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TOP COMPANIES OF GEORGIA



Gegi Kelbakiani, NCC



David André BENHEIM, Georgia Palace Hotel

GOLD SPONSOR



LOYAL CAPITAL GROUP



Vano Ioseliani, Tetri Qudi



Nutsa Abramishvili, Schuchmann Wines Georgia



Shalva Alaverdashvili, Rixos



Revaz Jorbenadze, Chapidze Emergency Cardiology Center



David Tsaava, BasisBank



Nino Tsilosani, Georgian Carriage Building Holding



Zakaria Zalikashvili, Georgian Manganese



EVEX
Medical Corporation



LISI
DEVELOPMENT

HEIDELBERGCEMENT

რუსთავის აზოტი **Rustavi AZOT**

ავერსის კლინიკა **AVERSI CLINIC**



RENAULT
Passion for life



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AVERSI



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მეტი ვიდრე უბრალოდ წყალი
MORE THAN JUST WATER

Inexpensive, Reliable, High Quality – Rustavi Azot LLC Has Spanned Six Decades



“Finding new export markets”, “introducing groundbreaking technologies”, “social responsibility” – Rustavi Azot LLC has received awards in these areas many times. According to the National Statistics Office of Georgia, in 2015 Rustavi Azot LLC was amongst the top ten companies for implementing foreign investment. It is the only manufacturer of nitric fertilisers in the South Caucasus, with 90% of its products sent for export. Its inexpensive, reliable, high-quality output has gained the company a firm position in the global market.



RUSTAVI AZOT – THEN AND NOW

Rustavi Azot was founded on February 27, 1956. It produced its very first ammonia fertiliser 60 years ago, using local raw materials. Today it is an important member of the “Loyal Capital Group,” established by well-known Georgian businessman Roman Pipia,

which has become the largest industrial enterprise in Georgia. It remains the only manufacturer of ammonium nitrate, ammonium sulphate, ammonia, sodium cyanide, nitric acid, ammonia water, blue vitriol and other types of chemical fertiliser in the Caucasus.

Rustavi Azot LLC’s products are fully in line with inter-

national standards. The enterprise produces 450,000 tonnes of ammonia and 10,000 tonnes of sodium cyanide fertiliser per annum when working at full operational capacity. Its industrial complex, which covers 170 hectares, employs 2,300 people in Rustavi and works 24 hours a day.

DOMESTIC AND GLOBAL MARKET

Rustavi Azot LLC is one of Georgia’s biggest exporters. Its markets include Armenia, Azerbaijan, Turkey, Bulgaria, Bosnia, Macedonia, India, Pakistan, Kazakhstan, Uzbekistan, Indonesia, the Philippines, Ghana, Zimbabwe, Tanzania, Egypt, Colombia, Bo-

livia, Chile, Ecuador, Guatemala, Honduras, Peru, Argentina, Mexico and the Dominican Republic.

RESOURCES AND CONTRIBUTION TO GEORGIA’S ECONOMIC DEVELOPMENT

Rustavi Azot LLC is one of the biggest enterprises in the country, and contributes millions of GEL to the state budget every year. It makes a vitally important contribution to the advancement of the country’s economy. The company is now discussing the allocation of 155 million USD in funding from the European Bank for Reconstruction and Development, which has been granted largely as a result of its participation in Partnership Fund projects. This funding will double the export potential of Rustavi Azot LLC, which is of the utmost importance for both the company and the economic growth of the country.

AGRICULTURAL DEVELOPMENT AND INNOVATIONS

The company’s newest product – copper blue vitriol fertiliser - is free of harmful minerals. It has 98% copper sulphate content, which is necessary to ensure the normal growth and development of plants and high-quality harvests. Copper sulphate is a particularly important type of fertilizer, widely used in viticulture, and therefore this product has wide application.

Rustavi Azot LLC is a global leader in the production of ammonium nitrate fertiliser, and this makes the company essential for the sustainable development and continuing economic strength of Georgia.

During recent years new technology has been introduced which makes it possible to improve the company’s technical and economic indicators and to increase the quality of its products in response to customer needs.



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HeidelbergCement Caucasus to bring New USD 120 million invest in Cement and Concrete Production Facilities in Georgia

On May 18, 2016 HeidelbergCement Caucasus, Georgian Co-Investment Fund and Hunnewell Partners, LLP held an official presentation of their joint investment project of USD 120 million to upgrade HeidelbergCement's existing cement and concrete facilities in Georgia. Final closing of the agreement is scheduled in June, 2016. Apart from financial contribution, the partnership will enable HC Caucasus to capitalize on GCF's portfolio of cement-intensive projects and Hunnewell's expertise in primary construction materials.

USD 100 million will be spent on a new cement production line in Kaspi using the dry process that will push down production costs substantially. Preparation works in Kaspi have already started at the end of 2015. The main works will begin in July 2016.

In order to reach a strong vertically integrated business setup, additional USD 20 million will be invested in upgrading and developing the supporting network of ready-mixed concrete and aggregates plants. The involved parties are also looking into opportunities of expanding the production base in West Georgia after completing the proposed project.

Apart from introducing new technologies, the project will contribute to Georgia's economy through improved trade balance and the creation of additional jobs within the sector. The upgrade and development of the Georgian business of HC Caucasus will take place between 2016 and 2018.

HeidelbergCement started business in Georgia in 2006. After ten years of continuous development of the business the Georgian subsidiary HC Caucasus currently oper-



ates three integrated cement plants (Kaspi and Rustavi), a cement grinding facility in Poti and a cement terminal at the Black Sea coast. The cement production capacity exceeds 2 million tons of high quality cement.

The cement business is supported by a strong network of 12 ready-mixed concrete plants that produce more than 670.000m³ concrete per year. Sand and aggregates for the concrete is partly supplied by two own aggregate pits in Batumi and Tbilisi.

ჰაიდელბერგცემენტი
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HEIDELBERGCEMENT
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More than 1200 employees!

NCC Construction Company – A Quality-Oriented Successful Company

The NCC Construction Company is operating on Georgian market for eight years and during this period has carried out many important and challenging projects. The company has been continually successful by combining engineers with multi-year huge experience in construction with younger generation with advanced knowledge in management.

The company is not focused on one particular area of work. Infrastructural projects (roads, bridges, tunnels, underground communications facilities, parks/recreation areas) and all types of buildings (residential, hotels, medical and entertainment centers, etc.) are within the company's sphere of interest.

High-quality construction work and a high sense of responsibility to its clients are the top priorities of the NCC. Here its founder and General Director, Gegi Kelbakiani, tells us about some of its projects.

NCC has managed to implement a number of serious projects over the past eight years. What has brought you such success in such a short time and what is your company's formula for success?

You are right, our company has managed to conduct some rather important and challenging projects within a pretty short period of operation. We believe a clue to our company's success is our ability to find highly qualified engineers and staff with modern managerial skills and visions and maintain a balance between them. This process is dynamic by nature, and the company adds and rotates its staff to make this balance even better

During a very short period the company has completed more than 50 projects of different scope and complexity, including a number of so-called Tbilisi landmark projects.

How would you assess Georgia's business environment, and the emerging trends and challenges the construction sector is facing?

Construction rates are pretty high in this country, both in the public and private sectors. Nevertheless, it should be stressed that the business environment is rather difficult for construction companies. The main challenge is price, which is becoming the main determinant when clients select a construction company, and the absence of regulations (they are practically non-existent), which



opens a door to a lot of inexperienced construction companies and generates a high probability of inappropriate practices being followed. These factors create an extreme reduction of profits and in some cases even losses.

As a result, construction companies no longer have the resources to bring in the country new technologies, identify and educate new engineers and implement investments. Without all these, the engineering potential of the country will be put under significant threat in the long term.

Georgia is a developing country and there is a great need for the development of infrastructure. As a rule, business is not supporter of stringent regulations, but there is a need for some regulations with a long-term vision that will protect both clients and companies and ensure sustainable development in the long run.

The tendering process ought to be about not only getting the

best price, but achieving the long-term growth of local construction companies and giving them the opportunity to make investments in basic business elements such as construction machinery as well as in human resources.

What is your company's priority?

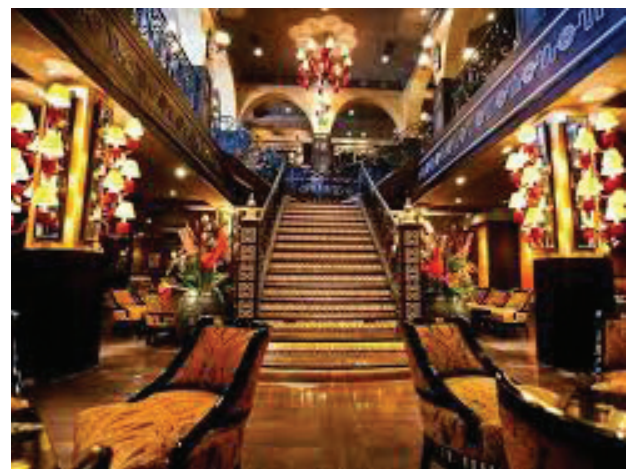
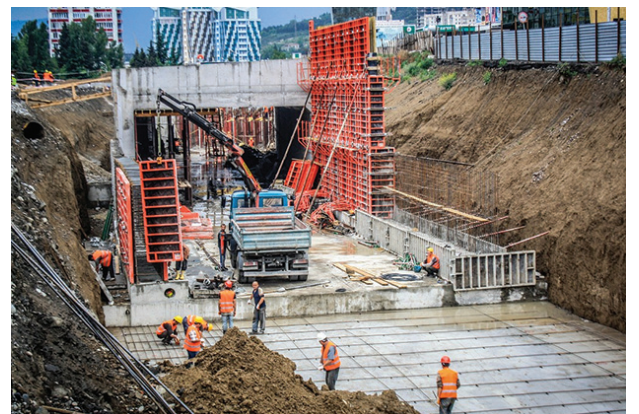
High quality continues to be the unvarying value of our company. We believe that compromises with regard to quality are inadmissible. That is why it often becomes necessary to make changes in the projects and send it for further elaboration. This places additional expense on our company and delays in construction, which creates extra problems for the company and the population. Nonetheless, we regard a quality as a binding thing that is worth incurring additional costs for (even at the expense of one's own profit).

We believe, that this form of social responsibility must be accepted by all construction

companies, but regrettably this does not happen and very often we see absolutely different picture in Georgia today.

NCC Construction Company is actively involved in social projects. Can you tell us about these?

Year on year NCC is actively implementing different charity activities that are mainly focused on younger generation's health, education and well-being issues. Notwithstanding above, we believe that main area of social responsibility that we bear as a construction company, is continuous emphasis on high quality of constructions undertaken, comfort-oriented approach towards population affected by construction process implemented by us and implemented aesthetically pleasing projects aiming at improvement of life environment for Georgian populations and its visitors are the most essential components of our responsibility towards country and citizens.



Lisi Development – Green City in the Capital

Lisi Development is implementing a large-scale project on nearly 350 hectares of land in the vicinity of Lake Lisi, to fulfil a vision of building a green town by the lake which dates back to 2010.

The company has created a modern residential complex, distinguished by refined architecture, which promotes a healthy lifestyle. The main concept of the company strategy is - 80/20 – which means that the buildings occupy only 20% of the land area, while the other 80% is used for recreation areas and infrastructure.

The well-furnished, five-storey residential block is close to the heart of the capital but in an ecologically clean area. It offers villas and duplex-type flats with their own courtyards, with each building being constructed differently. Except of the eco environment the particular charm of the project is the open, panoramic views

available from almost all balconies.

The additional convenience guaranteed by Lisi Development is the parks, fitness centres and swimming pools the project incorporates. It also includes educational centres, which are already open, and ensures 24 hour security at the territory.

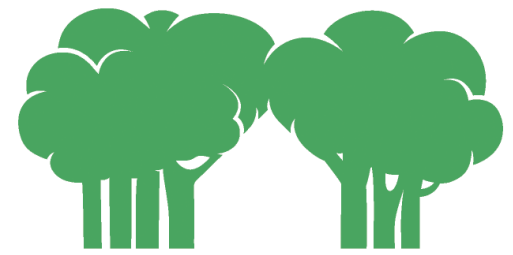
Since Lisi Development launched its **Green Town** on

Lisi project the surrounding area has been significantly improved. In addition to the well-furnished beach, there are new rest and recreational areas, a bicycle path, a stadium, a sulphur bath and café-bars.

Arboretums, green islands and recreational areas have been developed on Lake Lisi during the last 5 years. A company called Lisi

Greens has been set up by Lisi Development in partnership with Italian company, and is bringing together all kinds of rare plants in a sapling forest.

New district in the Lisi Green Town will be completed in 2017, a significant part of the construction having already been completed. It will contain around 400 homes in total.



LISI
DEVELOPMENT



LISI GREEN TOWN

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სადაცაა ქალაქი ლისი | LISI GREEN TOWN

Georgia Palace Hotel and Spa

- Georgian Hospitality at Five Star Hotel in Kobuleti

Politicians, culture and fashion icons and popular actors and singers from both Georgia and abroad are amongst those who have chosen the Georgia Palace Hotel and Spa – people who stand out for their refinement of taste and social status. Each of the distinguishing features of the hotel is easily comprehensive at first glance – its design, standard of service and views of the open sea and mountain landscape from the balconies of its comfortable rooms, which are rare elsewhere. As the saying goes, once you choose the Georgia Palace Hotel and Spa it instantly becomes an integral part of your summer.



David André BENHEIM (GM): “As a French/Canadian General Manager, I’m proud and honored to have been given the opportunity to run the Georgia Palace Hotel & Spa. By utilizing my experience of managing luxury hotels on all continents I have added an elegant universal flair to the already famous Hotel & Spa.”

156 rooms of all types
“The dream of our owners - Mr. Temur Tchkonია and his wife Marina Gunia, became reality when they opened our World Class Palace, Hotel & Spa in Kobuleti. This seaside resort city has long been the central holiday spot in Georgia. Thanks to its unique microclimate and its ten kilometre pebble beach, Kobuleti is becoming the leading attraction for both leisure and business travelers and for dig-

nitaries and celebrities.
“We offer our guests all types of rooms, from large single rooms up spacious and luxurious suites, which have a range of different views from their balconies and deluxe, five star amenities and décor.”

Business meetings mean relaxation here
“Our hotel caters for both leisure and business guests. The business segment is mainly here during the winter, when we offer special and attractive conference and meeting packages. You can step into an oasis of calm and spoil yourself at our Spa Clinic, which offers the most professional facilities and services that relax the mind, pamper the body and renew the spirit. Try the Ayurveda treatments; our doctor will be pleased to introduce you to the oldest form of healthcare in the world.

“Thanks to our large grounds and our unique beach location we offer almost unlimited facilities for our guests to relax in and enjoy their dream holiday. We offer basketball, miniature golf and tennis facilities and guests can also play badminton, table tennis and other outdoor games. We have a children’s playground and club and an indoor swimming pool and sauna. Those who are willing are encouraged to do yoga exercises in the health centre.”

Our menu combines traditional Georgian dishes and French cuisine
“Year on year our hotel becomes a meeting place for all kinds of guests from all kinds of countries. This is thanks to Georgia becoming more in focus in the international market.

“Our hotel has achieved excellence in culinary offerings and service. We are considered by the majority of our guests to serve the richest Georgian

cuisine, without forgetting our panoramic French fine dining restaurant, where our French chef delights guests with his creations.”

Our hotel is constantly developing
“Over the last few years we have been systematically add-

ing more and more facilities, both for the enjoyment of our guests and to demarcate ourselves from any other competitor. Thanks to the success of our hotel, and its excellent name in the marketplace, we are looking at the possibility of extending our operations by opening other properties.”



Tetri Qudi – Mushrooming In More Ways Than One

The Tetri Qudi LLC mushroom company has led the Georgian market for the past six years by offering a combination of high-quality products and affordable prices. It has not only replaced imports with domestic production but exported Georgian mushrooms to foreign markets. Tetri Qudi has encouraged eco-friendly production in Georgia.

The company's 14 hectare industrial complex and 40 high tech greenhouses on the Rustavi Highway produces 200 tons of mushrooms per month, most of which goes to retail sales. The company supplies more than 3,000 thousand retail stores and restaurants throughout the country.

Vano Ioseliani, General Director of Tetri Qudi LLC, tells us about the achievements and future plans of the company.

Since Tetri Qudi LLC was set up in 2010 it has increased production by 600% and completely replaced imported mushrooms. What has brought you such success in such a short time?

Georgia has long had a very low rate of mushroom consumption, which is due to a number of factors including limited access to product - weak distribution channel (mushrooms were available only at agricultural markets), unreliable delivery mechanisms (in most cases, it was almost impossible to buy mushrooms) and high prices. Georgians total consumption was no more than 300 tonnes of mushrooms per annum that is the lowest rate in Europe.

After undertaking a market survey, we decided to set up a domestic industrial enterprise. In 2011 modern European-standard technologies were introduced, qualified employees selected and long-term plans laid out. We are continuing to pursue these. The results are obvious: in only a couple of years our management team managed to:

1. Insure constant, permanently supply of market with

high-quality products

2. Significantly reduce prices (from 20-25 to 4-8 GEL);

3. Promote the product through introducing new mushroom dishes (through targeted work with restaurants) and holding a variety of promotional events.

Your company has not only gained a foothold in the Georgian market but is a successful exporter. Which countries do you export to at present and which do you plan to enter in the near term?

At present we produce 200 tonnes of mushrooms per month. I believe the consumption potential in Georgia is even greater than this, but it is matter of time. Therefore, today we also sell to other, complementary markets. We export Champignons and oyster mushroom-based compost to Armenia, around 6-8 trucks monthly. We have also begun exporting to Dubai and are getting ready to enter the Qatar market.

Which varieties of mushroom do you currently produce?

At present, we manufacture three varieties - Champignon, Oyster and Portobello. In addition to the Oyster mushroom compost we are now working to introduce Champignon compost in Georgia in the near fu-

ture.

Your success has gained the attention and trust of foreign businessmen, and as a result you have attracted over 11,000,000 US Dollars in investment. Are you planning to use these funds to develop compost farming?

A new compost manufacturing plant is being built, based on Dutch technology. It has an initial investment capital of 1,000,000 USD. This will allow us to replace imported raw materials with a domestic product and create new export potential. Based on foreign market analyses we believe that Georgian compost can be competitive product.

How would you assess the international potential of Georgia's agribusiness?

Certainly we have potential, but it requires further realization and application. Many factors should be considered. Based on current situation analyses we can outline:

1. Industrialization—factories left over from Soviet times are outdated - be it from infrastructure or technology point of view. While Georgia has been still in development, civilized world was developing with high speed - setting new standards and implementing new technologies. Today we need to catch up, adopt the know-how they



have and implement modern technologies.

2. Due to high unemployment rate labor force is cheap in Georgia, but problem is that we face an acute shortage of qualified personal, that is fundament of successful business.

3. Access to financial resources is vital for the development of small and medium size enterprises. These are mainly middle class representatives, who mainly use two types of financial resources: Personal and Bank loan. Taking into account Georgia's so-

cio-economic condition share of personal funding is too small, therefore increasing availability of Bank financing is critical for farther development

4. Removal of trade barriers with Europe created new potential for Georgia – we can start entering new markets with bio-products. This is unique capability that should be captured.

What challenges do you regularly face and what could boost the development of domestic production and local farming?

In this case I would like to

outline infrastructure: electricity, gas, water, sewage system, internet, etc are problematic in regions; Costs are high so that small and medium size entrepreneurs can hardly afford. This is a considerable obstacle for the development of the business sector.

The good news is that as of now government is active in implementing new infrastructural projects – internetization, gasification of villages, etc.

I truly believe that we can cope with all the problems and achieve desired level of development.



Georgian successful business diversification model - Schuchmann Wines

Schuchmann Wines Fly The Flag For Georgia

Schuchmann Wines Georgia combines European management techniques, modern wine production technologies and Georgian wine-making traditions to make a product which attracts admiration not only in Georgia but in foreign markets. This can be demonstrated by the number of gold and silver medals it has gained at prestigious international exhibitions and competitions, which have contributed to making Georgian wine famous.

Schuchmann Wines Georgia was founded by well-known German businessman and philanthropist Burkhard Schuchmann, who had become enchanted with Georgia. In 2008, just after the Georgia-Russia war, Schuchmann invested 7 million Euros in this business while other companies were pulling out of Georgia. The company was officially established in the village of Kisiskhevi in Telavi in 2010 and owns 120 Hectares of vineyard, a high tech production enterprise and a chateau complex. The Schuchmann Group also includes a boutique restaurant, a hotel, a wine spa and a leading international travel agency.

Here Nutsa Abramishvili, General Director of the company, talks about the unique features of Schuchmann Wines Georgia products.

Schuchmann Wines Georgia is an export-oriented company. How interested are foreigners in Georgian wine?

The local market has an image-making function for Schuchmann Wines Georgia, but we are mainly oriented on export due to the greater volume of the international market. We enter markets where fewer risks exist and where customers are solvent. We work with more than 20 countries and endeavor to establish a foothold in markets where Georgia's image and popularity are already significant. Georgian wine is a national product, and its reception is directly proportional to the image, self-identification and popularity of the country.

There is great interest in our product in the West, America, China and Japan. Our brand is sustainably established in these markets. This is a growing trend and we expect continued success in the near term.

German businessman Burkhard Schuchmann founded your company – how do foreign investors assess Georgia's investment climate?

First of all, Georgia has got to become familiar to people and be admired and believed in. Only then will people see the attractiveness of its investment climate. A post-Soviet country which occupies a special position in the region and is a leader in a number of sectors will always be attractive for foreign investors. There are plen-

ty of unused resources and potential in Georgia. There are also many issues which need to be addressed, but the longstanding traditions, rich history, wine and geographic location of Georgia are making investors think about coming here, which is really very good. The country desperately needs foreign direct investment, and I am hopeful the number of interested parties will only increase.

Which countries does Schuchmann Wines Georgia export to and do you have any plans to enter new markets?

We have already achieved success at various markets and gained wide popularity among customers. Most importantly, a lot of talks are be-



ing traction, and we have two restaurants, in Tbilisi in Old caravanserai, in Museum building and in Kakheti, in Schuchmann Château, where our guests can experience both Georgian cuisine and wine. As well wine spa. Our customers are from the medium and upper consumer

You have created wine tourism services in Tbilisi and Kakheti. How important are such services for the development of tourism in Georgia?

Our company is diversified not only in market but in business operation terms. Our group also consists of a network of restaurants, in Tbilisi and in Kakheti, hotels, the Schuchmann wine spa and Schuchmann Travel, an international incoming travel agency. Alongside the winery we have created wine and gastronomy products and services.

Wine tourism is a unique product for foreign tourists coming to Georgia. We share Georgia's culture, wine traditions and modern Georgian cuisine with them. We are also working on the development of various travel destinations throughout Georgia.

We have created a wine spa for the coming season, whose offerings are based on unique wine fragments and made from exclusive grape varieties from our vineyards. This wine is 100% ecologically pure. Our wine therapists offer unique procedures, such as Grape Seed Scrub regeneration, traditional local mud treatment procedures and hot wine baths.

The leading product of Schuchmann wine spa is our natural grape seed oil, which is distinguished by its unique features. It is a moisturizing, anti-oxidant, anti-aging and soothing oil which makes skin soft and supple.

Visitors can take a bath in the Schuchmann wine spa baths and feel the magic impact of wine for themselves. The wine spa uses only local, natural, raw materials, gifted by Mother Nature, which we collect from our vineyards and manufacture in a natural way.



ing held around the world on introducing Georgian wine, and this is a prerequisite of Georgia's further development and marketing promotion.

We are targeting Asia, the United States of America and the United Kingdom. In this regard, we are working hard.

How would you compare Georgian and foreign markets and which segment of the population do you focus on?

The local market is specific. Our customers have only recently begun to taste bottled wine and a tradition is emerging slowly. Wine consumption for gastronomy purposes is also gain-

er segments, people who appreciate high-quality products.

What makes Schuchmann wines different?

Georgian wine in general is a unique product. The country is distinguished by its wine making traditions which counts over 8,000 years. We at Schuchmann's only make wine from grapes from the highest quality vineyards and conduct quality control at every stage. Our direct competitors are wines from other parts of the world, but our entrepreneurial potential, high tech enterprise and cellars, which hold more than 100 qvevys, give us a competitive advantage.



‘Expect Nothing Less’ – The Premier Class Hotel ‘Rixos’ Offers More Than Just a Unique Resort

Likani, located in the city of Borjomi, was a well-known sanatorium for many years. During Soviet times it was a matter of prestige to get a passto go there. Today the Rixos Hotel stands on the site of the old sanatorium, which was abandoned during the hard times that followed. This large and comfortable building, with its green areas and parks, forms part of a balneo-therapeutic and ski resort with no analogue anywhere in the world.

Here GT interviews Shalva Alverdashvili, the Director “Borjomi Likani International”, who explains why the hotel has become so successful.

This is the first project Rixos has implemented in Georgia, in association with The Partnership Fund and the KazMunayGas energy company of Kazakhstan. How much has been spent, and how long will the project take to complete?

The hotel was opened on January 1st 2015. The overall investment amounted to 48 million US Dollars. The first part of the project was launched in 2006 when Georgia and Kazakhstan signed an inter-state agreement. A specific sitewas allocated, which was later given over to the Kazakhstan side, and both countries began developing it. Although construction was suspended for a while, it was renewed thanks to the efforts of both countries’ shareholding bodies and was completed in 2014.

The hotel site covers 42 hectares. It borders, but is distinct from, Romanov’s Royal Palace, which is state-owned land. The palace is currently being reconstructed, and this process will take two years. We will then be able to offer our guests a separate tour of the palace.

What type of rooms does the hotel contain, and how many?

Rixos is a premier class five



star hotel containing 151 rooms in total. Even the smallest room is of a deluxe type. They start from 24 square metres, in line with the premium class hotel requirements. We have both standard-type rooms and presidential apartments.

Despite the fact this is a five star hotel our prices are rather friendly, as since hotel management was assigned to us we have tried to make the rooms available for everyone. We offer an ongoing programme of discounts: for instance, in March and April we offered a standard double room for 99 US Dollars. We also offer a 9+1 deal for corporate clients, meaning that if nine or more rooms are booked the tenth is free. We often offer free use of our conference halls too.

We offer discounts for tourist agencies and group orders, making individual deals with each company.

It’s said that your hotel offers an ideal environment for entertainment, relaxation and business meetings. What do you offer clients who come with each one of these purposes in mind? For instance, what facilities can those who plan to hold a business meeting at Rixos enjoy?

We have an ideally-arranged

conference area and high standard services. We have recently offered outdoor teambuilding activities for companies. The hotel is located on the bank of River Mtkvari, which creates ideal conditions for rafting, and we also offer horse riding, all-terrain vehicles, bicycles and a variety of games, such as paintball, archery and so forth. We also have a football and basketball stadium. Given all this, any company which chooses Rixos will provide an ideal relaxation and entertainment atmosphere for its personnel which will fuel their desire to stay with the team.

What sort of profile do your clients have? How many guests do you host, and where do they come from?

We do our best to meet all the requirements of our guests, no matter which country they come from. Georgians are our most frequent guests because our hotel hosts a wide range of seminars and conferences. Then come visitors from Kazakhstan, who are fans of our balneo-therapeutic resort. We often welcome guests from the West too.

The majority of our foreign tourists visit us in the summertime. There have been occasions when all the rooms were occupied and I had to book a

room in another hotel for myself.

The hotel presents a wonderful opportunity for increasing tourist numbers in Borjomi. Do you collect any statistics concerning this?

We certainly do! The number of foreign tourists visiting Borjomi has significantly increased. Over the last 4 years, since the Borjomi hotels development plan was launched, it has doubled. The hotel also employs local residents, which guarantees their economic well-being.

The voluminous list of prestigious hotels in Borjomi is promoting the city well. As you know, potential tourists are aware of the positive effects of the resort, and those who wish to economize stay in smaller guest houses, private flats and dwellings in Borjomi, which boosts the incomes of local residents. We can say that Borjomi has managed to regain its previous fame as a balneo-therapeutic resort.

What is the particular charm of your hotel which makes it different from the others?

Hotel Rixos offers high-class services which gives it a unique profile. It also covers a very large area, providing fine relaxation and entertainment



opportunities and beautiful views without guests having to leave the hotel grounds. We also have a very different menu, which includes a one week programme of detoxification and treatment with the unique mineral waters of Borjomi. Another major factor which makes us different from the other hotels is the size of our rooms (averaging from 28-32 square metres). This can be considered our key trump card.

Your slogan is “Expect Nothing Less.” What kind of innovations might we expect from Rixos in the near future?

What is the main objective of the hotel?

There is a common myth that it is a luxury to get in here. Our main objective is to alter this perception. We offer discounts to our clients for this very purpose, and plan to offer even more. These will include offering rooms at 99 US Dollars rather than 120, and so on. As for innovations, we are getting more familiar with the views and requirements of our clients every day, and by giving them due consideration we ensure our hotel continually develops.





Stay in the Calmest Place in the Heart of Noisy Tbilisi

Located in the heart of the city, 4* business hotel Citrus is within walking distance from Freedom Square and Rustaveli Avenue, museums, exhibition centers, fashionable shops, art galleries and restaurants, Rustaveli Theatre and State Opera House. In the center of the noisy city there is the most silent and protected hotel in which the rest is a pleasure.

36 spacious guest rooms, including standard, family, studio, room for disable persons, semi suites and suites, feature many amenities including oversized work areas, hair dryer, safe and individual climate control. All rooms offer beautiful views of the city. During your hotel stay, enjoy these and other services. Hotel Citrus creates un-

forgettable events with full-service catering and 3 meeting rooms that accommodate 20 to 100 guests.

At Lobby restaurant you can taste international and Georgian traditional dishes. Guests can also enjoy

the finest wines famous all over the world, selective main courses and personalized cocktails at the Lobby Bar. Famous bartenders and the chief will prepare special works and under refined music you can enjoy your rest.

Hotel Citrus is a great choice for travelers interested in business, family rest, food and shopping.

“Peace of mind may come from within, Hotel Citrus surroundings will soothe you from without!” (author Mr. John Lipton)



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Chapidze Emergency Cardiology Center – leading company with European standards and guidelines



Chapidze Emergency Cardiology Center provides a broad range of medical services and is focused on the needs of people with cardiovascular disease and those who are at risk of cardiovascular disease. It has been the country's leading cardiology center since 1994 and pioneered cardiac surgery operations in 1999. It was the first Georgian-German hospital that uses the methodology and standards applied at the University of Freiburg and Bad Krozingen Heart Center - leading Cardiology Clinic in Germany.

In republic of Georgia there is only one clinic - Chapidze Emergency Cardiology Center which has two Cath Labs, enabling it to address any kind of emergency service at any time. This is the top priority of the Chapidze Emergency Cardiology Center – where the broad experience, high quality healthcare medical services, professionalism and modern equipment is a guarantee of desirable outcomes.

FULL-SCALE MEDICAL SERVICES:

Revaz Jorbenadze, CEO

“A patient in Chapidze Emergency Cardiology Center can receive full spectrum of adult and pediatric cardiology and cardiac and vascular surgery services. Here are all kind of medical services that can improve patients live with heart valve disease, Ischemic heart disease, cardiac arrhythmias. Our center also provides appropriate and professional management of comorbidities such as diabetes mellitus, pulmonary disease, pneumonia, peripheral vascular disease and rheumatic diseases.

Chapidze Emergency Cardiology Center conducts almost every kind of cardiovascular surgical operations: heart valve plastic surgery, heart valve replacement, coronary artery bypass (with off pump and on pump methods), aortic surgery or any other procedure. We are the first medical clinic in Georgia which offers different urgent and regular heart operations simultaneously. We have “everything” here on the spot and the patient does not need to visit some other place to obtain additional diagnostics or procedures.”

MODERN EQUIPMENT AND HIGHLY QUALIFIED PERSONNEL:

“Equipment in our center is modern with all the high-tech facilities and is customized for diagnosis and treatment of heart and vascular diseases. We are the only center in Georgia with 2 Cath labs, so even if one is too busy we have another in reserve at all times, therefore the time between onset of angina and its treatment (invasive or surgical) is minimized, as per international guidelines. We have two teams of cardiac surgeons who are doing cardiac surgical operations in tow operating rooms at same time.

Our staff is highly-qualified professionals such as well-known academician - Prof. Gulnara Chapidze, also one of the founders and the president of the Georgian Cardiac Surgery Association - Prof. Zviad Bakhtashvili, the President of the Georgian Society of Cardiology - Prof. Alexander Aladashvili, head of angiology department - Prof. Zaza Lazarashvili, the head of internal medicine department - Prof. Mikheil Tsvetava, Head of Pulmonology department - Prof. Tamaz Maglakelidze, the head of rhythmology department - Kakhaber Etsdashvili, Prof. Vakhtang Chumburidze, the German cardiovascular surgeon Prof. Peter Tollenaere and Prof. Tamaz Bolotashvili. It should also be noted that all our professionals are trained at the Bad Krozingen Heart Center in Germany.”

COMFORT FOR PATIENTS AND VISITORS:

“At Chapidze Emergency Cardiology Center we have 24/7 call center services. We have convenient, well-furnished and clean waiting rooms for both visitors and patients. Every ward

has its own washroom and is equipped with electronic beds. TVs are available in the De Luxe wards. Internet and wireless communication services are accessible in all parts of the clinic.

The hospital is fully adapted to the needs of patients with disabilities. We also offer so-called accompanying services for patients. We provide

them with three meals a day free and offer a cafeteria for their visitors and medical staff. Our menu contains vegetarian food for vegetarian-sand meals for patients with diabetes. The hospital has own parking area.”

HIGH QUALITY DRUGS AND DIVERSE TREATMENTS:

“We use only approved consumables and drugs produced by world-recognized companies. As a rule, they are made in Europe and the USA. 80% of our medical equipment is produced in West European countries and is in line with European standards. Therefore, we provide the same kind of cardiac assistance that our patients could receive in Europe or USA. On occasions our patients suffer from accompanying illnesses, and if so they see a highly-qualified consultant within the hour. We have outstanding cooperation with doctors in different disciplines.”

GERMAN PARTNERS AND FOREIGN SPECIALISTS

“Chapidze Emergency Cardiology Center works with leading medical clinics and research centers in Germany, USA, Austria, Russia, Turkey and worldwide. Our long-term cooperation with the Bad Krozingen Heart-center, which is ranked among the top five cardiology clinics in



the world, began 1994. The first Georgian-German heart center was founded as a result of this cooperation in 2011.

strive to improve public awareness of this through a number of media projects.

“Heart treatment is less expensive, and yields



“This is one of the most successful international joint medical projects in Georgia. Cooperation with foreign specialists is of the utmost importance. Our personnel use contemporary treatment methods which are also widely used by our foreign partners. Statistically we have achieved even better results than them in certain areas. We have been offering high standard medical services for the last 7-10 years, and this is a credit to each of our staff.

“It is noteworthy that the Chapidze Emergency Cardiology Center works with German quality management company KTQ, whose certification verifies the compatibility of various medical services with European standards. I am hopeful that our clinic will be ranked the top Cardiology Center in all Eastern Europe by the end of 2016. Our standards are fully in line with those of similar cardiology clinics in Germany, Austria, France and Switzerland.

INITIATIVES AND INNOVATIONS

“We have created a secondary prevention department which undertakes educational work with patients – explaining them the importance of the timely and proper intake of medicines and the necessity of periodic examinations. This is especially important because heart problems are easy to manage at their initial stages. We also

better results if it is done in good time. Therefore, we are conducting a joint education project, “Chapidze Heart Center Hour” in cooperation with the media company – “Obiektivi”, through which we give TV lessons for the general viewer and representatives of medical circles. We are also involved in a number of social projects, offering charity outreach and local promotions such as free examinations in Telavi, Gurjaani, Kaspi, Akhalkalaki, Igoeti, Tsnori etc.

PRODUCING MORE PROFESSIONAL STAFF

“We have an arrangement with the department of Cardiology at Tbilisi State University, under which we offer private post-graduate residency program and a wide range of other programs for doctors and surgical assistants. This is of the utmost importance, as the clinical staff in Georgia have fairly low levels of training at present. We give young people a helping hand in adapting to modern methods of medical treatment. In the event of vacancies, we do not look for external candidates as we have a huge resource of maximally-qualified staff here. The clinic is committed to boosting the capacity of its staff—we spend a large part of our resources on this year on year, enabling them to attend courses, trainings and conferences abroad.”

Georgian Water and Power Adopts New Standards of Corporate Management

Georgian Water and Power (GWP) – is a leading water supply company in Georgia, which provides high quality drinking water to the residents of Tbilisi, state institutions, industrial and commercial facilities. Its 2,300 employees ensure the supply of water and delivery of wastewater services to 472,000 customers throughout the city. Reliability, availability, social responsibility, quality and safety are the fundamental values of the company.



Here Georgian Times interviews the General Director of Georgian Water and Power, Giorgi Tskhadadze.

What is Georgian Water and Power working on right now?

Tbilisi belongs to the small number of cities worldwide in which the population is supplied with drinking water directly from the tap. Georgian Water and Power has been delivering drinkable water supplies to the capital city 24 hours a day since 2008. Just over a year ago we appointed a new management team, which aimed to introduce modern standards of corporate management and have more transparent relations with the media and the general public. We recently launched a new campaign, "A Report to Tbilisi": the management of Georgian Water and Power will give a report to the population of Tbilisi within a certain timescale as part of this campaign. We will showcase our already-implemented and planned projects in the fields of water supply and energy. We have undertaken the big responsibility of delivering high-quality drinking water to the capital, and more than 472,000 customers, 24 hours a day,



so those customers, the population of Tbilisi, should be fully informed about the plans and achievements of the company.

What investment projects is GWP currently involved in?

I can tell you that there are a lot of investments taking place. I will focus on the investment projects currently in progress. This year the company will restore more than 100kms of main pipe and install 6,000 new man-hole covers, which are fully in line with European standards, in more than 140 streets. We are also restoring the Zhinvali pathway tunnel, reconstructing the Saguramo 4.4 mV Hydro Power Station and restoring the 38 km Bodorna-Grmagele tunnel. We intend to build a new hydroelectric power station in Bodorna,

which is currently at the early planning stage. Over 1,000 people will be employed in this process. These are the investments deemed vitally necessary and appropriate for the development of the Tbilisi wa-

ter supply system.

Can you expand on your future plans?

Adopting modern corporate management practices and joining the International Stock Exchange are our principal objectives.





Averssi Clinic's Hybrid Operating Room – A Novelty in Medical Science

High quality medical services, continuous professional development and advancement have been the keys to Averssi Clinic's success. It has offered the best diagnostic and treatment methods available since its establishment. Increasing demands on the medical service have led it to open branches throughout the country.

Averssi Clinic consists of approximately 35 different departments and serves nearly 1,500 patients daily.

Five successful hepatic transplants from living donors, a trans-axial thyroidectomy and a number of successful unique angiological surgeries, performed by a team of foreign and Georgian specialists – these are just some of the achievements of Averssi Clinic which are remembered by the Georgian population.

Averssi Clinic is committed to upholding its traditions, and so now for the first time in Georgia it is giving its patients an opportunity to undergo surgical operations in a unique hybrid operating room. Here doctors will be able to carry out operations which have not been available until now.

Here Dimitri Jorbenadze, General Director of Averssi Clinic, details the innovations introduced by the clinic.

Averssi Clinic offers a range of services. Can you give us more detail about these?

The first branch of Averssi Clinic was opened in 2007. Today we have 10 other clinics and 17 labs.

We offer nearly 35 medical services: instrumental-laboratory tests, angiology, cardiology, allergology, rheumatology, pediatrics, therapy, oncology, endocrinology, neurology, proctology, dermatology, cosmetology, hepatology, general surgery, hepatopancreatic surgery and transplantology, endocrinal surgery, neurosurgery, plastic and aesthetic surgery, bariatric surgery, nuclear medicine, recovery therapy etc.

We also undertake the most complicated surgical operations, such as hepatic transplantation from living donors.

What type of instrumental-laboratory tests do you carry out?

The clinic is equipped with the latest medical equipment. A few months ago we purchased a couple of the latest GE VOLUSON E10 ultrasound machines, which are state of the art in the women's ultrasound diagnostics field. Magnetic resonance imaging is performed through PHILIPS 1.5 Tesla capacity tomography and our PHILIPS digital 3.0 Tesla magnetic-resonance CT scanner will soon be operational, together with a PHILIPS 64 layer apparatus for computed tomography.

Our endoscopic department is equipped with Olympus (Japan) and Pentax advanced digital video machines. Each examination is carried out using internationally-recognised stan-

dards of disinfection and sterilisation as we use the latest Johnson Johnson washing-disinfectant machine. This process is automated as far as possible. X-ray diagnostics are provided through a digital machine.

The Averssi Clinic laboratory offers up to 500 types of lab tests in the following areas: hematology, biochemistry, serology, immunology, coagulation, allergology, bacteriology, histopathology, cytology and hormonal, genetic and molecular tests.

The laboratory is equipped with the latest analyzers, produced by the world's leading companies. Moreover, the use of high quality reagents, the complete automation of research procedures, computerised monitoring of all technological processes, unique research methods, laboratory quality assurance standards and, most importantly, our highly qualified personnel guarantee the quality and accuracy of the tests conducted.

What can you say about the international quality assurance standards? What is involved in establishing and maintaining high quality?

The guarantee of high quality clinic services is highly qualified medical personnel selected through competition, the latest models of the world's leading medical appliances and the appropriate material and technical base.

In 2013, TÜV SÜD – the German quality control organization, awarded Averssi Clinic an ISO 9001 international quality certificate. The Averssi Clin-

ic laboratory is the first in Georgia to be accredited as complying with medical laboratory quality standard ISO 15189.

The high numbers of patients visiting Averssi Clinic shows how important our services are for the Georgian population. This is why we strive to improve the quality of our clinic services and boost the variety of our medical offers.

How do you manage to preserve your position in the face of growing competition in the local medical market? What else do you believe to be a plus of Averssi Clinic?

Our opening hours are adjusted to patients' needs, and we offer convenient clinic locations, all-types of high tech, accurate lab tests, the possibility of sending e-mail responses, the latest model medical appliances, an electronic archive for each patient, the opportunity to call a doctor or lab to your home and cost-effec-



tive prices.

Averssi Clinic now has 10 branches around the country.



Do you plan to open more, and what kind of novelties will you offer the Georgian population in the near term?

The Averssi Clinic network grows from day to day. We opened a new branch in Isani a

just opened "A New Life". In October another new clinic will be opened in Telavi, as will a new wing of the central branch, equipped with a 3 Tesla capacity CT scanner for magnetic-resonance examinations, etc. A

Can you tell us more about the hybrid operating room?

The hybrid operating room is a novelty in medical science. It will be a very comfortable facility for both patients and medical personnel. It is not a



number of other new clinics are scheduled to be built across Georgia.

small-scale investment, as the infrastructure and software cost a total of 2,000,000 Euros. Huge demand and our craving to render the highest standard and highest class medical services to our patients has pushed us to make such an investment.

Professors from Emory University intend to visit Georgia in September to conduct demonstration surgical operations with Georgian colleagues for patients suffering from *benign prostatic hyperplasia (BPH)* and uterine fibrosis.

What else would you like to say to our readers?

Averssi Clinic always keeps the public interest in mind and will always care for your health. We always try and provide the highest quality, world class, medical services to our patients.

Averssi Clinic continually renews itself and progresses. Averssi wishes you health and peace of mind!



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St. John the Merciful Private Clinic – Your Doctor is Your Friend

“Quality and Credibility” – this slogan was born the day the idea of creating the St. John the Merciful Private Clinic was suggested. From its initial planning stage the project has been committed to meeting the intensive and fast-growing challenges posed by the healthcare system.

სა. იოანე
მონეტის სპ.
პრივატ კლინიკა



ST. JOHN
THE MERCIFUL
PRIVATE CLINIC

The clinic meets all international standards, and its medical staff strive to continually enhance their capacities. Every step the clinic takes is a new guarantee of high credibility and quality.

The main focus of the St. John the Merciful Private Clinic is surgery. This premier-class facility is committed to rendering service to its patients and boosting the qualifications of its personnel. Its inpatient facility serves over 2,300 patients a year on average, a significant number, and it also serves over 10, 000 outpatients annually.

Gela Gogishvili (Executive Director of Clinic) told us: “The clinic soon made a name for itself in its field. We have never had a shortage of patients, but have always managed to provide full-scale medical services to those who confide their health to us. The likelihood that anyone will not receive a full medical service in our clinic is minimal indeed, as surgical operations require considerable detailed planning.

“The clinic uses high technology to provide its quality services. These include full-scale laboratory and diagnostic studies, ultrasound examinations and computer tomography studies. However our top priority remains stocking our medical team with highly qualified specialists, without whom high



technology would be useless.

“The company sets distinct requirements and standards for its team of specialists. We employ highly qualified and skilled surgeons, celebrated in their respective fields. We also have younger staff taking their first steps with us, who work under the guidance of highly experienced specialists.

“Our staff are expected to seek continual professional advancement and retraining. St. John the Merciful Private Clinic is a partner of the Vienna Private Clinic. A memorandum of understanding was signed early last year

which guaranteed our mutual cooperation. By working with an Austrian medical partner we can offer the achievements of European medicine to patients in Georgia.

“Although Georgian medicine is good enough in its own right, it is of great importance to share international medical experience in order to maintain the highest standards. Partnership with a variety of foreign clinics opens the door for further consultations and exchanges of information. This is a step towards introducing new services and methods. Ongoing efforts to strengthen the medical sec-

tor are equally important for both us and our partners. Our clinic shares information with the medical networks of Latvia and Austria, and we are discussing joint projects with Germany. Our clinic will review the offers made and launch collaboration.

“Well-furnished rooms are as important as full-scale and high-quality medical treatments, so we aim to create comfortable environments for our patients. Our premier-class wards are not much different to luxury hotel rooms. Air conditioning, TV sets and private shower areas are rare comforts offered

by the St. John the Merciful Private Clinic.

“All the necessary diagnostic equipment is provided in the wards themselves. The clinic provides clothing and meals catered to each individual. Lounges and open terraces are installed outside the wards. A wireless internet service, computers and tablets are allotted for patients. Having a warm and quiet atmosphere and beautiful interiors at the patient entrances is of the utmost importance. We strive to leave our patients free of concern and provide relaxation and comfort for them. Every human being is a priority for us.

“Our clinic is continually being upgraded through cooperation with foreign experts. One of our most important innovations is VAC Therapy, a new way of treating chronic wounds and diabetic ulcers. The introduction of new services is a major mission of the clinic.

“The combination of technology, quality services and a highly qualified medical team ensures we can offer a complete range of services for our patients. We seek to make this philosophy our unvarying standard. This is why international experience is valuable for us.”





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Summer Beauty Arsenal



Our skin needs constant care, especially in the summer, when we must defend it from unhealthy sun exposure and not to let bacteria multiply...

In this article we will remind you the necessary recommendations that will help you take proper care of your skin in summer.

Using oil-containing cream in summer concentrates ultraviolet rays and skin can get tanned in shade as well as in the sun. It's better to use day protection cream with maximum SPF (Sun Protection Factor) index.

Skin need to be moisturized in summer as well as in winter. Try to use light-textured moisturizing cream in hot season. For example, use cosmetics made from Dead Sea minerals, known for their healing properties.

Osmoter™ formula is a unique correlation of Dead Sea minerals that are included in all the lines of the cosmetic brand AHAVA. Osmoter™ stimulates cell metabolism, protects against UV (ultraviolet radiation), significantly increases the degree of hydration, helps avoiding premature skin aging... In addition, AHAVA products do not contain Paraben or SLS/SLES (sodium laurel sulfate). Also, they do not contain aggressive synthetic ingredients and GMO (genetically modified organisms).

Try to avoid using heavy make up in summer, it's better for your skin to breath freely and look naturally. This requires purchasing high-quality decorative cosmetics.

Sustainable basis in the most important part of the summer makeup. It doesn't allow the decorative cosmetics to drip. Apply thoroughly transparent tonal cream in summer. Try Mesauda products, which are made of very light structure and fit skin perfectly.

Italian decorative cosmetics Mesauda Milano is the best combination of quality and price. Mesauda line combines both professional and amateur cosmetics. It has quite extensive line including facial creams, tonal creams, powder, blush, rouge, eye shadows, eye pencils, lip liner, lipstick, mascaras and nail polish.

Choose waterproof pencils and mascara for summer. Mesauda products stand out with their solid formula and while using these products, you are safe from scaring someone with "Panda Eyes". Use special fatty cream for makeup removal.

Nail polish usage is also very important part of summer. Nail polish protects nails from fungal diseases. Again, we suggest using Mesauda products, having significantly powerful reputation. This company produces nail polish in France, which is the world's number one country to produce nail polish.

We Wish You Health and Eternal Beauty!
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Georgian Carriage Building Holding – A Major Georgian Company Involved in National-Important Projects

The Georgian Carriage Building Holding, which consists of the Carriage Building Company, the Electric Carriage Building Factory, the Rustavi Metallurgical Plant and the Tbilisi Art Hall, has operated successfully for many years and been distinguished by groundbreaking projects and large-scale innovation. It always seeks to participate in the large economic projects beneficial for the country.

Here Nino Tsilosani, Chair of the Supervisory Board of the Georgian Carriage Building Holding, speaks at length about the innovations, objectives, social responsibility and future plans of the company.

What has the Georgian Carriage Building Holding been doing recently?

The introduction of new projects and products is fundamental to the strategy of our holding. We have begun production of a semi-carriage with greater carrying capacity and volume, the presentation is scheduled in September. To make the advantages of this product easily understandable, I can tell you that it is a new type of vehicle, much improved and with much larger load capacity, 25 tonnes. Georgia's ground transportation volume is growing significantly, and the construction of the Anaklia Sea Port is being negotiated, giving this product high economic importance.

Can you outline company's goals for the rest of this year?

We have begun the development of the so-called Gogortskvili, i.e. a wheel designed for European railway lines. Negotiations are underway with German and Turkish companies, and we aim to obtain a European standards certificate for this product, which is vitally important for the company and the whole country.

Can you outline your social responsibility programme?

Our company is quite active in this regard. Charity and social activities are longstanding company traditions which we follow year on year. I am particularly proud of the two churches we have built, one in Tbilisi and another in the village of Atsana in the Guria region.

The Tbilisi Art Hall, a house of culture, is of the utmost importance. We have carried out

all kinds of repair works there following the collapse of the original building. Every year hundreds of children and minors practice dancing, singing, theatre and other forms of art here and our youth are obtaining spiritual nourishment.

I am pleased to see how many things are happening in the square in front of the Art Hall since we restored it. You may remember that it used to be a gathering point for dubious persons. It is now a playground for kids, the best place of assembly for people of all ages and a running track for followers of a healthy lifestyle.

I should also mention the Tsilosani Foundation, which conducts numerous charity events, mostly with our company's support. From providing assistance to individuals or

groups to conducting large scale and long-term projects, we are boosting education and employment opportunities for the younger generation.

Recently, Georgian Railway published a call for expressions of interest for a project which involves the purchase of 45 electric locomotives. How important is involvement in such large economic projects?

Participation in the country's largest economic projects is a big challenge for the company. This project is of national importance, as under its terms 50% of all production must be carried out in Georgia.

The Carriage Building Company has a successful track record in electric engine construction. During an official visit to Georgia a memorandum of understanding was signed between the Dalian Locomotive Plant and the Georgian Carriage Building Company which envisages the construction of such electric locomotives. The Carriage Building Company offers unprecedented conditions to Georgian Railway in the areas of price, technical terms and localisation which cannot be equalled. The new locomotive



will meet international standards and have a higher load capacity and lower operating expenses.

What can you tell us about your future plans?

I will expand on the previous question. Participation in retooling the Georgian railway is the top priority for our company; however, the holding is also ready to enter the international arena with all its avail-

able resources. The Carriage Building Company is absorbed in building the new locomotive. This will make us the only company in the whole Caucasus building electric locomotives, a great achievement.

On the basis of this, the Carriage Building Company is holding parallel talks with a broad range of companies throughout the region. Negotiations with Iran are well underway.



GEORGIANMANGANESE

Georgian Manganese – A Big Company With A Big Future

Georgian Manganese, one of Georgia's biggest companies, controls the Zestafoni Ferroalloy Plant and the Chiatura Mining beneficiation Plant. Since 2012, Georgian Manganese has been owned by the American metallurgical holding Georgian American Alloys, based in Miami, US, which manufactures high-quality ferroalloys in the United States through its subsidiaries Felman Production and CC Metals & Alloys. Through another subsidiary, Felman Trading, Inc., it distributes its products to steelmakers across North America, through its commercial arm.

The other Georgian assets of the GAA Holding include the Vartsikhe hydroelectric plant, which has a capacity of 180 Mega/V, and the FerroMedi medical centre in the Zestafoni Region.

Here Zakaria Zalakashvili, Head of PR of Georgian Manganese LLC, outlines the ongoing projects and future plans of the company.

Georgian Manganese LLC is amongst Georgia's top ten companies. How many tonnes of ore does your company accept and refine each year?

Last year Georgian Manganese LLC manufactured 174,771 tonnes of manganese alloys, of which 169,407 was exported overseas and the rest purchased by domestic entrepreneurs. This represented a 33,395 tonne decrease compared to 2014, due

to the stagnation of the global metallurgical market and the unprecedentedly low prices of manganese alloys. Given these factors, and the accumulated surplus reserves of manganese ore, we were obliged to move 3,400 employees of the Chiatura Mining beneficiation Plant onto a special operating mode on January 20. However, we then reinstated the previous work schedule, as promised, on May 20.

During that time, when we were no longer extracting and enriching ore, the company still paid 60% of the salaries of the affected employees. Moreover, both the employees and their family members had their medical insurance fully funded. We also undertook a responsibility to cover the bank interest obligations of our employees

during those four months.

How important is Georgian Manganese LLC's work for the country as a whole and how much does the company contribute to the country's economic development?

The production data given above make our company the leading Georgian steelmaker and refiner and a very significant exporter. Georgian Manganese LLC is the biggest employer in the private sector and improves the social and health and safety conditions of its employees on a daily basis. The company is actively involved in the cultural life of the region and frequently participates in implementing regional infrastructure projects.

Last year the company contributed 26 million GEL to the state budget.



As you have acknowledged, Georgian Manganese LLC has faced some problems. What challenges do you face at present, and what conditions are necessary to ensure the company can operate successfully?

The company was obviously jeopardized by the 200 million GEL penalty imposed by the Revenue Service and the fines we had to pay to the Ministry of Environment and Natural Resources. We are ready to appeal to the courts over these demands. The company's position is supported by the conclusions of four leading international audit companies,

which are significantly different to those of the Revenue Service.

A new mining enrichment complex is due to be built at a cost of more than 40 million GEL. This will refine ore in a closed plant in order to prevent environmental pollution. Can you brief us about the importance of environmental protection?

The company has finished designing the new mining enrichment plant, in cooperation with German Allmineral Aufbereitungstechnik GmbH & Co. KG. At this point discussions are underway with the relevant state agencies, and if we receive

positive feedback and the appropriate permits we will be able to build it. This will improve our market position and make Chiatura a environmentally safe and ecologically cleaner city.

Georgian Manganese LLC and the Healthy Core Clinic have recently signed an agreement to provide much improved medical services for patients at the FerroMedi medical centre. Who can use these services, and what kind of innovations might they expect?

This agreement is being implemented by the medical institution of our holding. FerroMedi initially rendered medical services to our staff, but due to the quality of its management it then became the leading medical institution in the region. It is equipped with new diagnostic and treatment equipment, accurate lab testing equipment and highly qualified medical personnel.

Do you intend to make any changes in your manufacturing output in the near future?

Despite many external and internal obstacles, Georgian Manganese LLC continues to refine its technological base by upgrading its heavy machinery and other appliances. At the same time, the company continues to reduce the harmful effects its processes once had on the environment, as has been confirmed by recently conducted independent lab tests. Georgian American Alloys has invested 49 million dollars in its Georgian assets for these purposes since 2012.



PEUGEOT

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