

ROAD TO DEVELOPMENT AND DIVERSITY



აზიისა და სპარსეთის ყურის
ქვეყნების ბიზნესპალატი

BUSINESS CHAMBER OF
ASIAN & GULF COUNTRIES



TBILISI
2021

BUSINESS CHAMBER OF ASIAN & GULF COUNTRIES





Darpan Prasher

Darpan Prasher is the President of the Business Chamber since 2021 and is also a founding member. He also heads the organization “Cultural Diversity for a Peaceful Future” to bring Georgian and Indian cultures closer together.

Darpan Prasher started his business career in 1993, and after starting his active activity in Georgia (2014) he held various high and responsible positions in both the private sector and diplomatic corps:

2010/03 - 2014/06 Employee at the Embassy of Georgia in India, Assistant Ambassador.

2014/07 - 2017/08 Worked at Trans Administrator Georgia (Khudoni Project) - Administrator and Head of Public Relations.

2017/09 – At present, Caucasus International University - Advisor to the Rector on International Relations.

Projects and events in Georgia deserve special mention, which were implemented with the involvement of Mr. Darpan Prasher: In 2011, when the country had an embargo, Darpan Prasher assisted the Ministry of Defense of Georgia in importing armor - steel and armor - glass from India. Bulletproof cars “Didgori” and “Lazika” were made of these materials.

The Embassy of Georgia in India was opened in 2010, at first it was just a building, in fact, he started working on it started from scratch. But with the participation of Mr. Darpan it was soon possible to hold several successful events in different cities of India, which were aimed at the mutual acquaintance of Indian and Georgian culture.

All this has aroused great approval and interest in the culture of Georgia and the country among the population of India.

Mr. Darpan learned about the story of the Georgian queen, St. Ketevan Tsamebuli, back in 2011, while working at the embassy. He was very interested in the fate of the holy parts of the Martyr Queen and was seriously involved in the ongoing process from the very beginning. Established a liaison with the Archaeological Service to investigate the matter and with the Indian Minister of Foreign Affairs. He received Georgian citizenship in 2012, due to which he renounced his Indian citizenship. His current activities were also facilitated by the change of government of India in 2014, as long as he was a member of the new government himself, he had favorable connections and new opportunities. With the help of the Georgian Patriarchate, he returned to Georgia with the goodwill of the Government of India.

With the involvement of Mr. Darpan, several events were held to celebrate the “25th anniversary of diplomatic relations between Georgia and India”, where the Ambassador of India and many officials were invited.

These activities are an incomplete list of activities undertaken by Mr. Darpan Prasher in Georgia and India. To this day, he continues to create and implement various projects for the active mutual understanding and rapprochement of Georgian and Indian societies and cultures.



David Tsirdava

Georgian Businessman David Tsirdava has been the Vice President of the Business Chamber of Asian & Gulf Countries since 2021. Besides, he is a founding and managing member of the Association. David Tsirdava has also founded the Kolkhetian Vine and Wine Association in cooperation with the Khareba Company and the Abkhazia Chamber of Commerce.

David Tsirdava has years of working experience in the private and public sectors. Having graduated with honors from the Academy of the Ministry of Internal Affairs with a degree in engineering and law, he held various senior positions in the same Ministry for twenty-three years: he worked in the Administration of Ministry, and he participated (since 2003) in the patrol and criminal service reforms. In addition, David Tsirdava headed the Analytical Department and the Migration Department. While he was working in the public service, he received many awards and the rank of colonel.

In 2017, David Tsirdava moved to the private sector, where he continued working with local and foreign partners. After the performance of several projects, Kuwaitian and Georgian businessmen have decided to create a universal consulting and investment company that will provide business consulting to interested corporations and offer a wide range of trade projects; besides, the chamber will represent the investment potential of Georgia and attract investments. As a result, Geosilkroad was established, which is expanding the scope of its activities every year. Geosilk Translations, Geovisit, Generating, Geodesign & Constructions, and Geo creative are subsidiaries of Geosilkroad.

Mentioned activities and the increase of operation have shown Georgian and Asian businessmen the need to create an association that would help different countries and fields to start their own business in Georgia; In addition, for facilitating communication with the government and better assimilation of the liberal investment environment. As a result, the Business Chamber of Asian & Gulf Countries was established.

Within the framework of the Association's strategy and plans, Mr. Davit Tsirdava put forward several important initiatives:

- Establishment of a field training center based on the promotion of vocational education in Georgia;
- Organization of youth projects (including - Educated Youth for Successful Business);
- Set up of the annual, cultural-educational festival - Spring on the Silk Road (Dialogue and Development).

Giorgi Otavidze

Mr. Giorgi Otavidze is a founding member and a Vice-President of the Business Chamber of Asian & Gulf Countries. He is a founder, Managing Partner of Georgian-American, a full-service consultancy firm SunBreath Corp. Legal Services LLC ("SBC Legal"). Prior to this, Giorgi worked at RSM Georgia as a Legal Director, as well as served at DLA Piper Georgia.



His legal practice focuses on corporate, banking, finance, contracts, tax, and litigation matters. Giorgi's experience also includes working as a lawyer for Chemonics Inc, the International Development Contracting Agency, on its Georgian Microfinance Stabilization and Enhancement Project. Mr. Otavidze worked as an MFI Legal Expert at Chemonics Georgia GMSE Project on clarifying the status of the MFI's. He also worked as a Head of the Legal Division of FINCA Georgia (a Microfinance NGO). He developed a legal structure for collateralized and solidarity loan departments, serving a portfolio of over 5,800 clients. Giorgi received his Bachelor of Law at Tbilisi State University, he also gained Banking Expert Diploma with High Honors at Bankakademie, Frankfurt am Main, Germany.

Parallel to his active practice in the legal profession, Giorgi was involved in legislative processes; he is one of the co-authors of amendment in the Civil Code of Georgia, clarifying microfinance organization status under Georgian law. Over the years, Mr. Otavidze assisted several Georgian Commercial Banks in various corporate matters, including among other the registration and obtaining the full banking license, corporate and labor matters, collateral registration, opening international accounts, etc. Represented the EU TACIS program, and NGOs on a variety of matters including registrations, reorganizations, bankruptcy, taxation, and litigation. Over the years, Mr. Otavidze presented various organizations in international litigation matters. Giorgi was acting for the Georgian Government in an ICSID Arbitration. He represented major international petroleum companies on various cases in Georgian courts arising out of the construction and operation of three oil and gas pipelines transiting Georgia, including property damage, environmental and right of way disputes.

Mr. Otavidze represented the EU-based financial institution in the process of Due Diligence Review of Georgian commercial bank, involvement in a multi-M USD share purchase transaction relating to the acquisition of shares of commercial bank in Georgia. He presented the world's largest telecommunication sector company in the process of Due Diligence Review of Georgian leading mobile operator company, involvement in a multi-M USD share purchase transaction relating to the acquisition of controlling package of shares of leading mobile operating company in Georgia.

Besides the litigation matters, Mr. Otavidze provided legal support to the international financial institution in debt transactions involving financing the leading leasing company in Georgia (\$10 million loans).



BUSINESS CHAMBER OF
ASIAN & GULF COUNTRIES



Concept

TBILISI
2021

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I. The Essence of the Concept

On July 13, 2021, the Business Chamber of Asia and the Persian Gulf was founded, which brings together small, medium, and large companies from the countries of Asia and the Persian Gulf (Saudi Arabia, Kuwait, Bahrain, Qatar, United Arab Emirates and the Sultanate of Oman), also, individuals interested in the South Caucasus investment environment or discussing business opportunities here.

The concept of the Business Chamber of Asian & Gulf Countries (after this referred to as the Business Chamber or Organization / Association) is a founding document of the Business Chamber, which explains the essence of the formation of the Organization, its fundamental values, goals, and areas of activity. It makes a significant contribution to business development; in defining a productive, global vision, identifying existing challenges and opportunities. It helps to attract investments in Georgia, their implementation by Georgian companies in Asian and Gulf countries, establishing ties between foreign partners, and expanding existing ones. Besides, the formation of youth exchange projects/platforms, the establishment of Georgia as a knowledge exporter, and the presentation of its capabilities. Of the fifty (50) countries on the Asian continent, the Business Chamber operates in fifty-six (46).



1.1 Framework of the Concept

The idea of creating an Association is based on the judicious use of Georgia's strategic location and the demonstration of the country as a Trade Corridor for the development of investment, commerce, educational and cultural relations.

The establishment of international business chambers has a considerable impact on sustainable and stable economic development. Later it becomes a base for potential investors to minimize and insure possible business risks through the organization.

In this regard, the essential purpose of the Business Chamber of Asian & Gulf Countries is to create a conducive environment for discussion among companies, government circles, and civil society representatives. The main priorities of the Association are, on the one hand, the deepening of business relations between Georgia and Asian and Persian Gulf countries and, on the other hand, the promotion of new trade and economic ties.

According to the founders, the country's advancement must maintain a long-term economic growth rate above 5% and reduce inflation, which, in turn, implies the introduction of mechanisms for rapid entry into the local economy. These steps lead to the development of a free market, a healthy, competitive business environment, and the strengthening of the principles of a liberal economy.

It is necessary to stimulate interest regarding the investment environment not only in the Asian and Persian Gulf but also in European countries to double the GDP of Georgia and support the plan of government.

Open, partnership, free trade, and economic relations with all states and Associations of countries, especially with Asia/Persian Gulf countries, is a strategic choice of Georgia.

2.Vision and mission

The vision of the Business Chamber concentrates on creating a business climate that will be most attractive for foreign investors. The members of the Association share the view that a free market based on the principles of equality and legality is an essential keystone of successful modern states. The vital benchmark of the Association is to promote the development of an equal and tolerant business environment for people of different nationalities and cultures.

The mission of the Business Chamber is:

- Actively engage in all discussions or activities aimed at advancing the business climate in Georgia, Asia, and the Persian Gulf;
- Facilitate and facilitate communication;
- Accelerate the exchange of authentic information between members of the Business Chamber;
- Protecting the legitimate interests of members around the world.

3. Goals and Directions of the Business Chamber

1. Implementation of investment projects, promotion of industrial and trade relations between Georgia, Asia, and Persian Gulf countries (Saudi Arabia, Kuwait, Bahrain, Qatar, United Arab Emirates, and Sultanate of Oman);

2. Presenting and promoting Georgia as a country with a favorable environment for investment and doing business. In terms of investment, Georgia is attractive in many ways, which is contributed by:

- **Political reforms;**
- **Liberal economic reforms;**
- **Privatization of state-owned enterprises;**
- **Attractive macroeconomic environment;**
- **Competitive trading rules;**
- **Liberal Tax Code;**
- **Modernized licensing system;**
- **Free Trade Agreement (DCFTA) between Georgia and the European Union;**
- **Free Trade Agreement between Georgia and the People's Republic of China;**
- **Strategic geographical location.**

3. Assistance to those members of the Business Chamber in achieving legitimate economic objectives which have an interest in Georgia, Asia, and Persian Gulf countries or are considering opportunities there. Protecting and supporting the common economic interests of members of the Business Chamber;

4. Establishing/expanding links between companies, governments, civil society, non-governmental organizations and institutions in Asia, Persian Gulf countries, and Georgia;

5. Monitoring of agreements, free trade agreements, and memoranda concluded within the framework of the World Trade Organization, as well as - preparation of proposals and relevant recommendations to use existing opportunities most effectively;

6. Outline of Georgia as a Trade Corridor, as well as the development of trade-economic, cultural, educational relationships between Georgia, Asia, and the Arab states, creation of a liberal investment environment, and attraction of direct investments; this is since the population and economy of Arab countries are growing. They invest in different countries around the world and try the diversification of investing their funds.

7. Development of trade-economic, cultural, educational relationships between Georgia and the Gulf Cooperation Council;





8. Creating an educational platform for young people interested in the business sector in Georgia, Asia, and Persian Gulf countries, sharing experience and deepening relationships through conferences, forums, training, and workshops. An important direction of the Business Chamber is multicultural projects, which are based on promoting the growth of education through the sharing of experience and historical knowledge

9. To achieve the goals outlined in the Concept and the Organization's Charter, Chamber will establish a VET (Vocational Education Training) Space. The same field training center will work closely with authorized state vocational schools, state-based colleges, and authorized private vocational training institutions. Setting up the Business Mediation, Legal and Financial Aid Consulting Centers, Associate Members Meeting (Business Chamber Advisory Board), and other targeted platforms will enable Georgia to become a knowledge exporter state that provides qualified personnel to the international market. One of the main goals of the Association is to form a union, with a staff of local and foreign professionals;

10. One of the most important goals is the Promotion of the Georgian Hub - the presentation of Georgia as a cultural, sports, educational, and scientific center of the region. For our state, international cooperation has particular importance in devoting the well-being of young people living in the country or abroad through joint efforts. Accordingly, to fully realize the potential of youth, the Organization will pay special attention to deepening the business relationships with partner countries and international companies.

3.1. Re-domiciliation

Having considered the business environment in the Persian Gulf and the changes in the tax system in the United Arab Emirates, particularly in Dubai, the issue regarding activating the free industrial zones in Georgia is becoming relevant.

As you know, the change in the current tax regime has imposed a 5% financial turnover tax in Dubai, which has become a massive obstacle for trading companies, whose profit margin is on average 8-9%. The Business Chamber is planning an active campaign for re-domiciliation or opening branches/ representative offices of the companies operating in the Persian Gulf in Georgia. At the same time, the Business Chamber believes that the country should create a trading platform through which short-term trade operations should be carried out from Georgia worldwide, which will enable the Georgian banking system in terms of the existence of foreign currency balances.

It is necessary to develop a strategy and unified business rules with the National Bank and Commercial Banks of Georgia, which will avoid the danger of closing accounts and fully comply with the legislation's requirements. We should pay particular attention to the development of new payment platforms, which are so actively used by other countries, offering various opportunities for fast payment to companies worldwide. (For example, the well-known payment platform TRANSFERWISE, which has seven different payment methods).

These types of trading companies must use the human resources and advantages available in Georgia, given that in some cases, local staff speak at least two foreign languages and have sufficient intellectual knowledge to manage the processes. The development of such an economic direction gives a very rapid, positive effect and reduces unemployment.



4. Advantages of Membership of the Business Chamber

Constant communication - also regular social events

The Business Chamber has already united many experienced international and local companies. Member companies/organizations will have the opportunity to attend various social events, conferences, meet potential investors and business representatives from different countries, which is the best way to expand their business and establish new connections.

Awareness

The Business Chamber helps its members be informed about Georgia's current business, cultural, and educational processes. Representatives of government, diplomatic, business, and non-governmental organizations will be invited to the meetings (held periodically) of the Association members to exchange views on topical issues that may interest potential investors.

Formation of Business

At meetings, the members can present various promotions and business proposals to representatives/members of other business chambers (using our B2B program for other members).

Communication with Investors

Corporations usually use a Chamber as an objective source of information about the commerce and trade climate in the country. In addition, it is a bridge between members and investors to get the best results in the optimal time successfully; the organization constantly monitors the business pulse and makes a significant contribution to the sector's development.

Trade unions

Members will establish (later expand) trade unions locally and internationally; they upgrade qualifications through certified courses and workshops. In addition, the member - specialists and experts of the Chamber - will be able to share their knowledge with beginners in the same field with the format of forums, workshops, or training.

Benefits and opportunities

Joining the Chamber brings new opportunities and benefits to each member. The Organization enables them to upgrade their skills or master a new arena for activities (through collaboration). Most importantly, members will be able to get the desired product and service on more favorable terms.

5. Structure of the Business Chamber

The Structure of the Business Chamber:

- Meeting of Governing Members:
 - A) President – he/she has the leadership and representative authority of the Business Chamber.
 - B) Three Vice Presidents - performs the rights and duties imposed by the Charter of the Business Chamber. He/she is accountable to the President of the Business Chamber and the managing members. Counseling center (the structure consists of meeting of associate members);
- Counseling center (structure consists of an assembly of associate members);
- Mediation Center;
- Sectoral Training Center (the Council of Experts manages a system);
- Gathering of Associate Members (consists of all Associate Members).



5.1 Consulting Center

For the effective functioning of BCAGC and the maximum involvement of its members, the Association will establish an information center to consult in business, legal, financial, and other related fields. The center will simplify the entrance of investors into the local market, based on an explanation of current legal processes in the country and the normative acts, reducing the risk of possible unfair approaches by new business partners to the investor.

The center's purpose is to consider the doctrinal principles regarding carefulness: investors in a foreign country are cautious and constantly monitor current legislative and political changes. They study the present political-economic climate and the factors that can appear soon.

Information about the laws is not widespread among citizens, especially for foreigners. The complex language of the law - which may only be comprehensible by lawyers and specialists of the field - appears to be a significant barrier. In some cases, foreign investors misinterpret law because of the language gap, hindering establishing a relationship. That is why the center will concentrate on providing authentic information and legal support to its members.

Leading international/local companies and sectorial professionals will be the staff of The Consulting Center. They will attend periodic meetings with the founders/presidents of the Organization to discuss various problematic issues related to business development in Georgia.



5.2. Mediation Center

A mediation center will be set up for members of the Business Chamber. Mediation is one of the alternative forms of dispute resolution. Its role in business relations is remarkable, both in protecting the privacy and a quick, effective problem-solving mechanism. If the relationship between the parties is so tense that there is a confrontation of positions, mutual accusations, or advancing the legal arguments, it is advisable to transfer the dispute to mediation. The mediator will help the parties find a mutually acceptable solution that will help resolve the dispute by mutual agreement without undue expenses.

Voluntariness, confidentiality, impartiality, and flexibility are the principles of mediation. The center will function according to the Law of Georgia on Mediation.

For the implementation of all abovementioned, the center will be staffed with qualified mediators, lawyers, and financial specialists to identify existing dispute issues thoroughly. The Business Chamber will cooperate with the Mediators Association of Georgia by organizing training, workshops, and round table meetings to increase the center's efficiency.

5.3. Sectorial Retraining Center

Promoting vocational education for the economic progress of the country and the personal development of each individual became the basis of establishing a sectorial retraining center in Georgia. In addition, the center aims to help the state by supplying qualified personnel to the market. In this regard, the involvement of the private sector plays a unique role.

The Association aims to give each individual an opportunity for continuous professional development through on-site education and exchange programs/seminars/pieces of training organized by the Business Chamber.

Besides, the aim of the mentioned center will be the sectorial improvement of the staff. If it is not possible to mobilize relevant specialists in the technical field in the Georgian market, the Business Chamber will invite the appropriate expert trainers from abroad. Upon finish of the retraining, the center will issue an International Certificate.

The following sectors will be represented in the Business Chamber:

v **Agronomy:**

v **Animal Husbandry:**

v **Food technology:**

v **Forestry** (e.g., forestry technician, forest pathologist-technician):

v **Engineering**

(Informatics, Telecommunications, Instrumentation, Automation & Management Systems, Engineering Physics, Energy & Electrical Engineering, Mechanical Engineering & Technology, Industrial Engineering & Technology, Chemical & Biological Engineering, Civil & Industrial Engineering, Metallurgy, Materials Science, Environmental Engineering and Safety, Mining and Geoengineering, Agricultural Engineering, Electrical and Electronic Engineering, Air Transport Operations, Engineering Geodesy, and Geo-informatics):

v **Exact and Natural Sciences** (mathematics, physics, chemistry, biology/life sciences/applied biosciences, geography, geology):

v **Architecture** (Architecture of buildings and urban planning, interior design, landscape architecture, environmental design, color and lighting design, renovation/conservation):

v **Marine sciences** (hydrography, marine navigation/ship mechanics/ship electro mechanics):

In addition, experts and specialists will have the opportunity to demonstrate knowledge and experience to the representatives of Asia and the Persian Gulf and international organizations. Also:

- They gain experience at the international level within the framework of **Knowledge Export** and return to the homeland with a new adventure. This activity not only increases the qualification of specialists in Georgia but make it easier for investors to find and select the right personnel;
- They contact investors and can be engaged in large-scale events, contribute to ongoing local and international business projects;
- Individuals establish and expand trade unions at local and international levels;



- Specialists improve their qualifications through certified courses in the relevant field or workshops;
- In addition, specialists and experts of the Business Chamber will have the opportunity to share their knowledge with beginners in the same sector during forums, workshops, or training. At the same time, they become familiar with the trends with the support of foreign experts invited by the Chamber.

Structure of sectorial professionals' database

Three ranks of professionals can register on the platform:

1. Beginner specialist;
2. Specialist;
3. Expert.

A Council of Experts will be formed in the database structure, where high-qualified specialists from various fields will discuss business development in Georgia and priority investment projects. They will prepare the necessary recommendations for the development of the country for various state agencies. They will also form the retraining center and its continuous improvement, present their knowledge and experience before investors and international organizations representing.

6. Other Directions of the Business Chamber

6.1 Green Economy - Waste Management and Related Challenges

The Business Chamber pays special attention to promoting the development of a green economy according to the experience of advanced countries, including India (in the process of waste recycling). Georgia has taken an essential step in implementing environmental measures and waste management after the EU Association Agreement. The waste management sector was established and drafted at the legislative level (e.g., the Waste Management Code), reflecting business and trade relations.

Sorting some waste fractions (paper, plastic, metal, and glass) of Tbilisi began in 2014-2015; however, despite many practical measures, the problem remains. According to the founders of the Organization, the involvement of the business sector in this process is very important; it is necessary to establish a unified management system and change it periodically together with the updating of data. In this regard, the Association will constantly cooperate with various non-governmental and governmental organizations since a healthy environment is the right of our next generation.

The Business Chamber believes that the negative impact on the environment will also affect the country's economic climate, as polluted soil and untidy landfills are not attractive to any potential investor.

Since **Georgia does not have enormous natural resources, it is urgent to reuse the existing ones.** For example, handing over glass bottles to the enterprise for its reuse is a proven method in our country. The cost, energy, and resource savings are done together as technological processing of the product are no longer required.

6.2 Business environment of Georgia as a Trade Corridor

The basis of the economic development of any state is investments. Cooperation with foreign partners is vital for a small country like Georgia, as domestic investments are usually deficient.

Georgia has made significant progress in facilitating doing business; the lack of bureaucratic pressure in the country and the existence of a business-friendly environment reflected its status in many international rankings.



Georgia is attractive in terms of investment, which is also facilitated by:

- Liberal economic reforms;
- Political reforms;
- Privatization of state-owned enterprises;
- Attractive macroeconomic environment;
- Competitive trading rules;
- Liberal Tax Code;
- Modernized licensing system;
- Free Trade Agreement (DCFTA) between Georgia and the European Union;
- Free Trade Agreement between Georgia and the People's Republic of China;
- Strategic geographical location.

On July 21, 2021, the United States Department of State published the report Investment Climate 2021, which discusses the environmental conditions of Georgia, its positive and negative features. The document names the country as a leader in rankings regarding ease of doing business in the region.



The USA estimated Georgia's business and investment policy positively, despite the post-pandemic challenges. After significant reforms, Georgia started moving towards a stable and developing market economics led by large-scale economic changes in 1991.

The US administration also focuses on Georgia's advantageous geographical location, which means the place at the crossroads of Western Asia and Eastern Europe. That is why transit and logistics are mentioned in the document as priority areas to benefit from international trade. In this context, the Baku-Tbilisi-Kars railway is mentioned, which has strengthened Georgia's transit perspective; the importance of the Anaklia deep sea port's construction has also been underlined. The ratings of modern platforms regarding the business climate in Georgia are noteworthy:

- Georgia ranks 7th place in the so-called Doing Business World Bank ranking for ease of doing business:

<https://www.doingbusiness.org/en/rankings>

- In terms of economic freedom, Georgia ranks 12th place in the world:

<https://www.heritage.org/index/ranking>

6.3. Youth development and support for the realization of their potential

Based on historical sources, we can confidently say that the Caucasus region has long been home to people of different nationalities, beliefs, and ideologies who worked together to achieve universal well-being. As early as the 17th century, the Georgian scientist, writer, and politician Sulkhan-Saba Orbeliani wrote the famous fable - **"Power is in Unity,"** which today is the motto of Georgia and occupies a worthy place on its coat of arms; Given these values, it is not surprising that Georgia is the initiator of the revival of the **idea of a United Caucasus.**

It is true that the events of a few decades ago have been painfully left in our collective memory, but it has been said and proved that time is the best healer.

The ability to escape painful memories from the past allows us to renew a relationship and start writing the brand new chapter together from a clean sheet.

Educated Young People for Successful Business serves precisely this purpose. The Chamber of Business of Asia and the Persian Gulf recognizes that economic interests are a strong motivator and may serve as a basis for closer ties between the peoples of the Caucasus, the Organization, therefore, developed a plan to bring young people together and to arise interest in each other's culture.

Purpose

We all know that the primary condition for the development and progress of the state is educated youth, especially for a country that is one of the unique in the world with cultural and historical potential, and consequent. Given this fact in consideration, BCAGC aimed to:

- A)** Raising knowledge for the next generation in specific areas that will help young people in personal (intellectual, moral) and career (professional) development;
- B)** Demonstration of tourism potential in Georgia;
- C)** Laying the foundation for a new business within the framework of the program - Young Start-ups.

Within the framework of the project, cultural integration of Georgian, Armenian, Azerbaijani, Abkhazian, and Ossetia young people should take place in the shared space.

For reaching the goal, together with various specialists, BCAGC will organize a so-called Expedition Route, during which the new generation will get acquainted with the history, culture, old customs, traditions, and cuisine of different parts of the country.

This activity allows the participants to present their country from a new perspective to the whole world and show them essential aspects of hidden, cultural heritage;

This kind of activity will enable participants to present the country to foreigners, which will raise awareness of the state and increase its tourism potential.

We should set economic perspective aside: with the help of young people, it will be possible to mobilize business ideas, see the issue from a new angle, and lay a practical basis for future business partnerships.

Supporters: A vision of the issue from a new business perspective will be possible through youth, giving rise and implementation of new ideas. The involvement of specialists and public/international organizations, such as representatives of various academic circles and agencies listed below, is essential in the project:

- Enterprise in Georgia;
- Ministry of Education and Science;
- Ministry of Culture, Sport, and Youth;
- Partnership Fund;
- Grant issuing Agency of the Ministry of Agriculture;
- Various international organizations: GIZ, USAID, EBRD, World Bank, Embassy of Japan, Embassy of Switzerland, etc.

Selection: BCAGC should form Groups based on age categories (14 - 18 and 18-23) familiar with the following topics:

A) **Ancient Civilization of Kolkheti and Iberia:** Students will get acquainted with eco-villages within this event with traditional architecture, cuisine, agriculture, and the environment. The visitor will travel to the past and share the life typical of a particular era.

B) **Presentation of the historical-cultural heritage** of Transcaucasia (Georgian, Armenian, Azerbaijani, Ossetian, Abkhazian, etc.).

Each interested person - regardless of origin - can take part in the event. The plan's primary goal is to establish a tolerant relationship and a peaceful neighborhood, which ensures the initiation of intercultural dialogue in the long run.

6.4 Annual International Festival

History is the best teacher, so when discussing the modern business arena and its maximum development, it is necessary to look at experience. The economic revival in the 2nd century (BC) was the transcontinental, trade-caravan route that connected China, the Mediterranean, and the Black Sea states. The Silk Road has facilitated the export-import of goods and the circulation of information flows - including culture, ideas, religion, philosophy, and education. The resurgence of the Silk Road may lead to an economic revival in the 21st century as well. To implement this idea, BCAGC set up a cultural-educational festival called Spring On The Silk Road. Since spring symbolizes new life, beginning, and progress, the festival's name can also be considered a symbolic expression of the idea.

About the festival

BCAGC - with the support of the embassies - plans the cultural-educational festival Spring on the Silk Road (Dialogue and Development) at the end of March 2022 in Rike Park, Tbilisi. The festival will revive the Silk Road era, which united the ancient countries (Turkey, Azerbaijan, Iran, India, China, Japan, South Korea, Kazakhstan, Georgia). States will present their cultural treasures according to a scenario pre-written by the organizers; the potential of agricultural culture will be presented during the event, and, at the same time, it will be replicated. It is noteworthy that the Chamber will create a unique logo and anthem especially for the event, which will preserve the history of this large-scale, intercultural event for future generations.

Purpose

The festival aims to present and popularize the ethnic culture and economic development of the countries along the eastern route of the Silk Road. This trade route once united the economies of these countries from China - through the sea basin to the west, which passed between numerous cities, deserts, and oases. The event will increase the popularity of the historical way - which connected ancient cultures.

Expected result

Representatives of different countries will share the importance of the tremendous historical route and form an active cooperation position in the cultural-educational field. As part of the festival, they will travel to the past.

7. Monitoring and Evaluation System of Concept Implementation

Monitoring and evaluation of the concept implementation include the following components:

- Regular monitoring of the performance of action plans (the Consulting Center will carry out monitoring);
- Interim assessment of the action plan based on the reports (the meeting will make reporting of Associate Members);
- Annual evaluation of the action plan based on the notifications (the Meeting will make reporting of Associate Members).

Note: Measuring indicators for the goals and results of the strategy will be developed and approved (Consulting Center of the Business Chamber will compile it).



8. Concept Summary Analysis

BCAGC countries will deepen trade relations between Georgia, the Asian and Persian Gulf states, as well as promote new economic ties. The Association will constantly cooperate with the relevant bodies to identify new challenges and problems Business is facing, in order protecting the legitimate interests of investors in Georgia to the maximum extent.

As part of the collaboration, member companies will receive significant benefits. It is also noteworthy that practically no chamber, organization, or community is functioning in this direction in Georgia. The uniqueness of our Association is also due to the renewable database of experts and qualified specialists. It appears to be one of the specific NICHES, when positioning in the international arena. Considering the progressively growing economies of the Gulf countries, their foreign investments, and the loyalty of governments to the business, it becomes even more evident how important the establishment of the Business Chamber of Asian & Gulf Countries is. Thanks to this initiative, Georgia will be perceived as a favorable environment for investment and business.



9. Current Parameters (statistical data) and information of the Georgian Economy

Population and Demographics

	2013	2014	2015	2016	2017	2018	2019	2020	2021
population as of January 1 thousands	3 718.4	3 716.9	3 721.9	3 728.6	3 726.4	3 729.6	3 723.5	3 716.9	3 728.6
live births, persons	49 657	60 635	59 249	56 569	53 293	51 138	48 296	46 520	...
Deaths, persons	48 564	49 087	49 121	50 771	47 822	46 524	46 659	50 537	...
Marriages, units	34 693	31 526	29 157	25 101	23 684	23 202	23 285	16 359	...
Divorces, units	8 089	9 119	9 112	9 539	10 222	10 288	11 205	7 643	...
Immigrants, persons	92 458	82 161	92 557	90 228	83 239	88 152	96 864	89 996	...
Emigrants, persons	95 064	88 704	95 965	98 288	85 451	98 935	105 107	74 264	..

GDP growth

	2017	2018	2019	I 20*	II 20*	III 20*	IV 20*	2020*	I 21*
GDP at current prices, billion GEL	40.8	44.6	49.3	11.1	11.1	13.3	13.9	49.4	11.3
GDP at constant 2015 prices billion GEL	36.6	38.4	40.3	9.1	8.8	9.8	10.2	37.8	8.7
GDP real growth, percentage	4.8	4.8	5.0	2.3	-13.2	-5.6	-6.8	-6.2	-4.5
GDP deflator, percentage change	8.5	4.4	5.2	7.1	7.2	5.9	7.4	6.9	6.8
GDP per capita (at current prices), GEL	10 933.9	11 968.0	13 239.4	2 974.3	2 990.2	3 586.7	3 741.6	13 292.7	3 024.1
GDP per capita (at current prices), USD	4 358.5	4 722.0	4 696.2	1 016.3	1 952.9	1 156.2	1 144.1	4 274.6	912.5
GDP (at current prices), USD	16.2	17.6	17.5	3.8	3.5	4.3	4.3	15.9	3.4

Employment and Unemployment

	2014	2015	2016	2017	2018	2019	2020	2021 I
Labor force (Active population), thousand persons	1629.0	1675.6	1653.8	1641.4	1605.2	1572.8	1523.7	1447.2
Employed, thousand persons	1255.0	1308.5	1294.5	1286.9	1296.2	1295.9	1241.8	1129.7
Unemployed, thousand persons	374.0	367.2	359.2	354.5	309.0	276.9	281.9	317.5
Unemployment rate, percentage	23.0	21.9	21.7	21.6	19.2	17.6	18.5	21.9

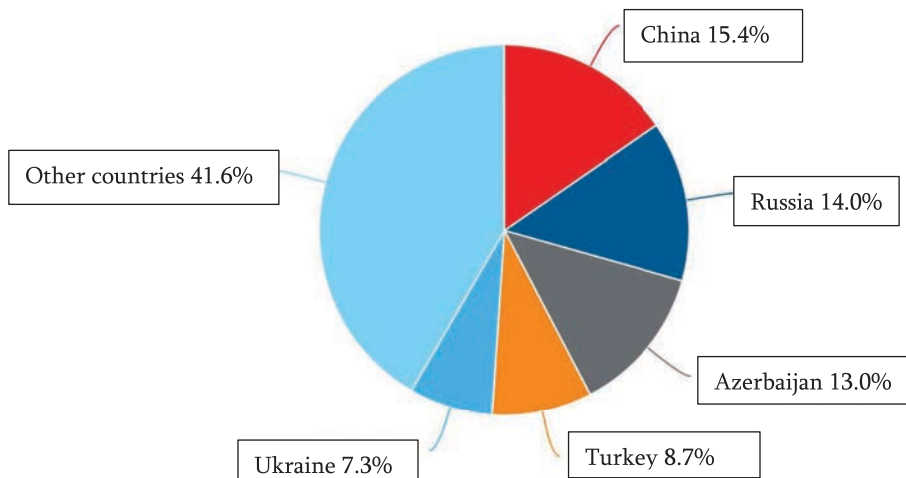
Consumer Price Index (Inflation)

	2012	2013	2014	2015	2016	2017	2018	2019	2020
Annual Average to the Annual Average		99.1	99.5	103.1	104.0	102.1	106.0	102.6	104.9
December Over December of previous year		98.6	102.4	102.0	104.9	101.8	106.7	101.5	107.0

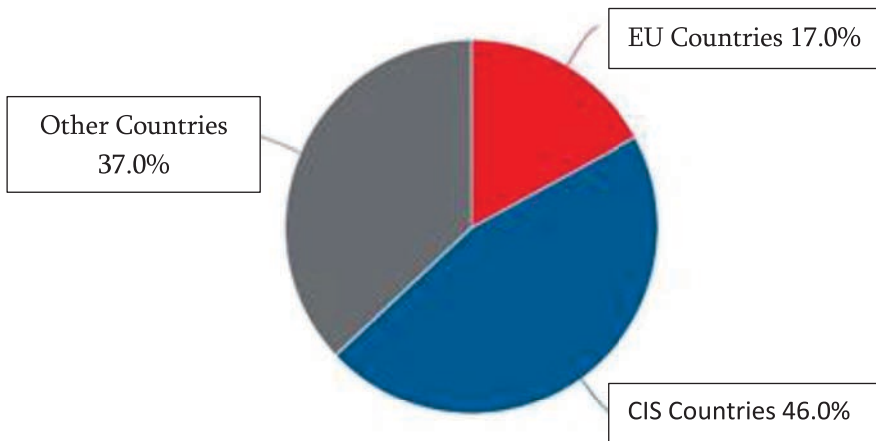
External Trade

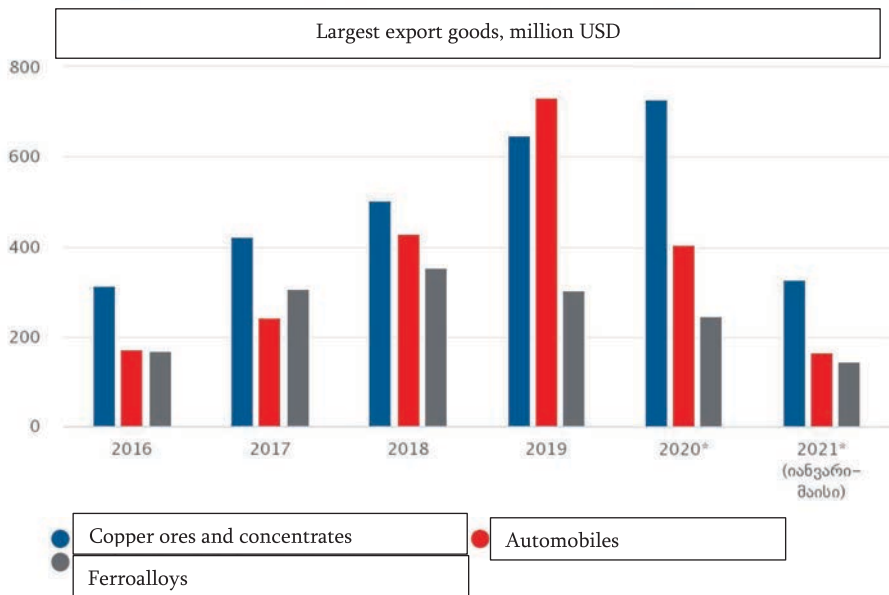
	2015	2016	2017	2018	2019	2020*	2021* (January-June)
External Trade Turnover	9 508.4	9 459.0	10 802.9	12 741.5	13 317.6	11 396.3	6 209.7
Export (FOB)	2 204.2	2 117.1	2 745.7	3 379.7	3 798.4	3 343.4	1 884.7
Import (CIF)	7 304.2	7 341.9	8 057.2	9 361.8	9 5119.2	8 052.9	4 325.0
Trade Balance	-5 100.0	-5 224.7	-5 311.4	-5 982.1	-5 720.8	-4 709.4	-2 440.3
Domestic export	1 602.5	1 620.4	2 007.8	2 226.2	2 324.5	2 408.1	1 377.6

The share of the largest exporting countries in total exports in January-June 2021



Share of groups of countries in total exports in January-June 2021





Comments

There is an excellent friendship behind the Business Chamber of Asian & Gulf Countries. After many successful joint projects, foreign and Georgian businessmen - Mr. Bilal Mansour (United Arab Emirates), Mr. Kamel Djouder (Ireland), Mr. Souhil Laib (France), Hassan Tarhan (Turkey), Ahmad Nahar Abu Zaid (Jordan), Davit Tsirdava (Georgia), Giorgi Otaridze (Georgia), Ali Amm Golom (Kuwait), Darispan Prasher (India) - founded BCAGC, which would unite partners with shared interests and form a liberal business environment. Business Chamber of Asian & Gulf Countries is a multicultural organization whose founders share values and goals. Each of them made an equal contribution in establishing the Chamber.





www.bcagc.org

MORE INFORMATION

For more information regarding the BCAGC,
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