different concept of service – the Gulf Express, which I have already mentioned earlier. At this type of petrol stations, everything's different: the type of service (there is no station attendant), the prices of the offered oil products (they

General Manager Mr. Craig Kramer have also won awards in their own right, for being the Guarantee of Quality and Western-type Services and being the Largest Employer in this country. Here GT talks to **Ivane Nakaidze**, CEO of Petrocas.

**Petrocas has won the Grand Prize for 2022. What lies behind your success? What was the last year like, and what challenges did you overcome?**

It wouldn't be an exaggeration to say that the past year has been full of challenges, not only for our country but for the rest of the world: pandemics, currency fluctuations, ever changing logistics solutions and oil industry related challenges have repeatedly affected the business kaleidoscope. Petrocas is the largest company operating in international shipping and trading of oil products in the Caspian, Black Sea

with our team, we have achieved significant success even in this challenging year. The Grand Prize that we have been given is the acknowledgement of that very success.

**What is the company's strategic development plan in the light of the new reality?**

I believe, business should always be focused on development, innovation and novelty. Each company in our group has a specific vision and mission. We own the largest network of petrol stations in Georgia, which is a great responsibility – not only in front of each of our customers, but also the members of our team who work committedly every day. I can assert now that we will end the current year with dozens of new renovated facilities, and this construction and rehabilitation investment portfolio





# Kass Land - Tourism of Tomorrow



Kass Land is the most recent and innovative project in the field of Georgian tourism, and takes the form of a multi-faceted diamond on Tsalki Canyon. A 240-metre glass bridge, a protected area, a visitor center, open air and indoor restaurants, panoramic views, a cascading waterfall, villas, an extreme bike zip line, a swing and a unique diamond-shaped hanging cafe-bar reflect the 120 million investment which has made this possible. All this is just an hour's drive from Tbilisi.

At the 2022 Georgian Times Business Awards Kass Land and Ekaterine Tordia were named the Diamond Investor and recognised for their Promotion of the Country. Here Ekaterine Tordia, CEO of Kass Land, talks about how this happened.

**Kass Land has been named the best investor of the year and emerged as a market leader in a short time. How does it feel to win our awards?**

In the aftermath of the stress related to the pandemic, we are proud and happy to feel appreciated by the Georgian Times Media Holding Georgian National Business Awards. This is a great incentive for us.

**How did you come up with the idea of creating such an amazing tourist attraction in Tsalka?**

We devised it in 2014. This is when demand for ecotourism increased significantly across the world. Our investor wanted to create an exclusive ecotourism project in Georgia, so we immediately started working on this idea.

We studied different locations, together with the Protected Areas Agency. When we arrived at Tsalka canyon, which is very close to Tbilisi on convenient road routes, and saw such unique, beautiful nature, we decided to implement this project right here.

Initially, only the access road to the canyon was planned to be used, so we leased this area for 45 years. However nature gave us a new inspiration, and we decided to create a tourist space of outstanding architecture.

**Who is the architect of this space?**

We have implemented the architectural project in cooperation with Elita Burji LLC. They offered us a couple of options, and we settled for the glass bridge and the diamond-shaped structure.

The project was designed and realized by Elita Burji. That company did their utmost to create this unique structure, together with their foreign partners.

Special efforts have been made to ensure the safety of the project through its engineering, geological and environmental aspects. We invited international experts to participate in it for this purpose.

**Is it true that 120 million GEL have been invested in this project?**

Yes... The project consists of a glass bridge, visitor center and open air and indoor restaurants. We laid the entrance paths to the canyon, created panoramic views, greened the area and organized its infrastructure. We have 62 villas, a bike zip line and a swing. A hotel with the capacity of 52 people is under construction. The project will be completed next year. We plan to increase the investment, and build an indoor water park and tourist cottages.

Our investor is the largest Israeli development company. They have built the largest mall in Israel near Jerusalem, children's entertainment centers and attractions. Initially they purchased several hotels in Georgia, then decided to implement this large-scale and innovative project. We are proud of the project that has become the center of attention of the world's media and the new visiting card of the country.

**It is mainly women who are involved in the management of the company. Is it difficult for you to manage such a large project?**

Basically, women are in all the managerial positions and we are proud of this. Our experience in business allows us to make the right decisions. I am a lawyer by profession, and I have been providing legal services to large Israeli companies for 15 years. I have worked with development companies,

and, by the way, I am the woman who bought the Goris Dila football club on behalf of Israelis. I was a shareholder and director, and managed the club for a while.

You know how tight knit the Jewish diaspora is, everyone knows Yitzhak Moshe's activities. Trust is the foundation of partnership with them.

**Trust is truly important, but the investors probably assessed the investment climate of Georgia before implementing such a large project. How far does the government help and support you?**

Certainly, we enjoy support. We work closely with Tsalka City Hall to organize communications. We are now implementing a big project to provide an uninterrupted water supply to the district. We have repaired the reservoirs, and now together with City Hall we will finally solve the water problem.

However we try not to disturb the authorities too often, and we solve problems by our own efforts if possible. We have revitalized this place so much that other business groups have also decided to become active, and have started investing in the Birtvisi fortress. Thus, we have given an incentive to others.

Kvemo Kartli will become the new tourist hub of the country. We will soon compete with Kakheti too. We already have 2,500 visitors at weekends, and this is just the beginning.

We will do our best to attract people from all over the world, especially for weddings and parties in Tsalka. Our chef is ready for this challenge. He creates new dishes, promotes local dishes and products and searches for foreign and interesting flavors. I can assure you that our cuisine will satisfy any taste.

85 percent of our employees are locals who we have re-trained. The company will do its utmost to make Tsalka particularly comfortable and attractive for visitors, and to fully utilise the tourist potential of this area. This is our modest contribution to the economic development of the country.

# Wondernet Express Investment Group - Partners For Progress



Wondernet Express Investment Group is a large company created by a partnership between Georgia, Uzbekistan and the United States of America. It was founded by Georgian and Uzbek businessmen in partnership with the global American Trading Company - Trammo, Inc.

It has already attracted 25 million USD in foreign direct investment to build a mineral fertilizer terminal in Batumi. The company has also developed a unique logistics corridor to transport mineral fertilizers from Central Asian countries to the West, which is a modern alternative to the famous Silk Road.

At the 2022 Georgian Times Media Holding Business Awards Wondernet Express Investment Group and Mamuka Murjikneli won awards for being a High Tech Enterprise and for Successful Investment. They were also named Investor of the Year. Here Mamuka Murjikneli, General Director of the company, talks about its plans and strategic development.

**Your company has been named the best investor of 2022. What is the reason for your success? How did the last year develop for the company and what challenges did you overcome?**

Wondernet Express Investment Group is a logistics company which owns a mineral fertilizer terminal in Batumi Port. Our company has attracted direct American investment of 25 million USD for the construction and operation of this terminal, and employs up to 150 local residents. Our partner, and one of the co-founders, alongside the Georgian company ADIA, is the well-known

American company Trammo, Inc. which is a prominent trader of mineral fertilizers. The fact that Trammo partners with us is a matter of great pride and high responsibility.

Our success was mainly determined by our experience in logistics and the attractiveness of our transport corridor. The past year was definitely a positive one. Our terminal got its license of operation to ship mineral fertilizers in April 2021, and the pace of works done was faster than we had anticipated.

**What is the company's strategic development plan?**

The successful past year and quantity of transshipped cargo have enabled us to start working on the expansion of our business, which will be a precondition for further increasing the capacity of our terminal. This will be positive not only for the compa-

ny but for our transit corridor too, and will further increase its importance.

**What innovations do you plan to offer your customers?**

Our terminal is equipped with the latest technologies, conveyor belts, ship loader, fire extinguishing systems, fire sensors. All these enable us to transship 2 million tons of fertilizers per year quickly and safely.

**What is the company's corporate social responsibility portfolio like?**

As I have already mentioned, our company has been fully operational for just a year, and therefore it is too early to talk about such a portfolio, but we are working on developing a corporate social responsibility dimension. We believe education is the most important sector, and our main goal will be focused on education.







**HIGHEST QUALITY  
PETROLEUM**



# Caucasus Auto Import – We'll Sort It Out

Caucasus Auto Import has been a leading auto importer company in the region for 18 years. It has imported 300,000 cars in that time. The company is famous for its high sense of social responsibility. In the aftermath of the recent developments in Ukraine, Caucasus Auto Import has helped the Ukrainian people on an ongoing basis by providing necessary products and medications. Despite the sea transportation obstacles created by the situation, it continues to efficiently manage the logistics processes without any interruption.

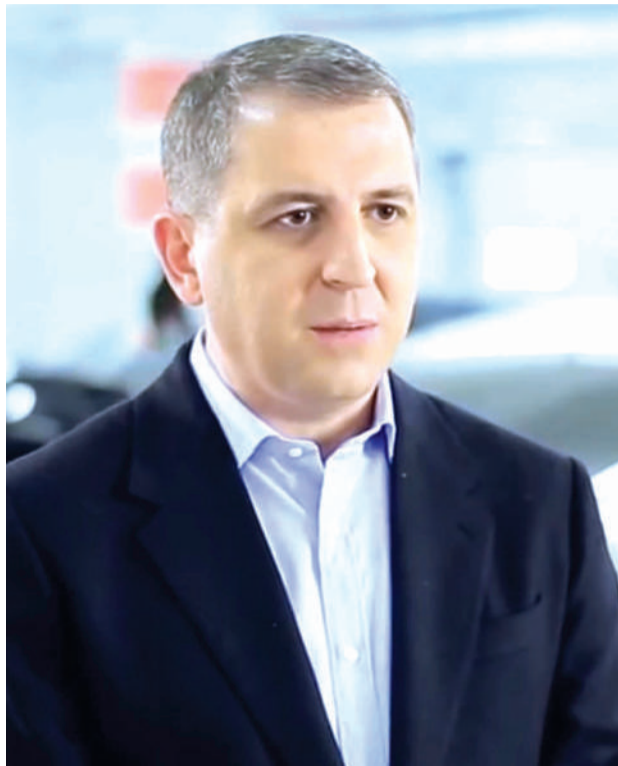
Caucasus Auto Import and Giorgi Surguladze are traditional winners of Georgian Times Georgian National Business Awards. This time they have been recognised for their Variety of Models, Sustainable Warranty Services and Direct Import Services, and for their premium contribution to the auto import sector.

Here, Aleksandre Vekua, Head of the company, tells us about its future plans and strategic development.

**What has this year been like for your company and what difficulties have you overcome?**

In 2022 our company and employees had to face lots of challenges. Firstly, logistic processes were complicated in the post-pandemic period. Secondly, the war between Russia and Ukraine was a great shock for the whole world, and especially for companies offering international logistics services. Due to the above-mentioned events, a large quantity of unscheduled cargo disrupted almost all the shipping lines, and in some cases created their complete paralysis.

We had taken on a responsibility for our customers' goods and had to ensure the safe transportation of their vehicles to their desired destinations. Fortunately, we successfully overcame all these challenges, and I believe our 18 years experience in this field played the biggest role in this.



**What are the company's short term plans and development strategy? What innovations do you plan to offer your customers?**

We have a number of plans, however our main and most important priority is the further development of the company in Central Asia and Africa. We also plan to simplify import procedures not only for our Georgian customers, but customers in any country in which our company is represented. There will also be innovations in the Caucasus Auto Market, where offers will

be even more customized for both local and re-export customers and fully adapted to online services.

**What is the company's corporate social responsibility portfolio like?**

Given the leading position our company holds in the region and the world, the level of corporate social responsibility we embrace is much higher. We can't let our customers down. At the same time, we must always be ready to meet the challenges that follow all kinds of business activities today.



# RMG - Largest Employer in the Region, Operating with High Environmental Standards



RMG is the leader of Georgia's mining industry and the country's largest investment group. RMG Group has made foreign direct investments worth US 300 million since 2012. RMG has an important corporate social responsibility programme which includes caring for more than 3,700 people it employs and promoting the region's sustainable development as a whole. Throughout the mining process RMG pays great attention to complying with existing international standards of environmental protection. For the aforementioned purposes RMG has invested 30 million GEL in environmental programmes. Rich Metals Group and its executive director Tornike Lipartia are traditional favorites of The Georgian Times Georgian National Business Awards. This year they became winners of three significant nominations: for having High Environmental and Corporate Social Responsibility and being the Largest Employer in the Region. Deputy Executive Director of HR Affairs, Giorgi Chkheidze, discusses the company's future plans and development strategy.

**Your company is one of the top nominees of the 2022 Awards. In which areas did you receive awards this time, and what areas of your activities did the experts focus on?**

For the last four consecutive years our company has been nominated for National Business Award, where sector experts select the nominees. It is a great success for our company, that our activities and positive results are seen and appreciated by the country as a whole.

This time we won awards for being the largest employer in the region and having high environmental responsibility. The evening of the Georgian Times Media Holding business awards is traditionally full of surprises, and one of these is that RMG was additionally given a transitional award for high corporate social responsibility. We received our first such transitional award in 2019, and we are very proud of this. Further-

more, our company has become the media choice for a second consecutive year through secret voting, which is a matter of great happiness for us.

Each new award is a matter of great honor for us. It reflects the responsibility we take for our employees, their families, the entire region and our country. Our goal is to focus on continuous development, which involves conducting Georgian mining according to internationally recognized labour safety and environmental standards. It is important that more than 3,700 professional employees stand behind the management of the mining industry - these being the Miners, with whom we share these awards with a great pride.

**What are your future plans? What new projects are you planning to carry out? Do you intend to expand your investment portfolio?**

Our activities are conducted on the principles of sustainable development. Our goal is to do our job with high social responsibility, which combines care for people, the environment and our economic development.

Production refurbishment began in 2018, and is being conducted with the active participation of our international partners. The large-scale refurbishment of the RMG Copper enrichment ore plant is nearing completion, and this will ensure the complete replacement of the plant's old equipment, installed in the 70-80s, with modern, energy-efficient and eco-friendly equipment with low environmental impacts.

An automated flotation process will soon be possible with the help of modern equipment installed in RMG's copper plant. So far, the company has invested 40 million US dollars in this project. Our priorities include respecting environmental and labour safety issues within the refurbishment process, which is following the best international practices.

**RMG is outstanding for its corporate social responsibility projects. What are the company's plans in this regard?**

Corporate social responsibility is a matter of strategic importance for RMG. Since 2012 the Group has spent more than 20 million US dollars on the implementation of hundreds of projects, such as art projects, support of athletes and sports teams, creative youth collectives, the construction of the Bolnisi Museum, sponsorship of various local and international conferences and preservation of cultural heritage.

The high social responsibility of our company obligates us to create a decent, engaging and development-oriented working environment for our employees. The company carries out a number of projects supporting employees, which, in addition to high-quality health insurance, free transportation and meals, are aimed at stimulating employees and their professional development.

The list of social responsibility activities conducted by the company is very long. We will mention here only a couple. We support sportsmen and successful athletes from Georgia, as well as athletes throughout the Bolnisi region. We are especially happy with the success of our famous judokas. Recently, Georgian judoka Lasha Shavdatuashvili competed in Grand Slam Hungary 2022 and returned with a silver medal, whilst Beka Ghviniasvili returned with a bronze medal.

The success of fencer Sandro Bazadze is also worth noting - he became the European champion in 2022. We would also like to celebrate the historic victory of Georgian national rugby team against the Italy, whose longtime fans and supporters we are.

Other activities involve the implementation of educational projects for the next generation in the regions, support of local creative collectives, support of Bolnisi winemakers, sponsorship of various local and international industry conferences, implementation of a large-scale student programme in cooperation with Georgian Technical University and etc...



# Georgian Products – Your Pet Can Be Kartvelian

Georgian Products is a pet furniture manufacturer which has been successfully exporting its products to EU countries and the USA for the past seven years. Despite the pandemic situation, the company has continued to produce and deliver over 150 different products to international markets.

Georgian Products is the first Georgian company to manufacture pet furniture and foods. Thanks to its work, products labelled MADE IN GEORGIA have become symbols of quality in the households of numerous European customers.

Georgian Products and David Bardavelidze are traditional winners of Georgian Times business awards. This year they have won awards for being an International Market Leader, having Innovative Products and for the Professionalism of their Team. Here **David Bardavelidze**, CEO and Founder of Georgian Products, tells us about recent developments in the company.

**What is the secret of your success? What have you achieved over the past seven years?**

Our company was founded in 2014, but launched its first products in March 2015, after the Association Agreement with the European Union was signed. This gave us an advantage over our competitors, as we could export our products to the EU without customs duty.

Since 2015 our pet furniture has been sold in the EU. In 2018 we expanded our product range, with pet food being a notable addition. The enterprise currently employs 600 people.

This award emphasises once again that our success is also that of our country, as we operate on the international market and popularise Georgia.

**How did this year affect the company? What difficulties did the company have to overcome?**

Despite the pandemic and accompanying challenges, 2021 was pretty successful and we have continued exporting our products without interruption. The most difficult challenge was simply to continue operating, to obtain a consistent supply of raw materials and to get our products delivered to our European and American partners.

Unfortunately, the demand of European customers decreased due to the pandemic. The delivery of products to the USA is complicated due to the recent developments in Ukraine. However we do everything to resolve this problem — we create new market-oriented products, use new technologies and optimise raw materials and logistics.

**Which countries do your**



**export your products to?**

Our products are exported to EU countries. They are stocked in warehouses in Germany, the Netherlands, Belgium, Spain, Italy, Poland and the UK, but are sold from there throughout the EU market. We have added another warehouse in Hungary. We also export products to the USA. At present we have already entered two regions, the Midwest and Northeastern region of America. Our goal is to cover all seven regions by next years.

**What innovations can customers expect in the year future?**

Innovative pet toys and accessories are amongst the most important novelties we offer our customers. We also introduced the first trademark (brand) on the market.

We are planning to manufacture toys for dogs made of natural rubber, or its substitute thermo-elastin. There is only one big manufacturer of such toys on the market today, and we want to compete with it. We are already negotiating with customers on the sort of products and quantities they are interested in.

**What does your work bring to the country?**

We create jobs. We promote the country as a symbol of quality. We convey the message that products made in Georgia can be high quality and competitive, which we hope will persuade more investors and manufacturers to shift their production to Georgia. We generate huge inflows of funds for the country, which are economically beneficial.



**What is the company's corporate social responsibility portfolio like?**

First of all, the well-being and progress of our employees is important. We also have a great responsibility to protect the environment and our natural resources.

This is why our enterprise is equipped with European standard production facilities and machines, in which all safety norms are observed. Our employees are given the opportunity to complete different trainings to improve their skills or master additional professions. We use ecologically clean and certified raw materials, and waste is completely recycled.

**What are the company's future plans and development strategy?**

Our company had a lot of ambitious plans before the arrival of the pandemic, and although we had to implement them a little bit late we still managed to do so. We have expanded and upgraded our production infrastructure and machinery. We have introduced a well-known German company to the region, as this has great experience in the field of automation and innovation across the world and impressive customers such as BMW and Volkswagen. Most importantly we remain loyal to our core strategy of being export-oriented and expanding in different areas of the market.

# Zarapxana – The Gold Standard of Jewelry

Zarapxana Jewelry House preserves the Georgian jewelry heritage and engenders its further development. Zarapxana creates its own unique products by practicing the best goldsmithing traditions.

The principle of sustainable production is important for Zarapxana. The company uses only natural stones in its production, obtained ethically without depleting stocks.

All 130 employees of the company work together to ensure that the products created by Zarapxana astonish customers and maintain the company's position as an eternal market leader.

Zarapxana and Nikoloz Nakopia are traditional winners of Georgian Times Media Holding Business Awards. This year their awards are: Sustainable Production, Combining Traditional and Modern Design and the Discovery and Promotion of Georgia's Cultural Heritage. Here **Tornike Samkharadze**, CEO of Zarapxana, tells us more about the company.

**What was the last year like for the company? What types of difficulties did you overcome?**

2021 saw a revival of our business. In 2021 we got our energy back. We couldn't achieve the results of the pre-pandemic period, but we ended the year with better results than expected.

In 2020, our sales almost halved. We had to close our shops for several months due to the COVID-19 regulations. However, we were able to live with the regulations and switch to e-commerce. This now enables us to deliver our products to our customers throughout Georgia and abroad.

**What is the company's strategic development plan in the face of the new reality?**

The new reality has made us understand that it is essential to be more flexible, and we have undertaken a number of reforms. Today we own three shops in Tbilisi and one in Batumi. We are planning to open a showroom in Dubai by 2023. We have positive expectations.



We remain focused on customer satisfaction and the delivery of high-quality products.

**What innovations will you be offering your customers?**

We presented a completely new line of jewelry to our customers in spring 2021 - a collection of knives based on Georgian history. These are made of super hard steel, set with precious stones and unique Georgian details, coated in silver. We created a chess set in 2021, The Battle of Didgori, to celebrate the 900th anniversary of that battle. It is a very valuable souvenir, often given as a gift. It has 12 unique brass gilded pieces. The costumes and characters of the chessmen reflect Georgian history. Precious stones are also used in the pieces: ruby, emerald, turquoise and sapphire.

The key priority of Zarapxana has been the preservation and development of the national jewelry heritage. We have done this for more than 83 years. We also seek to create the highest quality products based on the best goldsmithing traditions, and this is always expected of us. However, despite our fruitful utilization of traditions and loyalty to our national history and professional experience, we try not to fall behind

modernity, and offer trendy collections to our customers.

Zarapxana pledges to pamper its customers with many innovations in the future. We are currently working on a new collection on the theme of Georgia, which we will present in the near future.

**What is the company's corporate social responsibility portfolio like?**

Social responsibility is a matter of great importance for this company, which is why we work in accordance with the principles of sustainable production. We are particularly happy to be recognized for this at the Business Awards. Zarapxana creates its gold, silver and brass products using natural and precious stones, and only ethically sourced natural stones are used in its products.

In 2022 we created a brooch on the theme of the Ukrainian symbol Trident in order to support Ukraine in its present difficulties. This is available in our chain of shops, and 50% of the profit is transferred to the charity fund which supports victims of the war. Zarapxana is also a supporter of various Georgian cultural activities, periodically engages in environmental protection campaigns and participates in campaigns for children with oncological diseases.



**NATIONAL BUSINESS AWARDS**  
**XXII 2021-2022**  
**BEST COMPANY BUSINESSMAN INVESTOR**

THE GEORGIAN TIMES MEDIA HOLDING

Petrocas energy group GOLD SPONSOR  
WONDERNET EXPRESS BRILLIANT SPONSOR  
KASS LAND GENERAL SPONSOR  
SOCAR ENERGY GEORGIA OFFICIAL PARTNER  
RMG CALCAIUS AUTO IMPORT SILVER SPONSOR  
GEOP Quality to Fuel SILVER SPONSOR  
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WONDERNET EXPRESS SILVER SPONSOR

SUPPORTERS

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SEVSAMORA MARANI - BARDZE

“WE DO WHAT WE KNOW”

**XXII National Business Awards**  
**Investment Awards**  
**The Winners of Various Prizes**

**MAIN AWARDS**

- 1. Askaneli and Irakli Uglava**  
Continuance of Ancient Traditions  
Successful Georgian Brand on the International Market
- 2. Aversi and Paata Kurtanidze**  
Ultra-Modern Technologies  
Contribution to Employment  
Pillar of Georgian Economy
- 3. Badagoni Winery and Mari Giorgadze**  
Ambassador of Georgia to the World  
Protection of Cultural Heritage
- 4. Caucasus Auto Import and Giorgi Surguladze**  
Variety of Models and Sustainable Warranty Services  
Direct Import Services
- 5. Dunkin and Giorgi Mshvildadze**  
Consumer Choice  
High Tech Enterprise  
Using Georgian Raw Materials of International Standard
- 6. Dugladze Wine Company and David Dugladze**  
Diversity of Georgian Character  
High Tech Enterprise  
Leading Exporter
- 7. Georgian Carriage Building Holding and Badri Tsilosani**  
Professionalism of Team  
Contribution to Manufacturing
- 8. Georgian International Energy Corporation and Olexy Vilkhovoy**  
Contribution to Georgia's Energy Security  
Contribution to the State Budget
- 9. Georgian Products and David Bardavididze**  
International Market Leader  
Innovative Products  
Professionalism of Team
- 10. GULF and Craig Kramer**  
Guarantee of Quality and Western-type Services  
Largest Employer

- 11. Imposti MEP Engineering Company and Vladimir Kuvshinov**  
Adopting International Standards  
Reliable and Stable Partner
- 12. International Black Sea University and Ekrem Dindarol**  
Professional Education  
International Standard Education
- 13. Qalauri and Murad Ghoghadze**  
Local Production  
Industry Leader and Guarantee of Quality
- 14. Kass Land and Ekaterine Tordia**  
Diamond Investor  
Promotion of the Country
- 15. Leader Credit and Murman Mirtskhulava**  
Professionalism of Team  
Contribution to Small Business
- 16. Lisi Development and Nodar Adeishvili**  
Contribution to Green Construction
- 17. Medical World and Levan Kobalia**  
Introduction of Advanced Medical Technologies
- 18. Petrocas Energy Group and Ivane Nakaidze**  
Largest Network of Petrol Stations  
Favourite of the World's Leading Airlines  
Contribution to the Economy
- 19. PSP and Vazha Okriashvili**  
Large Employer  
Consumer Choice  
European Standard Services
- 20. RMG and Tornike Lipartia**  
Largest Investment Group  
High Environmental Responsibility  
Largest Employer in the Region
- 21. Sevsamora Winery (Marani) and Giorgi Gagua**  
Combining Ancient and Modern Traditions  
Creating High Ecological Standard Production of National Importance
- 22. SOCAR and Mahir Mammedov**  
Large Employer  
Development of Georgia's Energy Resources

- 23. TAM Management and Pantiko Tordia**  
Using Innovative and Modern Technologies  
Unchallenged Leader of Aviation Industry
- 24. Universe Centre for Reproductive Medicine and Teimuraz Gagnidze**  
Leader in its Field  
Professionalism of Team
- 25. Wondernet Express Investment Group and Mamuka Murjikneli**  
High Tech Enterprise  
Successful Investment
- 26. Zarapxana and Nikoloz Nakopia**  
Sustainable Production  
Combining Traditional and Modern Design  
Discovery and Promotion of Georgia's Cultural Heritage

**SPECIAL AWARDS**

- Grand Prize: Petrocas Energy Group**
- Top Investor: Kass Land and Wondernet Express Investment Group**
- Biggest Contributor to the budget: SOCAR**
- Corporate Social Responsibility Champion: RMG**
- Biggest Exporter: Wondernet Express Investment Group**
- Largest Employer: SOCAR**
- Biggest Importer: Petrocas Energy Group**
- Favourite Media Outlet of Georgian Business: Georgian Public Broadcaster**
- Favourite Business/Businessman of Media Companies: RMG**
- Mr. Charm: Sandro Devidze (RMG)**
- Favourite Company of Nana Gagua, Vice President of The Georgian Times: RADIO FORTUNA**
- Favourite Company of TV Programme Capitali: Avtobani and Bakur Khundadze**



# Averssi – The Ever-Present Pharmacy



Averssi has been part of Georgia for 28 years. It has over 300 modern pharmacies spread throughout the country, 30 ultra-modern clinics and 10,000 employees.

Of its various projects, Averssi Rational is a large European standard pharmaceutical enterprise and the Alfa company one of the leaders of the insurance market. Averssi contributes to Georgia's European integration by introducing European standard services.

Averssi and Paata Kurtanidze are traditional winners of Georgian Times business awards. This time they have won awards for having Ultra-Modern Technologies, their Contribution to Employment and being a Pillar of the Georgian Economy. Here Irakli Ksovreli, Managing Director of Averssi, talks about the company's plans and development strategy.

**How did the last year go for the company? What difficulties did you overcome?**

The past year was full of challenges, but was a successful one. The main challenges we faced were caused by the pandemic, and were related to: a) process management and maintenance of business stability despite the illness of our employees; b) ensuring proper management of the logistics and supply chain under difficult circumstances; c) ensuring the import of products in demand worldwide and necessary for our country; d) achieving low prices as much as possible despite the unstable exchange rate; e) ensuring the highest level of social responsibility and, ultimately, readiness to overcome any difficulties in accordance with the nature of our activities.

**What are the company's future plans?**

Both ongoing activities and future plans and development are focused on providing full customer satisfaction through the best prices and promotions, a full range of products, friendly staff, visually attractive and comfortable pharmacy areas and

technological innovations. Our development strategy is mainly based around these elements.

**What innovations are you planning to offer your customers in 2022?**

We are planning to increase the range of medications, cosmetics, personal care and baby care products and special promotions. We intend to open pharmacies at all locations where we are not yet represented. We want to add pharmacies and new premium class pharmacy areas in order to ensure the ultimate convenience and simplified and accelerated purchases through self-checkout machines and online shopping.

**What is the company's corporate social responsibility portfolio like?**

Averssi is one of the companies with the highest level of social responsibility. We conduct numerous projects of this nature. Due to the war currently underway in Ukraine, support of the Ukrainian people is a matter of great importance. Averssi has distributed 100 GEL vouchers for Ukrainian citizens, which enabled them to buy both medications and cosmetics and self-care products available in the pharmacies. Products worth 700,000 GEL were donated to the beneficiaries by Averssi pharmacies.

Averssi Rational and Averssi products were sent to Ukraine in several stages, and the value of these amounted to several hundred thousand Georgian Lari.

Apart from these, we undertake a range of ongoing social projects, including family allowance programme. Large families with five or more children are given products of a certain value as a gift. We have helped 4,424 families with products worth 2,495,770 GEL so far. A Memorandum of Understanding has also been signed with the Georgian National Olympic Committee, under which every active or veteran athlete is provided with medical treatment and any other healthcare services. 2,275,505.11 GEL has been spent on this so far.

Our social projects also include provision of assistance to children deprived of parental care, nursing homes for the elderly, environmental protection and planting trees, cleaning, funding of students' education fees, assistance to needy individuals through medical services and medications, assistance to different organisations, assistance to citizens during the pandemic and assistance to disabled persons and organizations which take care of them.



# Askaneli - Georgian Tradition in the Modern Global Market



The two-century success story of Askaneli began with the legendary Chkhaidze indigenous clay vessels and the excellent grains of Chkhaveri which were vinified in them. The work begun by Anthimos Askaneli in 1880 was made into a success story of the whole country by his descendants.

Despite the challenges faced by the company, several new and significant projects have been carried out including a new brandy factory, successful completion of the retooling process and an export sales increase of 35 percent.

Askaneli and Irakli Uglaava are traditional winners of The Georgian Times Georgian National Business Awards. This year they won awards for Continuance of Ancient Traditions and being a Successful Georgian Brand on the International Market. Here Gocha Chkhaidze, the company's CEO, talks about its successful history and future plans.

**How has the past year developed for you?**

The company began 2022 with big plans for expansion. Once we overcame the challenges caused by the pandemic and the virus recoiled, more opportunities and prospects emerged.

Last year the company achieved 37% growth, and consequently planned to develop at the same speed in 2022. Opening the new brandy factory has been the most outstanding achievement of 2022, as this doubled and accelerated the production process. It gives Askaneli an opportunity to expand further, create more jobs and develop its positions.

The company began a retooling process alongside the Windforce team two years ago. As part of this process our chacha and wine have been relaunched with an updated design. The retooling of brandy took a relatively long time, because we have created an exclusive bottle for all seg-

ments. The new brandy will be launched in September.

**What are the company's future plans and development strategy? What innovations do you plan to offer your customers?**

When it comes to future plans, we actually introduce innovations every year. Since the world constantly sets us new challenges, we also try our best to adapt to the existing reality.

We have a couple of new projects, parts of which have already been completed, and mass production will begin soon. We are also supplementing our portfolio with new trademarks, and working thoroughly on the concept of individual designs.

In order to enhance the brand we are developing various projects in the Horeca sector. Special emphasis is being placed on wine tourism. In this regard, I must single out the construction of the Askaneli hotel and spa centre in Kvareli, which we have big plans for. Even though the construction works have been lengthened by constant innovations and modifications, we are moving forward.

We intend to participate in the amateur golf tournament Taste and Play. The Askaneli company will be

one of the official tournament partners. Taste and Play is important for us due to its promotion of a healthy and active lifestyle.

The development of the Askaneli restaurant chain has been a great success, and this will promote not only the company but also Georgian wine and culture. We have opened an Askaneli restaurant in Miami, and a similar one is planned for Dubai. We are hoping to establish a chain of such restaurants in European countries.

**What is your corporate social responsibility portfolio like?**

Corporate social responsibility is an important value for our company. Our portfolio will definitely include the support of small family wineries, including consultancy, sharing our experience and many other activities. We believe this is particularly important for the development and promotion of Georgian winemaking in the local and international markets.

We initiated the Askaneli Award this year. This is bestowed on persons for their special achievements in the field of culture. The award will be made annually, and the winner selected by the company in accordance with the concept.





**DUNKIN'**  
**RECHARGE**  
**YOUR DAY**



## Dugladze Wine Company - Diversity of Georgian Character



Dugladze Wine Company is one of the leading alcoholic beverage companies in Georgia. Its portfolio includes a full range of grape spirits: wine, sparkling wine, wine brandy and chacha.

Dugladze Wine Company exports its products to more than 30 countries and has its own branch offices in Shanghai and New York. The enterprise is equipped with the latest model machinery and certified according to FSSC 22000 standards.

Dugladze Wine Company is another frequent contender at The Georgian Times Georgian National Business Awards. This year it won in the categories of Diversity of Georgian Products, High Tech Enterprise and Leading Exporter. Here owner **David Dugladze** talks about the plans and development strategy of the company.

**What was the past year like for the company? What difficulties did the company overcome?**

We are particularly happy that our company has

been ranked among the nominees in 2022. Dugladze Wine Company was founded in 2004, and produces wine, sparkling wine, wine brandy and chacha. Our products are available in more than 30 countries in Asia, Europe and North America.

2022, like other recent years, was full of significant challenges for not only our company but the industry as a whole. Despite these, the company is continually evolving and moving forward. Our highly professional team is always developing short and long-term strategies and adjusting them to new challenges. We can say that this year has also been successful, and the company has been steadily moving towards its set goals.

**What are your short term plans and development strategy? What innovations do you plan to offer your customers?**

We believe Georgian wine has huge potential, and we want to bring consumers the highest quality products and inform them about the unique

Georgian winemaking techniques, which have been granted the status of intangible cultural heritage by UNESCO. This status is a very powerful message to the world, and contributes to the global promotion of Georgian wine.

Since the day of its establishment, our company has been actively developing and expanding its vineyard area, production capacity and exploring new markets. It should be noted that the company is dealing strategically with the issue of diversifying markets, and constantly acquiring new export markets. As a result of active cooperation within existing markets, brand awareness is increasing and so does the geographical coverage and sales volumes.

The company continuously meets the needs of its customers. We always offer only the highest quality products; we increase the range of our portfolio based on the customer preferences and add wines made from unique endemic grape varieties.





## Georgian Carriage Building Holding Remains at the Forefront



The Georgian Carriage Building Holding is the largest enterprise in the Caucasus which works according to historic manufacturing traditions. It incorporates the Carriage Building Company, the Rustavi Steel Plant and the Electrical Car Repair Plant. It renders services to the railways of Georgia, Russia, Armenia, Azerbaijan, Kazakhstan and the Baltic States.

The main activities of the Georgian Carriage Building Holding are the construction of new freight wagons, electrical trains and locomotives, the overhaul of existing equipment and the production of spare parts and nodes for the railway rolling stock.

At this year's Georgian Times Georgian National Business Awards the Carriage Building Company and Badri Tsilosani won awards for the Professionalism of their Team and their Contribution to Manufacturing. Here **Guram Ratiiani**, General Director of the Carriage Building Company, talks about its achievements.

**The Carriage Building Company is a regular winner of these awards. What did this year bring for your company? What challenges did you face and how did you overcome them?**

The pandemic years were rather challenging for both our company and the rest of the business sector. Although production didn't stop for a single day, it became rather difficult to supply the factory with the necessary foreign materials and components for carriage production. The situation was complicated by a shortage of these materials, which created a sudden increase in their prices.

However, the main purpose of the Holding's management has always been to properly address such challenges. We were obliged to select new suppliers in the shortest period of time, and I believe we did this successfully.

Another challenge was to find new customers. Our main buyers include foreign private companies. However, we still managed to keep the factory

operating as before. From this perspective, we can evaluate the past year as full of challenges which were successfully overcome. "Something that does not kill us makes us stronger."

**What kind of innovations will the company be offering in the near future?**

We are going to gradually abandon the production of traditional freight cars with standard load capacity. We will be replacing them with new, innovative, increased load capacity cars. This process began two years ago, and our factory has already been able to obtain an international license for the construction of three innovative cars: a closed wagon, a semi-wagon and a wheat-carrying wagon. We are currently working on the development of other types of innovative wagon, and we plan to develop two additional types of wagons per year.

We have also decided to try our luck at the production of metal structures. We have made quite solid investments in this direction, and therefore expect a number of orders by the end of the year.

2021 was special for the company because we began the fundamental transformation and renewal of our metallurgical branches. Developments in the region have created a new reality in which exports from one of the largest producers of metallurgical products in the post-Soviet area stopped completely. This created a serious shortage at the market.

The same can be said of the construction of new carriages. The suspension of exports from Ukraine was also complicated by the sharp devaluation of the ruble, which made Russian production uncompetitive. This generates a serious outlook for our factory and for Georgia in general.



## TAM Management - The Sky Is the Limit



Modernized Low-Flying SU-25 fighting jets, MI Type Helicopters, Air-to-air missiles, Business jets in the near future. And of course, the manufacture and launching of unmanned aerial vehicles. All this can be found in one place - the famous TAM Management.

At the 2022 Georgian Times Media Holding Georgian National Business Awards TAM Management and Pantiko Tordia were recognised for using Innovative and Modern Technologies and being an Unchallenged Leader of the Aviation Industry. Here **Kakha Zhgenti**, Deputy Director of TAM Management, talks about the future plans and development strategy of the company.

**How you assess the Company activities in 2021? What challenges did you overcome?**

We were not surprised to win the awards this evening. We are truly unrivalled leaders in the field of aviation. Our company has 80-year aircraft manufacturing tradition. We are today at the forefront of advanced trends in the development of the sector, including the introduction of innovative and state-of-the-art technologies.

Vazha Tordia and TAM Management implement important projects in aircraft manufacturing. Thanks to his efforts, aviation manufacturing, which was completely stopped in the country in early 90s, began operating again and returned to the international markets. We work in accordance with the requirements of the ISO 9001 Quality Management System and EN 9100 Air Quality Management Standards.

How was the last year like for the company? I can confidently say that it was a successful one. We signed contracts with several countries for the repair and modernisation of basic products, aircraft and helicopters, and the repair of air-to-air missiles. We are implementing contract for more than ten millions of US

dollars. All this happens, under the conditions of difficulties the whole world is facing.

The war between Russia and Ukraine has created many obstacles, as we have been working with Ukrainian companies on manufacturing specific parts and developing technical specifications. That said, we have begun looking for partners in other countries and have done a lot of work to find alternative suppliers.

The positive results of the current year are visible: we have signed multi-million dollar contracts, which accelerated the growth of the company and created new jobs. We are stable taxpayers, and make a significant contribution to the country's export potential by creating high-tech products and services.

**What are your future plans and development strategy?**

TAM Management is focused on the repair and modernisation of primary production, and also plans to launch a nine-seater business jet and unmanned aerial vehicles. We are cooperating with a foreign company on the creation of two types of military-intelligence unmanned aerial vehicles. By the end of the year, testing aircraft will be manufactured and test flights will be performed. If successful,

serial production of (Unmanned Aerial Vehicles) "drones" will begin. To this end, it is planned to create a special area equipped with relevant machinery and facilities.

**How would you describe your corporate social responsibility activities?**

Almost all companies are active in the field of corporate social responsibility in the modern world. TAM Management is no exception. We supported creation of Aircraft building Faculty at the Georgian Technical University. Our company supports Georgian students by providing access to laboratories, installing special stands and providing materials and technical base with appropriate facilities.

Our company is open for students who wish to perform practical works at our base. TAM Management is an aircraft manufacturing company based on innovative and modern technologies, with highly qualified engineer-technical personnel and aircraft designers, a leader in Georgian aircraft manufacturing.

Victory in these awards gives us great incentive. We hope that the dialogue between the government and private businesses will deepen further in order to promote the development and success of national production!





## Leader Credit – Lending for Leaders



Leader Credit is a leading company in the field of small business crediting.

It offers modern and simplified services to customers and enables them to fulfill their business plans quickly and smoothly. Leader Credit is a modern company tailored to customer interests.

Leader Credit and Murman Mirtskhulava have won Georgian Times business awards for the first time in 2022. They have been recognised for Professionalism of Team and Contribution to Small Business. Here Murman Mirtskhulava, General Director of Leader Credit, talks about its emergence.

**What was the current year like for the company? What difficulties did the company overcome?**

First of all, we would like to thank THE GEORGIAN TIMES for bestowing these important awards upon us. The previous year was quite fruitful for Leader Credit. One of the important developments was that numerous professionals joined our highly qualified team. This enabled us to start working on new projects with joint energy.

The goal we set in 2021 was the widest diversification of our credit portfolio to provide a greater concentration on funding small businesses. This goal was achieved, and continues to be to the present day.

We had a successful year in terms of portfolio growth. We increased sales of specific products by 60% in comparison with the previous year. Effective steps were taken in terms of business loans as well.

As a result, Leader Credit has become a leading brand for its contribution to the development of small business. This area is particularly important for us, as the main chal-

lenge of our organisation is to support small businesses, whose development is very important for the country's interests and the diversity of the business environment. The goals and interests of all companies should be directed towards them as much as possible, and this means creating simplified procedures for access to funds and correct identification of business needs.

**What are the company's future plans? What innovations will you be offering your customers?**

Leader Credit's vision is to approach the needs of each client individually and offer them the most customised conditions. This is quite possibly

one of the main features which sets us apart from our rivals.

We have many plans for the future, but our highest priority is to offer digital products which will make access to financial products more affordable and save customers a lot of time. We also sincerely believe that teamwork is key to the success of the company, and therefore we try our best to create a comfortable, friendly working environment where each employee will have an opportunity to develop. Personnel training and retraining is part of our company's daily routine, because we believe that a professional team creates a successful company.



## Lisi Development - Green environment improves quality of life



Lisi Development is leading Georgian real estate market for last 10 years. The company develops 350 ha land plot in Tbilisi, that includes one of the largest recreational areas near Lisi lake and the state-of-the-art Lisi Green Town project consisting of several residential and villa districts. Lisi development also has projects with unique locations in Kokha-Mitarbi and on the Black sea coast in Buknari.

At the core of the company is its commitment to ESG and green concept. From the very beginning Lisi development embraced unique 80/20 concept whereby 80% is allocated for parks, squares, pools, children's playgrounds and additional infrastructure and only 20% of its territory is devoted to residential buildings. Lisi Green Town's residents enjoy 150 m2 public space per capita, out of which 70 m2 is greenery. Green space per capital is 7.7 times higher than the WHO (World Health Organization) minimum standard and 1.4 higher than the recommended standard.

Lisi Development has won multiple Georgian Times business award over the years. This year it has been recognized for its Contribution to Green Construction. Here company's CEO, Nodar Adishvili, talks about the com-

pany's future plans and development strategy.

**What has the current year been like for the company? What difficulties the company had to overcome?**

Lisi Green Town residents find that after moving to Lisi their quality of life improves significantly. They enjoy unique green environment, security and tranquility, and high quality of construction and general infrastructure.

Our 80/20 approach, turned out to be extremely valuable during pandemic. People started to appreciate low density living environment and the green concept. As a result, we finished 2021 with record sales.

We certainly faced challenges during the pandemic, basically in terms of operational area, additional security measures and etc. We also worked remotely for some time, but all challenges were soon overcome.

**What are the company's future plans and development strategy?**

Today, Lisi Development includes three residential districts, villa districts and the one of the city's largest recreational zone, the Lisi Lake. The company continues developing its projects with green concepts, in the Lisi Green Town, the Kokhta-Mitarbi and Buknari resorts.

**What innovations will**

**you be offering to your customers?**

We have collaborated with foreign architects in Lisi Green Town's different projects, including Ricardo Bofill, UN Studio and Architect of Invention. The company plans to continue working with internationally-known architectural studios in order to establish higher living standards on the Georgian real estate market.

**What is the company's green policy?**

The Lisi Green Town has had green principles as a priority from the very first day. Lisi Development has planted up to 50,000 trees and seedlings in the Lisi Green Town and its surrounding areas. There are seven parks, squares and much greenery in the area. We are continuing Lisi Green Town's development, and of course will be maintaining the balance between greenery, new blocks and residents.

**What is the company's corporate social responsibility portfolio like?**

Lisi Development is continually involved in social responsibility projects. We were actively involved in the fight against the pandemic, by transferring funds to the common foundation and assisting specific hospitals. For instance, we helped Gali hospital by buying respirators, etc. This year we are actively assisting Ukraine.





# Sevsamora Winery, Where the Ancient Wins Today



Sevsamora winery (Marani) creates high-quality, export wine of premium class, which has won 20 medals and gained the highest evaluations from sommeliers at international exhibitions. This is a cellar where modern winemaking technology and centuries-old traditional methods of winemaking are combined harmoniously.

The company produces bio-organic wines in qvevri, using traditional methods, alongside classical wines. It promotes the development of bio-organic production and wine tourism in the region, creates additional jobs and takes special care of ecology.

Sevsamora winery (Marani) and Giorgi Gagua were recognised at the 2022 Georgian Times business awards for Combining Ancient and Modern Traditions and Creating High Ecological Standard Production of National Importance. Here Giorgi Gagua, Founder of the company, tells us more about the company.

**What is the secret of your company's success? What was the current year like and what challenges did you overcome?**

The pandemic situation across the world and in our country has forced the business sector to face a new reality. Thus, new challenges and difficulties have emerged.

The year was particularly difficult for small and medium-sized enterprises, and our company was no exception. The company is also involved in the hospitality industry, in the field of wine tourism, in addition to wine production. The spread of the coronavirus rubbed out the company's tourism dimension, and the share of wine sales in the domestic market has sharply reduced.

However, the company has successfully overcome such challenges as employee retention during the covid pandemic and maintaining production without suffering a complete shutdown. This year the company quickly returned to pre-covid pandemic levels and managed to increase both production and sales in a short period of time.

It is worth noting that despite all this, the wine produced by Sevsamora has received the highest evaluations and about twenty awards of different categories at prestigious local and international exhibitions throughout the past 2 years.

**What are the company's future plans and development strategy?**

The company's mission is to produce high-quality products and to promote the development of bio-organic winemaking in the region. We are planning to increase export vol-

umes and seize new international markets in the near future.

Our plans also include the promotion and awareness raising of Georgian wine internationally through the introduction of high-quality products. In order to fulfill these plans, the company constantly strives to produce high-quality wine, taking into account local and international standards.

**What innovations will you be offering your customers?**

Sevsamora winery constantly seeks to offer customers innovations such as diversification of our wine range and offering wines made from rare grape varieties, interesting experimental products and a flexible pricing system.

**What does the company's corporate social responsibility portfolio look like?**

The corporate social responsibility portfolio of our company includes activities and campaigns that contribute to the development of the economic, social and environmental conditions of the people and places linked to the company. The company is involved in environmental protection and the improvement of ecology, ensures the social protection of employees with health insurance and tries to participate in various social projects and activities within its competence.

# Medical World – EXPERIENCE BUILDS QUALITY

Medical World is a medical equipment importing company which has been operating in Georgia for 19 years and has maintained a leading position.

Medical World Spa & Wellness is the division of the company importing high quality spa and wellness equipment. The company provides customers with complete and high-quality services in accordance with the requirements of the modern medical market. It also owns one of the largest network of laboratories, which operate in 12 big cities.

At the 2022 Georgian Times Media Holding Georgian National Business Awards Medical World and Levan Kobalia were recognised in the category of Introduction of Advanced Medical Technologies. Here **Levan Kobalia**, CEO and Founder of Medical World, tells us more about the company.

**This is your first Georgian Times business award. What is the secret of your success?**

Medical World has almost 20 years experience. During this period, it has implemented a number of successful projects in the fields of medicine, health and spas. Furthermore, we have made a number of innovations in the field of healthcare. We set up as a family business in 2003, and have been systematically trying to develop and introduce innovations to Georgia since then.

Medical World Spa & Wellness is focused on importing high-quality spa and wellness equipment. This includes the full equipping and servicing of hotel, wellness, recreation, balneological and resort complexes. The company's mission is to render full and high-quality services that meet the demands of the modern medical market. Our work is carried out by a team of highly qualified, constantly developing engineers who fully meet customer de-



mand. Medical World also owns one of the largest laboratory networks in Georgia, which we founded in 2017, and we have made a contribution to the fight against the pandemic. We have 14 such laboratories in 12 large cities and offer high-standard laboratory research to customers.

Our on-call service plays an important role in the provision of laboratory services. Anyone can call a laboratory anywhere in Georgia without leaving home and receive high-quality services.

This first award is very important for us.

**What innovations and new services will you be offering to your customers?**

Our company will continuously implement new equipments in spa and wellness, as well as in medical direction.

**What exclusive lab tests are conducted in your laboratories?**

More than 800 types of lab tests are performed in Medical World laboratories, in the following areas: hematology, biochemistry, coagulation, immunology, serology, bacteriology, cytology, molecular diagnostics and morphology. A

certain number of lab tests of types which are not yet conducted in Georgia are sent to European countries in compliance with the relevant protocols.

Some of the most innovative lab testing is carried out by the Spanish Research and Innovation Scientific Centre CRES. This focuses on genetic research, regenerative medicine and stem cell work.

Another interesting area is genetic nutritionology, which concerns appetite control, obesity risk, physical activity, nutrient metabolism, food intolerance (lactose, gluten, fructose, histamine intolerance), microelements, vitamin D, folic acid, salt, caffeine, and pathologies caused by metabolic disorders (cardiovascular problems, type II diabetes).

The test for these is a personalised and preventive test tailored to the specific patient. The results allow doctors to give nutritional advice tailored to the individual, as well as advice on other influencing factors.

Here I would like to note that a genetic nutritionology test is carried out once in a lifetime, and is a genetic passport of human nutrition.





## Badagoni - Georgian Wine Made The Georgian Way



The Badagoni Wine Company is a guarantee of quality, success, and the recognition of Georgian wine. It produces the best quality wine, made only from Georgian grape varieties.

Badagoni wine is an ambassador of Georgia to more than 30 countries. It has huge potential for continuous development in the areas of winemaking, tourism and hospitality.

Si Certo Badagoni - yes, of course, Badagoni!

Badagoni Wine Company and Mari Giorgadze are once again winners of the Georgian Times Media Holding business awards. This time they have been honored for being an Ambassador of Georgia to the World and for Protection of Cultural Heritage. Here **Mari Giorgadze**, General Director of Badagoni Wine Company, talks about future plans and development strategy.

**What has the current year been like for your company? What difficulties have you overcome?**

The fact that Badagoni Wine Company has once again won Georgian Times business awards is a matter of great pride for us. Badagoni Wine Company is 16 years old. During that short period of time, Badagoni has become a brand with a huge potential for continuous development.

The Badagoni brand is present in the areas of winemaking, tourism and hospitality. We share our history, centuries-old traditions, heritage, experience and unforgettable emotions with customers around the world through a bottle of wine. We introduce visitors to Georgia, where the history of winemaking began, has been preserved and continues to the present day.

The country and its 8,000-year old tradition of winemaking have turned Georgian hospitality into a legend. We are introducing winemaking equipped with the latest technological achievements in the

wine industry to the world, winemaking which has restored the historic cellar of the eleventh century Alaverdi Monastery and given customers the opportunity to taste traditional qvevri wines from this cellar. This is why we have been honored as an Ambassador of Georgia to the world and for our contribution to the protection of cultural heritage, for which I would like to thank you once again.

**What are your company's future plans and development strategy? What innovations do you plan to offer your customers?**

We are constantly working on new projects, and 2022 has been no exception. Another Badagoni restaurant - Badagoni House Shuamta Information Gate - has been established near Shuamti Monastery.

Shuamta Tourist Gate, a joint venture of Badagoni, Alaverdi Diocese and USAID, has begun to operate in this amazing place alongside the restaurant. The purpose of this

project is to promote the local historical sites and cultural heritage to both local and foreign visitors. Shuamta Gate will offer interesting tours throughout Kakheti, which is important for the economic development of the region.

**What is the company's corporate social responsibility portfolio like?**

For us, one form of social responsibility is to produce the highest quality Georgian wine, to make the impression of visiting us unforgettable for foreign and Georgian guests. Another is to create a safe, secure, pleasant working environment for our employees and take care of them.

At present, the company employs about 1,000 people. We understand that these 1,000 families have improved their living conditions due to our contribution. In addition, it is a pleasant responsibility for each Badagoni employee to be involved in a number of social projects, sponsorships and charities.



## PSP - Guaranteed Quality For Less Price

PSP has made a great contribution to the establishment and development of the pharmaceutical industry in Georgia, and has firmly maintained its position as a pharmacy market leader throughout its existence.

PSP has always focused on quality, its customers and its employees. Since the day of its establishment in 1994, the company has aimed to simplify health and beauty care for its customers, and responded to numerous challenges step by step.

The first challenge was to import quality medications into the post-war Georgia of the 1990s. In 1996, PSP became the exclusive local distributor of about 100 leading pharmaceutical companies. The second challenge was to ensure geographical accessibility. The process of expanding the sales network continues to the present day, with the aim of ensuring that every citizen of our country can easily access pharmaceutical and medicinal cosmetics, baby care and nutrition and health and beauty products produced by the world's leading companies.

The third challenge is to ensure the financial affordability of our products, an ongoing concern. The relevant departments are in constant communication with suppliers with the intention of reducing prices. In addition to the discounts offered 3 days a week, the company meets the needs of people of all ages and tastes via various promotions, the My Family Card and vouchers, brand days and various offers.

PSP and Vazha Okriashvili have as usual taken home some Georgian Times Georgian National Business Awards in 2022. This time it has been recognized for being a Large Employer, offering Consumer Choice and providing European Standard Services. Here **Natia Khaibeshvili**, public relations manager of the company, talks about its future plans.

**PSP has been the traditional favourite of The Georgian Times Business Rating Awards. What the previous year was? What challenges did the company overcome?**

The COVID-19 situation created new challenges and demands. Despite the pandemic, PSP did not go a day without showing support and care for customers. Notwithstanding the unfavourable circumstances, we continually generate interesting offers of new products and global brands.

We have strengthened the PSP online pharmacy, and in every respect increase customers' access to famous brands, medications and baby care



products, at the most affordable prices, in 300 PSP pharmacies across Georgia.

PSP continues to be the guarantee of quality products and services for customers. As part of our network expansion, 35 new PSP pharmacies were opened in 2021, 18 were refurbished, and now 300 pharmacies render services to customers across Georgia.

Following an amendment by the Government of Georgia to Resolution N188, the official import of Turkish medications is now allowed, so we can offer European brand medications produced in Turkey at 60-70% cheaper. The list of Turkish produced medications includes more than 200 drugs which we can offer at very affordable prices. We continually work to increase financial accessibility.

PSP is constantly expanding its range by introducing global medicine innovations and dermatology brands. In 2021, we introduced the two largest brands of dermatological cosmetics, the French SVR and Polish Pharmaceric, to the Georgian public. We also offer the world-famous Italian hair care brand Echosline, which has a wide variety of hair care products and standard and ammonia-free hair dyes; we have also diversified our range of oral health and dental care products with another Italian brand, Curacept, and thus we offer the widest range of oral health and dental care products to our customers.

**What innovations are you planning to offer your customers?**

Network and product line expansion are continuing in 2022. We also offer online pharmacy services and an updated mobile application. PSP offered its first online pharmacy in 2007, and in 2017 the application services were further improved.

However, the challenges of 2020 pushed us to expand our online pharmacy services beyond the capital city. Residents of Kutaisi, Batumi, Zugdidi, Rustavi and Telavi have been using the online pharmacy services since March 2020,

and can thus order necessary medications, baby food and care products remotely without leaving home or work. A courier delivers them to the desired address.

Consumers are already used to receiving novelties and innovations from PSP. During the current year, we will introduce a number of pleasant and essential innovations.

**What is the company's corporate social responsibility portfolio like?**

PSP is actively involved in environmental protection projects, education, social enterprise support and the introduction and promotion of a healthy lifestyle, especially amongst the younger generation. The company also creates new jobs, and at present has approximately 5,000 employees. A friendly working environment, employee welfare programmes, a focus on human rights and gender equality and equal opportunities for professional and career development create a sound corporate environment and engender ethical business management.

In addition to the support provided to various social programmes, it is worth mentioning that 88% of our employees are women.

PSP has supported different types of sports through the years: rugby, judo, boxing, basketball. It sets its own example with successful teams in futsal, mountaineering, rafting and bowling, and supports the promotion of a healthy lifestyle in the younger generation.

The Futsal School League, which began in 2019, has historically involved students of all public and private schools in Tbilisi. In 2022 the students from Rustavi and the Adjara region were also included. School league championships were also held in handball and sport shooting. Within the framework of this project, the Georgian youth futsal team took part in the futsal youth world championship in 2021, for the first time.

PSP makes a significant contribution to social welfare and economic growth through its business activities.



## Universe - For Your Healthy and Harmonious Future



The Universe Centre for Reproductive Medicine is a reliable, high-tech, multi-profile network of medical clinics staffed with a team of professional and highly qualified physicians. Infertility diagnoses, numerous cured patients, special humanitarian programmes and international scientific recognition in reproductive medicine are amongst its achievements.

At the 2022 Georgian Times Media Holding Georgian National Business Awards Universe and Teimuraz Gagnidze were recognised as a Leader in their Field and for Professionalism of Team.

Here **Jenara Kristesashvili**, Doctor of Medical Sciences, Academician and Deputy Director of Universe, talks about the successful history of the company.

Universe was founded in 2007, and has already achieved significant results in a short period of time. It might be said that the Centre is a unique medical institution, which provides all types of ongoing medical services in the field of reproductive health: preparation for pregnancy, monitoring of pregnancy and childbirth.

The main mission of the Centre is the prevention, early and precise diagnosis and adequate treatment of all types of reproductive disorders, which ensures the achievement of the ultimate goal - the birth of a healthy child.

Special attention should be drawn to the fact that not only in Georgia, but possibly worldwide, there are very few institutions in which males and females have an equal possibility to receive comprehensive and complex services for the testing and treatment of reproductive disorders in compliance with advanced modern standards. Such opportunities are offered by our out-patient and in-patient care departments for the surgical and non-surgical treatment of reproductive disorders

in patients of both sexes (from childhood through climacteric).

A comfortable environment, the latest world-class equipment, advanced testing and treatment methods (including IVF) and the friendly, experienced, authoritative and highly qualified staff of the Centre ensure high quality medical services and patient satisfaction and trust.

In addition to the practical activities of the Universe Centre for Reproductive Medicine, great attention is paid to scientific and educational work. The Staff of the clinic are actively involved in scientific research, the development of medical guidelines and protocols, international congresses, conferences and seminars, and in continuous medical education. This is a guarantee that the services provided to patients remain in line with contemporary global standards and are constantly updated.

Infertility and recurrent pregnancy losses are both practical and academic priorities. Universe has exclusive experience in this direction. The results of the scientific research we have conducted in this field spark special interest, not only in Georgia but beyond its borders. This was proved by the awards bestowed on several research papers delivered by our employees at international scientific congresses in recent years.

Special algorithms and guidelines have been developed for managing the practical and academic activities of the Centre, based on the latest global standards, utilising robust data sets, the vast experience of the Clinic and the environment of the country (including its healthcare system). In managing reproductive disorders, the main emphasis is placed on a complex, comprehensive approach to diagnosis and treatment, during which a thorough examination of each patient is per-

formed based on the identification of cause-and-effect relationships, determining the causes of problems with the greatest accuracy and selecting an individual, optimal scheme of further treatment to obtain the best, most effective results in the diagnosis and treatment of patients.

In addition to regular (hormonal, genetic, radiological, etc.) methods for diagnosis and treatment, Universe uses contemporary, highly effective methods such as determination of the DNA fragmentation index of sperm, embolisation treatment for varicocele, Hysterosalpingography in dynamics via digital X-ray, immunological studies, etc.

Our personalised, complex approach and wide range of methods create a high efficiency of patient treatment. These include the selection of adequate methods of ancillary reproductive technology for infertile couples - intrauterine insemination, in vitro fertilisation, blastocyst cultivation, cryopreservation (freezing of sperm and embryos, cryo cycles, etc.), and donation-surrogacy.

Entirely unique corporate social responsibility programmes are conducted by Universe. They include:

- \* Full funding of primary diagnosis of infertility
- \* Full funding of primary diagnosis of recurrent pregnancy loss
- \* Full funding of primary diagnosis of male reproductive disorders
- \* Full funding of primary diagnosis of cervical pathologies
- \* Co-funding of in-vitro fertilisation

We believe that the above-mentioned programmes will help their participants overcome psychological and economic obstacles and contribute to the birth of more long-awaited children in childless families and improve the reproductive health of the population.

## Imposti MEP - Making it Happen



Imposti MEP is one of the fastest growing engineering company in Georgia. It is committed to make our lives safer and more comfortable. Imposti MEP performs high-quality engineering - mechanical, electrical and plumbing works. It provides a guarantee of a safe and comfortable life with its timely and quality services.

At the 2022 Georgian Times Georgian National Business Awards Imposti MEP and Vako Kuvshinov took home prizes for the first time. They were recognized for Adopting International Standards and being a Reliable and Stable Partner. Here **Vako Kuvshinov**, its Chief Executive Officer talks about its future plans and development strategy.

**How has the current year been for your company? What difficulties did you overcome?**

The previous year has taught us a lot. Our services and team have developed quickly. It is a great honour for us that our company has won these awards and is amongst the leading companies in the

country.

Imposti MEP is the first company in Georgia to be declared the best company in the category of fire protection systems. This certainly places both a great responsibility and motivation upon us, and we will endeavour to continually maintain the status of a leading company in the field of mechanical, electrical and plumbing engineering.

We have become the leading company in the field of fire protection systems largely due to the fact that we are part of a construction company. This means we know exactly how to serve general contracting organisations in the most appropriate way. Despite the challenges facing the world, Imposti MEP has successfully performed several projects throughout Georgia over the current year.

**What are the company's future plans and development strategy? What innovations do you plan to offer your customers?**

The policy of our organization is to implanting inno-

ventions. We believe that with a customer-oriented strategy and constant technological progress, we will develop the entire engineering industry and, accordingly, our company.

Imposti MEP is a partner of numerous high-tech production organisations. We are planning to expand our number of partner companies and offer a wide range of products to the Georgian market.

Imposti MEP installs fire protection services and devises such systems. We also install and plan heating/cooling and ventilation systems, plumbing systems and electrical and low current electricity systems. Our goal is to further develop all the various disciplines within this sector and gain the status of the best company of this kind.

**What is the company's corporate social responsibility portfolio like?**

Our slogan is - let's create a safe environment for our children and our country. I think we have fully answered your question.





# Georgian International Energy Corporation - If It Moves, It Needs GIEC

Georgian International Energy Corporation, the flagship of the national energy sector, is a guarantee of the country's energy security.

Large international energy projects implemented by the corporation in order to create energy independence open a window of additional opportunities for Georgia to become fully part of Europe.

GIEC and Olexy Vilkhovoy are traditional winners of Georgian Times Media Holding Business Awards. This year they have been recognised for their Contribution to Georgia's Energy Security and their Contribution to the State Budget. Here **Olexy Vilkhovoy**, Director General of the Georgian International Energy Corporation, talks about the company's latest achievements and development strategy.

**How did the past year pan out for the company?**

2021 was a tough year for GIEC, as it was for the whole country. The impact of the pandemic damaged the economy in general and the energy sector in particular. However, GIEC managed to avoid dilu-



ing its social responsibility to its employees and even managed to increase the salaries of the most vulnerable amongst them.

**What projects is the company implementing to improve energy security and energy independence in Georgia?**

The company is currently focused on renewable energy projects and so-called "distributed generation", in which energy is generated from renewable sources at the point of consumption. In particular we are currently implementing several solar projects which will replace the electricity consumption of the European School in Tbilisi, production

facilities in Kutaisi (the Kutaisi auto mechanical plant) and our head office in GIG Plaza. This is our first step in distributed generation in Georgia, but we believe that this is a significant sphere which can seriously improve the energy security of the country. Several utility scale solar projects will also be implemented on the sites of existing hydropower plants.

We remain active in the traditional power generation sector too, and are continuing to develop a project to create a combined cycle gas fired power plant of 205MW capacity. We are negotiating with the Government about this. Hydro

and wind projects are also part of GIEC's portfolio, and we continue to invest in these fields.

**GIEC is responsible for the most important solar panel projects in both Georgia and Ukraine. What further innovations will you be offering?**

We operate a solar power plant in the north of Ukraine, in the Sumy region. The area where the plant is located was under Russian occupation for more than a month, but liberated by the Ukrainian Armed Forces in April 2022. Despite the invasion and heavy com-

bat, our staff continued to operate the plant and ensured there was not a single day of interruption to the electricity supply to the national grid.

This is one, but definitely not the only, contribution we have made to victory against this brutal aggression against a sovereign European country. The war has obviously had a serious negative impact on our plans to develop more green energy projects in Ukraine, as we were forced to freeze our projects in the Kherson region and Sumy region, where some sites are occupied and the rest near places of combat. But we

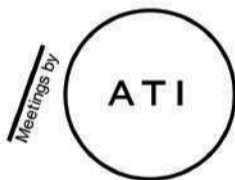
are sure that we will continue these and other projects as soon as the war ends with victory.

**What is GIEC's green energy policy?**

We all understand that there is no alternative to green energy in the long run. Our target is to invest in and develop renewable energy sources in the countries we are active in. At the same time we understand the challenges inherent in creating a complete green economy, and we also target energy storage and achieving the most efficient gas generation, which will support the energy system in its transitional period.



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# International Black Sea University - The Place Where Knowledge Wins

The International Black Sea University is the first English-language higher education institution in Georgia. It aims to provide professional and quality education to its students. IBSU's success is confirmed by the high employment rate of its graduates locally and internationally. At present, 39 English and Georgian language accredited education programs are available at the university. The university publishes six scientific journals annually.

The International Black Sea University and Mr. Ekrem Dindarol have won awards for providing Professional and International Standard Education at the 2022 Georgian Times National Business Awards. Here, Chancellor Ekrem Dindarol talks about the university's future plans.

**International Black Sea University is a traditional partner of the Business Awards. What was the last year like for the institution? What sort of difficulties did you have to overcome?**

The pandemic and the restrictions imposed as a result, were the main challenges for the university last year. However, despite this, the International Black Sea University was one of the first universities to adopt online learning, and managed to provide quality education to students without any interruption. Furthermore, international exchange programs were not suspended. Our students were able to take part in exchange programs online and participate remotely in the programs of various universities around the world. Four academic conferences were held online, in which professors and researchers from 14 different countries participated.

**What is your strategic development plan?**

International Black Sea University is constantly focused on development, which is reflected in our strategic development plan. Our goal is



to create an environment for students and staff which will contribute to the fulfillment of the university's mission, particularly, provision of quality education focused on professionalism, promotion of applied research, innovation, internationalization and continuous education.

**What innovations is International Black Sea University planning to offer its students?**

We traditionally offer a lot of innovations to the students who have chosen International Black Sea University as a place of education. We offer them new accredited programs focused on the provision of practical skills alongside theoretical knowledge. All these programs are greatly supported and positively evaluated by employers, which is a guarantee of the successful future employment of our students.

Moreover, we offer exclusive programs such as BA programs in architecture, American Studies and English Philology, which are the only English-language programs and are unique in Georgia. Our Faculty of Business and Technology students have won the Harvard Business School Case Competition for the second consecutive year, which is a great honor for us as it underlines the quality of our

business education programs. We also offer students a wide range of activities and a lively student life, which is provided by the student clubs, self-government and seasonal schools. Each student is given an opportunity to show his/her skills to the full, develop those skills and prepare for a successful professional career.

**What is your corporate social responsibility portfolio like?**

Corporate social responsibility is one of the main components of our strategic development plan. Our administrative and academic staff, as well as students are actively involved in environmental issues. Tbilisi City Hall has made us responsible for a land terrain near Tbilisi Sea, which we clean, plant trees on and take care of, and we are hoping to arrange a park there named after IBSU.

We conduct numerous activities within the framework of social responsibility. For example, a summer camp based at our university is currently assisting about 300 pupils of the IX-XII grades in terms of professional orientation. The camp has ten sections based around different professions. Students gain the opportunity to learn about professions through fun activities and plan their future.

# Qalaquri – A Guarantee of Quality



The 15-year success story of Georgian natural dried fruit and nut production began on a 100 square metre plot with capital of only \$100. It now includes nut plantations and processing plants in Kakheti and Tbilisi and a dried fruit factory in Tserovani.

Qalaquri and Murad Ghoghadze took home awards for Local Production, being an

Industry Leader and being a Guarantee of Quality at the 2022 Georgian Times Georgian National Business Awards. Here Murad Ghoghadze, Head of the company, talks about its future plans.

**What was this year like for the company? What challenges did you overcome?**

2022 has been particularly important and successful for our company. In the face of the pandemic, we managed to build a new dried fruit factory, where we produce up to 10 varieties of dried fruits at different seasons of the year. It is noteworthy that we have employed up to 20 people.

When we talk about success, we must mention our victory in the most important nominations of The Georgian Times National Business Awards, "Local production, Industry Leader and Guarantee of Quality". Such appreciation from the media is a matter of great importance for Georgian companies, and we are grateful to the team of The Georgian Times.

**What are the company's future plans and development strategy?**

The company has been operating successfully for 15 years and is a leader in its sec-

tor. This is because we, together with our team, try to introduce innovations regularly and thus keep up with the dynamics of the market.

Our development strategy is focused on maintaining and improving quality. Therefore, we intend to introduce international quality standards in our production. We spare no effort for this, and are proceeding successfully.

Future plans include improving exports, which unfortunately stopped due to the pandemic. We are currently negotiating with the USA and several European countries to put our products on international markets.

**What innovations are you planning to offer customers?**

Qalaquri constantly offers innovations to its customers. It should be noted that the company has created a new premium line of products, such as dried fruits and nuts, with a distinctive design and modern packaging. We have

also updated the packaging of the children's line, popcorn and corn snacks. The new packages are already available in stores. It is planned to increase the range soon; in this regard we will offer innovative and healthy products to our customers.

We would like to thank our loyal customers. Their contribution to the stability of our company and its focus on continuous development is of paramount importance.

**What is the company's corporate social responsibility portfolio like?**

Qalaquri is a company with a high sense of social responsibility. We periodically carry out charity campaigns together with partner organizations. We donate our products to children in boarding schools, those who are socially vulnerable and displaced families. We believe that such philanthropy is the responsibility of any business, especially in developing countries like Georgia.







# NATIONAL BUSINESS AWARDS

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