



აზიისა და სპარსეთის ყურის
ქვეყნების ბიზნესპალატი

BUSINESS CHAMBER OF
ASIAN & GULF COUNTRIES



RESEARCH INSTITUTE OF
INTERNATIONAL TRADE
AND INVESTMENT

A PATH TO CONSTANT DEVELOPMENT



TBILISI

2023



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Business Chamber of Asian and Gulf Countries

STRATEGY



**TBILISI
2023**



David Tsirdava

First Vice President of the Business
Chamber of Asian and Gulf Countries

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, Kuwaitan and Georgian businessmen have decided to create a universal consulting and investment company that provides business consulting to interested corporations and offer a wide range of trade projects, also represents the investment potential of Georgia and attracts foreign investments. As a result, Geosilkroad was established, which is expanding the scope of its activities every year. Geosilk Translations, Geovisit, Georating, 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 a business 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.

The Mission of the Business Chamber

The mission of the Business Chamber is to strengthen trade and economic relations and establish new connections between business affiliates of Asian & Gulf and the Transcaucasian countries, in addition to Europe, Americas, Oceania and Africa;

For this purpose:

- Revealing export corridors and investment opportunities based on research and sectoral studies;
- Strengthen representations in all 46 member countries of the Chamber of Commerce and hold direct communication channels between business entities, corporate and governmental/non-governmental organizations; enhancing cross international trade agreements between countries and corporations.
- Stretching representation to extend to 80 countries, provide access to international export markets and financial resources for members of the Business Chamber and protect their legitimate interests at the local and international levels and encourage the strengthening taking in account environmental friendly value chain processes;
- Development of human capital in demand of the skilled labor force markets and establishing of knowledge based systems;
- Conducts MOU with WTO, International Chamber of Commerce and UN Organizations, and other EU and North American business councils and chambers of commerce, in addition to relevant organizations such as BRICS, OECD, European Free Trade Association, Eurasian Economic Community and other relevant organizations.



Mission statement

After agreeing on the mission, the components of the organization's vision were developed. The members of the planning group agreed on the main parameters - how big the chamber should be, who should be its members, how the chamber should promote the development of trade and economic ties, and others.

Within the framework of the vision, the target indicators of the Business Chamber were defined for a 5-year period:

- The Business Chamber is a structurally strengthened organization that has representation in all 46 member states;
- The awareness index of the Business Chamber in business circles and government organizations is 60% on average, and the confidence index among Business Chamber members is 90% on average;
- The members of the Business Chamber are local and international entities from medium and large business enterprise from diversified economic sectors;
- The Council of Experts of the Business Chamber is an opinion leader in the business community, its research and statistical data are trusted and used by local and international business entities and organizations; The Council conducts panel discussions at the sectoral and cross-country level at least quarterly, and annually organizes international conferences/International trade forums based on symposiums and research based recommendations;
- The Business Chamber is holding the World Business Forum once in every 2 years, and periodically inter-country business forums both locally and in Transcaucasia, Asia, Europe, Americas, Africa and Gulf Countries, with high involvement of business subjects and government agencies;
- The active trade portfolio of the Business Chamber is 10 billion US dollars on average, and the potential trade portfolio is 30 billion US dollars on average;

- An international investment fund with an average amount of 2 billion US dollars has been created within the framework of the Business Chamber, the total amount of the investment projects implemented by the Business chamber, including in the direction of green investment, is 1 billion US dollars on average;
- At least 200 people have been retrained by the Business Chamber, whose average rate of employment at the local and international level is 85%;
- The Chamber performs national events in the host countries; in addition to conducting periodical Trade Missions enhancing cross international trade missions and consolidating agreements.
- The Business Chamber periodically conducts national events for selected countries to deepen the bilateral relations and ties.

Values of the Business Chamber

RICE:

- Respect: Maintaining the highest standards of respect to different states, cultures, and diversified communities.
- Integrity: Maintaining the highest standards of principles in implementing the Business Chambers moral level through business and non-business activities.
- Commitment: Maintaining the highest standards of commitment and dedication to the Business Chamber
- Excellence: Maintaining the highest standards of professionalism



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Social responsibility statement

The Business Chamber within its social responsibility:

- Implements events celebrating national holidays between member countries

- Sustaining a pivotal role in taking part in the UN Global Compact and promoting business values

Contributes to the strengthening of the environmental friendly value chain in the business sector.

- Promotes the implementation of the UN Millennium Development Goals regarding sustainable and economic development in addition to promoting and implementing the sustainable development goals

Analysis of the current situation

- Environmental analysis

- Geographical factors:

- Location with the potential of global transit corridor of Georgia;

Economic factors:

- International and interstate trade agreements;

- Sanctioning of some Russian export products by different countries;

- Aggravated export and logistical challenges caused by the Russia-Ukraine war;

- Existing and future agreements with the Eurasian Economic Union on liberal trade conditions, including preferential customs tariffs;

- Existing and future agreement with European Union and Americas and Oceania on liberal trade conditions including preferential customs tariffs.

- Separate agreements between Asian countries and Russia on preferential trade terms.

Political factors

- The ongoing war between Russia and Ukraine;
- Armenia-Azerbaijan war and ongoing conflict;
- Political instability in Georgia and the region;
- Certain political agreement between Russia, Asian & Gulf countries.

Diplomatic relations

- Absence of diplomatic representations of some Asian, African, Latin America, Oceania & Gulf countries in Georgia.

Visa and visa-free regimes

- Visa-free regime with Europe, as well as with some Asian, African, Latin America, Oceania & Gulf countries ;
- Created obstacles for the citizens of Asian, African, Latin America, Oceania & Gulf countries while crossing the Georgian border;

Strengths

From the perspective of the country Strategic location of the country;

- Liberal tax legislation;
- Liberal economic reforms;
- Modernized licensing system;
- International trade agreements;
- Optimal wage rates;
- Visa-free regimes with the majority of countries
- Including other factors contributing to the ease of establishing of business;

From the perspective of the Business Chamber

- Concrete strategic plan and structured action plan ready for implementation
- Strong Vision and Mission.
- Contacts/connections with the government and business sectors of Asian, African, Latin America, Oceania & Gulf countries, including access to alternative financial resources, the ability to attract low-interest financial resources;

- Potential export portfolio in the amount of up to 2 billion US dollars
- Representations in the capitals of 13 countries of Asian, African, Americas, Oceania & Gulf countries in the form of honorary consuls;

Weaknesses

From the perspective of the country

- Low business confidence index towards the judicial system
- Restrictions/challenges in the process of entering the country and issuing visas;
- Absence of diplomatic representations of some Asian, African, Americas, Oceania & Gulf countries in Georgia.

From the perspective of the Business Chamber

- Insufficient human resources;
- The process of reforming organizational processes;
- Non-sustainable and non-diversified sources of financial resources.

Opportunities

From the perspective of the country:

- Potential of trade corridor; especially the construction of the new deep water port project: Anaklia
- Investment potential;
- Georgia's international trade agreements with the European Union, China, and other countries;
- Increasing volatility index of export markets;
- Financial resources accumulated in member states;
- Developing economy of member states.



From the perspective of the Business Chamber:

- Ability to maintain strong communication channels using existing contacts
- A resource for utilizing the Chamber's existing export portfolio.

Threats

- Strategic: aggravation of relations with the European Union; potential complication of logistics during the transportation of export products from Russia; negative expectations created in the background of ongoing conflicts in the region; the threat of use of nuclear weapons by Russia;
- Legal: possible changes in local and international regulations related to the production and import of products;
- Reputational: non-national interests covered in international agreements and transactions; Threats related to identifying the origin of money while investing;
- Sustainability: Insufficient number of members of the Business Chamber, insufficient utilization of the resources of the Business Chamber; ineffective activity of representatives, institutional instability;
- Operational: Insufficient number/qualification or outflow of human resources; use of internal resources by the staff against the interests of the Business Chamber (including representations); leakage of confidential information;



- Financial: Insufficient or late contributions from members, delays during the performance of concluded contracts; Risks related to distribution/payment of commissions based on intermediary agreements. Threats related to identifying the origin of money while investing; the exit of foreign banks – European such as Deutsche Bank because of relationship with Russia.
- Force majeure: pandemic and war.

Strategic priorities

In order to solve the issues identified as a result of the agreed vision targets and the SWOT analysis, the strategic priorities of the Business Chamber were determined for a seven-year period. In total, seven strategic directions were identified:

I Strategic priority - Organizational-structural strengthening of the Business Chamber, including expansion of branches and representative offices in 46 member countries of the Business Chamber; therefore stretching to 80 countries

II Strategic priority- Joining medium and large business entities and organizations in the Business Chamber, providing them with highly effective consulting and legal services and a strong communication and information platform with business, corporate and government agencies of Transcaucasia, Asia, Europe, Americas, Africa and Gulf Countries.

III Strategic priority - Formation of the International Council of Experts and sharing of expert conclusions about potential trade corridors and favorable investment spaces for members of the Business Chamber and the general public;

IV Strategic priority - Promotion of access to international financial resources and trade-economic relations for members of the Business Chamber, including export;

V Strategic priority - Attracting international financial resources, creating an investment fund, and promoting investment projects, including high-tech and innovative projects focused on the green economy;

VI Strategic priority - Holding global business forum and international economic events;

VII Strategic priority – Deepening the close cooperation between the countries and the dialogue between the people of the conflict regions, through the implementation of social and cultural projects

VIII Strategic priority - Development of human capital in demand in international labor markets and export of knowledge, in cooperation with local and international educational institutions

Content of strategic priorities

I Strategic priority - Organizational-structural strengthening of the Business Chamber, including expansion of branches and representative offices in 46 member countries in an initial stage of the Business Chamber, which is commenced to expanding to 80 countries:

- Development of the strategic document and action plan of the Business Chamber;
- Maintaining and implementing an effective organizational structure;
- Development and implementation of internal legal acts;
- Development of human resources management systems;
- Development of financial resources planning and management process;
- Infrastructural maintenance of the central office;
- Expansion of representations of the Business Chamber and

II Strategic priority - Joining medium and large business entities and organizations in the Business Chamber, providing them with highly effective business and trade consulting and legal services and a strong communication and information platform with business and government agencies of Transcaucasia, Asia, Europe, Americas, Africa and Gulf Countries :

- Quantitative and qualitative growth of Chamber members at the local and international level;

- Providing highly effective business and trading consulting and legal services for members of the chamber.

III Strategic priority - Formation of the International Council of Experts and sharing of expert conclusions about potential trade corridors and favorable investment spaces for members of the Business Chamber and the general public:

- Formation and Organizing activities of the International Council of Experts;

- Conducting research at the local and international level in order to identify resources with highly competitive exploding potential;



- Conducting research at the local and international level in order to identify favorable investment spaces;

- Research of local and international labor markets and identification of required human resources;

- Organizing panel discussions and international conferences and publishing an annual magazine.

IV Strategic priority - Promotion of access to international financial resources and trade-economic relations for members of the Business Chamber, including export:

- Signing agreements with suppliers of highly competitive export goods;

- Promotion of trade and economic cooperation at the local and international levels.

V Strategic priority - Attracting international financial resources, creating an investment fund, and promoting investment projects, including high-tech and innovative projects focused on the green economy:

- Attraction of international financial resources;

- Creation of an investment fund;

- Searching and evaluating priority investment projects at the local and international levels

VI Strategic priority - Holding global business forum and international economic events:

- Holding a global business forum event;

- Holding the Kuwait-Georgia business forum;

- Holding an international business forum.

VII Strategic priority - Deepening the close cooperation between the countries and the dialogue between the people of the conflict regions, through the implementation of international trade projects:

- Event dedicated to the 30th anniversary of Georgian-Kuwait relations.
- Extended education for skilled workers enhancing Successful knowledge-based business systems
- Spring on the Silk Road.

VIII Strategic priority - Development of human capital in demand in international labor markets and export of knowledge, in cooperation with local and international educational institutions

- Development of human capital in demand on international labor markets and knowledge-based systems.





About the Research Institute of International Trade and Investment (RIITI)



Mr. Giorgi Otariidze

Executive Director of the Research Institute
of Investments and International Trade
(RIITI)

Mr. Giorgi Otariidze has been the Executive Director of the Research Institute of Investments and International Trade (RIITI) since 2023, in addition Mr. Giorgi Otariidze is a co-founder and Vice-President of the Business Chamber of Asian and Gulf Countries. He is also a founder, Managing Partner of Georgian-American consulting company “SunBreath Corp. Legal Services LLC” (“SBC Legal”). Prior to this, Giorgi worked at RSM Georgia as a Legal Director. Also, he was employed at DLA Piper Georgia.

His legal practice focuses on corporate, banking, financial, contractual, tax law and litigation. Giorgi worked as a legal advisor in the “Chemonics Georgia GMSE Project” company, on the project of stabilization and strengthening of Georgian microfinance. Giorgi has experience working as a legal advisor in the “Chemonics Georgia GMSE Project” company, in determining the legal status of microfinance organizations. He also held the position of Head of Legal Department at FINCA Georgia. During his time at the company, under his direct leadership, the legal structure of the Secured and Solidarity Loans Department was developed, serving a portfolio of more than 5,800 clients. Giorgi Otariidze holds a bachelor's degree in law from Ivane Javakhishvili Tbilisi State University. He also holds an honorary diploma in Banking Expert from the Banking Academy in Frankfurt am Main.

Along with his legal practice, Giorgi was actively involved in law-making processes. He is the co-author of the amendments to the Civil Code of Georgia, which defined the status of microfinance organizations. Over the years, Giorgi Otardidze worked with various Georgian commercial banks regarding bank registration and obtaining a full banking license, as well as corporate and labor issues. Giorgi also performed registration of claims securities, opening international accounts, etc. Giorgi represented and advocated for the EU TACIS program and NGOs on a wide range of issues, including registration, reorganization, bankruptcy, taxation, and litigation. Over the years, Giorgi Otardidze has represented various organizations in international legal issues. Giorgi represented the Government of Georgia at ICSID Arbitration. He represented major international oil companies in Georgian courts in various cases arising out of the construction and operation of three transit oil and gas pipelines from Georgia, including property damage, environmental and road rights disputes.

Giorgi Otardidze 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. Otardidze provided legal support to the international financial institution in debt transactions involving financing the leading leasing company in Georgia (\$10 million loans).

Chapter I. General provisions

I. General provisions

Mission of the Research Institute of International Trade and Investment (RIITI) The Research Institute of International Trade and Investments - RIITI (hereinafter "the Institute") is an independent structural unit of the Business Chamber of Asian and Gulf Countries, which, through international experts, carries out research activities in order to determine international trade corridors, favorable investment spaces and the requirements of the international labor market. It shares research results and expert conclusions with governmental and non-governmental organizations, members of the Business Chamber and the public. The research institute, with the involvement of the management team of the Business Chamber, coordinates the mission and vision of the Business Chamber and determination of strategic priorities and their implementation.

2. Research priorities

Taking into account geo-political and trade-economic factors, international trade agreements, legal regulations, customs and customs regimes, labor market infrastructure and all other factors, the research institute carries out research activities in Georgia and internationally (in the countries of Asia and the Gulf) in the following directions:

- Identifying favorable investment spaces, identifying economic sectors, products and services with investment potential;
- Study of potential trade corridors, identification of products and services with high export potential and relevant export countries;
- Research of labor market infrastructure, identification of labor market requirements, knowledge and skills that are and will be in demand in the short and long term.

Chapter II. Structural arrangement of the Research Institute

3. The structure of the Research Institute

1. The governing bodies of the research institute are:

President of the Research Institute;

Research Institute Executive Board.

2. The structural units of the research institute are sectoral committees.

3. The research institute carries out research activities through international experts selected in accordance with this document.

4. President of the Research Institute

1. The president of the research institute is elected to the position for a term of 3 years by the general meeting of the Business Chamber of Asian and Gulf Countries with a full majority of votes. The consent of 2/3 of the votes of the general meeting of the Business Chamber is required for the early dismissal of the president of the research institute.

5. Governing Board of the Research Institute

1. The governing board of the research institute includes the president of the institute and heads of the sectoral committee. The president of the research institute heads the management board.

6. Sectoral committees

1. The task of the sectoral committee is to ensure the fulfillment of the tasks of the research institute in the relevant field, in particular, to supervise the implementation of research activities together with international experts in the relevant field, to actively participate in panel discussions and the organization of international scientific forums, to coordinate the preparation of material for the scientific journal, to conduct workshops and to communicate closely with international experts who are members of the committee.

2. The sectoral committee consists of international experts in the relevant field. The expert is eligible to be a member of one or more committees, in accordance with his qualification requirements.

3.The sectoral committee is headed by the chairman of the sectoral committee, who is appointed and dismissed by the president of the research institute based on the recommendation of the governing board.

4.The sectoral committees of the research institute are:

- Committee on International Trade;
- International Tax and Customs Committee;
- Financial and Economic Committee;
- Investment Law Committee;
- Labor Market and Human Resources Development Committee;
- Innovation and Technology Acceleration Committee;
- Committee for promotion of eco-friendly transformation;
- Committee for Sectoral Development of Tourism;
- Health Services and Infrastructure Development Committee;
- Agricultural Technology Development Committee;
- Construction and Real Estate Committee;
- Committee for the Development of Light and Heavy Industries.

7. International experts

1.Research activities in the research institute are carried out by high-level local and international specialists of various fields and representatives of academic circles, selected by competition and confirmed by the international qualification commission, who, as a result of meeting the established qualification requirements, have been granted the status of an international expert.

2.According to the qualification requirements, international experts are awarded the status of international expert of the first, second and third rank.



Chapter III. The activity format of the research institute and the rule of conducting the research activity

Article 8. Activity format of research institute The activity of the research institute is carried out in the following format:

- Implementation of research projects;
- Management board meetings;
- Committee and group meetings;
- Quarterly panel discussions at the local and international level;
- Annual international scientific forums;
- Annual international scientific journal.



Experts of the Research Institute of International Trade and Investment (RIITI)



Ms. Natia Turnava

Education

-Graduated from the University of Cumbria, UK in 2014 with a Master of Business Administration degree.

-In 2005 - 2006, she took various courses in the United States under the auspices of the John F. Kennedy Government School at Harvard University.

-In 1994, she graduated from Ivane Javakhishvili Tbilisi State University, completed her postgraduate study and got a Ph.D. in Economics.

-In 1990 she graduated from Ivane Javakhishvili Tbilisi State University, School of Economics. Scientific Degrees

Ph.D. in Economics

Master of Business Administration

Work Experience

She held the position of Minister of Economy and Sustainable Development of Georgia, Member of the Board of the National Bank of Georgia, Minister of Economy and Sustainable Development of Georgia, Deputy Minister of Economy and Sustainable Development of Georgia. She has many years of experience in finance, In the past years, her activities were related to: Partnership Fund, Industrial Group, Georgian International Energy Corporation, Security Council under the President of Georgia, Tbilisi city council Finance and Budget Committee, State Chancellery consecutively, Financial Department.



Prof. Dr. Zviad Gabisonia

Prof. Dr. Zviad Gabisonia has 25 years of experience in Business Law. Since 2004, he has been leading the Business Law consulting company "GLS Holding". His areas of practice include Business Transactions, Corporate Law, Investment Law, International Private Law (IPL), Banking Law and Law of Technologies.- Prof. Gabisonia Holds Ph.D degree in Law and

is a Professor since 2002 (University of Bremen (Germany), TSU, GTU (Georgia). He is the Director of the Research Center and Professor of the University of Business and Technology (Georgia).

His experience was also related to:

- The author of 5 books and 40 scientific publications, a co-author of several bills
- Scientific internships at the University of Hamburg, the Ludwig-Maximilians University of Munich, the European University of Viadrina in Frankfurt, Emory University Law School (USA)
- Chairman of the Executive Board of the European Open Science Cloud (EOSC) and Expert of the Education and Science Committee of the Parliament of Georgia (EU Project)
- The head of the doctoral program "Digital Governance and Artificial Intelligence in the Public Sector" of the University of Business and Technology
- Director General of L.E.P.L. Shota Rustaveli National Science Foundation of Georgia
- A Governing Board Member & Representative of Georgia of The International Science and Technology Center (ISTC),
- Member of the Governing Board - European Strategy Forum on Research Infrastructures (EU), European Research Area and Innovation Committee, European Open Science Cloud (EOSC), National Contact Point of European Research Council (ERC), EU research and Innovation Framework Program "Horizon 2020", Director of EURAXESS Georgia (EURAXESS.GE).



Ms. Gvantsa Meladze

Ms. Gvantsa Meladze's career counts 25 years of experience in economic development projects with government, private and international organizations with a main emphasis on privatization, agriculture aid, cluster development, economic diversification, FDI and export promotion. After completing of public service at the Ministry of Economy,

she moved to the private sector and has been an international trade and development advisor to the government of Georgia and export-oriented SMEs through various international development projects and is also a lecturer of export managers' courses at the Caucasus University. Ms Meladze received her MBA degree in Global Management at Grenoble Business School and won the Chevening Scholarship of the UK government to become a Master of Science in Comparative Public Policy at the University of Edinburgh. Director of a franchise of the leading European export consulting firm Gateway & Partners Managing Partner of Regional Development Association of Georgia Member of the Board of the Export Development Association of Georgia Member of the Board of Georgian Farmers Association Certified Cluster Benchmarking Expert of the European Secretariat of Cluster Analysis.



Mohammed Moustafa Salama

Education: Accomplished Strategic Leader with a broad experience in consulting, operations or strategic planning, and skills in Sales Management, Marketing Management, Brand Management Business Planning, Strategy Review & Formulation, Strategic Projects, Corporate Initiatives, Growth & Diversification, and Thought Leadership.

Education: Accomplished Strategic Leader with a broad experience in consulting, operations or strategic planning, and skills in Sales Management, Marketing Management, Brand Management Business Planning, Strategy Review & Formulation, Strategic Projects, Corporate Initiatives, Growth & Diversification, and Thought Leadership

AREAS OF EXPERTISE: Brand Management; Marketing Management; Sales Management; Business Development; Team Development; International Trade. Accomplished Strategic Leader with a broad experience in consulting, operations or strategic planning, and skills in Sales Management, Marketing Management, Brand Management Business Planning, Strategy Review & Formulation, Strategic Projects, Corporate Initiatives, Growth & Diversification, and Thought Leadership

-Business Development Manager – KSA| Sawary Trading & Contracting
-Business Development Manager – KSA| CPC Holding – Saudi Bin Laden Group / Saudi Arabia

-Business Development Manager – KSA| Bakheet CO For Machinery – Saudi Arabia

-Regional Manager – Eastern Region Heavy Machinery & Material Handling Division

-Contributing Analyst | Washington D.C, USA

-Regional Strategy Analyst | Washington D.C, USA

-Trade, Defense & Public Affairs Officer, Embassy of Canada; Cairo, Egypt

-Corporate Relations Officer, BG Group - CARE International; Cairo, Egypt

-Government Visitor – Exchange Scholar, U.S Department of State – University of Wisconsin DC, WI, USA



Prof. Dr. Vakhtang Chkareuli

Prof. Dr. Vakhtang Chkareuli has a track record of working in both, public and private sectors. Currently, he holds the position of CFO in one of the largest B2B companies from construction/development materials sales industry in Caucasus region. Before that, Dr. Chkareuli was the Head of Finance and Analytics Direction at Hualing Free Industrial

most attractive investment hubs in region. On top of that, he has been involved in different local and international projects as a Consultant/Researcher. As for his academic background, Dr. Vakhtang holds PhD degree in economics. He is an Associate Professor at Business and Technology University (Tbilisi, Georgia). Prof. Chkareuli is a permanent member and Chairman of an Academic Board at European Institute for Research and Development.



Prof. Dr. David Gondauri

Prof. Dr. David Gondauri, associate professor at the University of Business and Technology, is a Doctor of Business Administration, and laureate of the Scientific Prize of BTU (in 2021). Financial advisor at JSC "Georgian Railway". Director of "EUMMAS" Eurasian Logistics Research Center. In 2020,

he defended his doctoral thesis at the University of Business and Technology on the topic "Development of the Railway Silk Road to promote the growth of the Georgian economy". Since 2009, he has been engaged in academic and research activities. Since 2007, he has been working in JSC "Georgian Railways" in various positions in the analytical direction. From 2018-2019, he worked as an advisor in the Ministry of Finance.

David Gondauri's scientific works have been published in international and local scientific journals, including international impact factor journals. He is the author of scientific monographs.



Prof. Dr. Mariam Lashkhi

Member of the Parliament of Georgia: 15 Years of experience in public and private sector, international institutions and civil society. Mariam is an Innovation Champion awarded as a Woman Leader in the Government for her efforts in the process of building innovation policy in the country. She is a gender advocate, promoting women in tech initiatives through

the gender council at the Parliament of Georgia. Mariam is the youngest member of the parliament aiming to contribute in the positive changes. Her experience is also related to:

- Associated Professor Business and Technology University (BTU)
- MP | Deputy Chairperson of Foreign Relations Committee | Member of Education and Science Committee The Parliament of Georgia,
- Deputy Chairperson of Georgia's Innovation and Technology Agency (GITA)
- Raised more than \$10 Mln from Donors
- was nominated and awarded as best manager of the year.
- Consulted emerging market countries in implementing innovation policy



Prof. Dr. Harald Proidl

Prof. Dr. Harald Proidl holds a master and a PhD in Economics and is working for 20+ years in the energy sector. Since 2011 he is Director of Renewables and Energy Efficiency with the Austrian Regulatory Authority E-Control. He is responsible for the monitoring of RES in Austria, the evaluation of subsidy schemes, GOs and disclosure systems

for electricity and gas, e-mobility, regulatory sandboxes, energy communities, etc. On an international level Harald Proidl is actively involved in CEER working groups and he is Chair of the RES Committee of ERRA. Furthermore he was project leader and key expert for EU funded projects on Georgia, Ukraine, North-Macedonia, Croatia, Algeria, etc.



Ms. Mariam Kuchuloria

Ms. Mariam is based in Tbilisi, Georgia, where she works as a Private Sector Engagement Advisor under the US DOL-funded project, “Engaging Workers and Civil Society to Strengthen Labor Law Enforcement.” Ms. Mariam has extensive working experience with private, public sector and international organizations for private sector

related matters and reforms, adoption of regulations and policies relevant for businesses and supporting in implementation process. Ms. Mariam’s expertise covers business advocacy, improving the business environment, strengthening associations, coalition building and proper engagement of private sector in policy advocacy. Ms. Mariam’s

professional experience includes working as an in-house legal counsel in the banking, insurance, construction, transportation, and energy sectors. Ms. Mariam received a master's degree in Jurisprudence from Tbilisi State University and a master's degree in International Law from the Georgian Institute of Public Affairs (GIPA). She also studied International and Transnational Law at the School of American Law at the Chicago-Kent College of Law.



Mr. Giga Phaikidze

Giga Phaikidze has more than 16 years of work experience in the both the private and public sectors. He worked at various times in the leading commercial banks in Georgia, as well as held various positions in the National Bank of Georgia over the years. Giga also has experience working with international organizations as a consultant.

Giga is the founder and Director of the "Small and Medium Enterprises Development association (SMEDA)" and, at the same time, the founder and managing partner of the auditing and consulting company "Loial-te".



Prof. Dr. Nino Jolia

Dr. Nino Jolia has more than 17 years of intensive national and international experience, whereas her legal expertise includes managing and developing multimillion commercial transactions and advising on legal compliance and investment effectiveness. She was the Head of the Legal Department at AgroPlan Georgia, an international agricultural company and before that the General

Counsel of the international pharmaceutical concern Humanity Georgia (Partnership Fund project). She holds LLM degree in International Economic Law, MA in European Studies (EU Law), PhD in Economics. -Head of the Legal Advisory Department position at Grant Thornton Georgia

-An author of various publications and articles on business & legal related issues

-Co-author of the textbook "International Economic Law"

-An author at Forbes Georgia and a guest speaker at Women's Narrative, a guest speaker at Commersant

-A trainer and researcher at ICDC/USAID

-A trainer at GT Academy

-A trainer at CIU

-Invited speaker/mentor at Founder Institute

-Member of Commercial Law and Tax Committee at AmCham

-Member of Legal Committee at EBA

-An associated member at GLIP

-Member of LawPort



Prof. Dr. Natia Janelidze

CIO Georgia, Gazelle Finance Supervisory Board Member, Is Bank Georgia Supervisory Board Member women business leaders' federation, Women for Tomorrow Supervisory Board Member, Ardi Insurance Natia Janelidze joined Gazelle Finance, an international investment fund operating

in Eastern European countries, in October 2015 as the Chief Investment Officer and Chief Operation Officer. Natia has over 15 years of professional banking experience in SME and Corporate financing and has held senior leadership positions at TBC Bank and Bank Republic (part of Societe Generale Group), two of the leading banks in Georgia. Currently Natia holds Supervisory Board member ship positions in

different Georgian and International companies from various industry. Since 2019, Natia is an independent supervisory board member of ISBANK Georgia, the biggest Turkish bank subsidiary in Georgia. Since 2021, Natia is a supervisory board member and head of finance committee at women business leaders' federation Women for Tomorrow. Since 2022, Natia is an independent supervisory board member at Ardi Insurance Group, one of the leading insurance companies in Georgia. Natia holds an MBA from University of Missouri-Columbia in the United States and Ph.D in Finance and Banking from Georgian Technical University. Natia is fluent in English, Russian and Georgian.



Prof. Dr. Maya Melikidze

Ms. Maia Melikidze is an executive MBA graduate from Harvard University in the field of Global Strategic Management. Furthermore, she has academic education in International Economic Law at Georgian Technical University and currently is working on renewable energy issues at Business & Technology University (Silicon Valley Tbilisi);

In July 2017, Ms. Melikidze was elected as a Commissioner at Georgian National Energy and Water Supply Regulatory Commission for a 6-year term. Prior to this involvement, she had worked for the President of Georgia Mr. Giorgi Margvelashvili as an economic advisor. Earlier, Ms Melikidze had gained an extensive experience while working in a private sector for 12 years, inter alia at: International Audit Company “Ernst & Young” as a senior auditor; JSC Bank of Georgia – Tax Analyst; JSC Liberty Bank – Head of National Bank of Georgia and IFRS audit cooperation department. Simultaneously Ms Melikidze is involved in educational process and encourages prosperity of the new generation. She is an associated professor at Business and Technology University, which ensures unique educational expertise by integrating business into

technology and facilitating innovations. She supports SiliconValley Tbilisi and works hard in order for Georgia to become an exporter of education in the region. Ms. Melikidze is PhD in renewable energy issues; she published several researches on enhancement renewable energy sources usage in Georgia and founded Renewable Energy Resources Laboratory working on legal and economic assessments of renewable energy generation in Georgia. Ms. Melikidze is also an author of several publications at Forbes focusing on diminishing unemployment and ensuring economic growth; involvement of Finance Institutions in mobilizing a public wealth.



Prof. Dr. Tsotne Zhghenti

Prof. Dr. Tsotne Zhghenti is holding a PhD degree in Economics and has an experience in academic and business research for public or private sector. He is working as an Associate Professor at Business and Technology University (Tbilisi, Georgia) and his main research interests covers topics including Digital Econo-

my, Institutional Economics, Macroeconomics, Circular Economy. Prof. Zhghenti is actively involving in boards of several academic journals and international scientific organizations. Prof. Zhghenti is also a permanent member of scientific community and chairman of an organizing board at European Institute for Research and Development.



Mr. Vladimer Bezhashvili

President of Investments and Finance Association

Managing Partner of Holding company-EBIT Group (Consulting, Education, Audit, Software)

Managing Partner of Investment Platform EBITA.ge Vlad Bezhashvili is an expert In

the direction of investment management, Business Modeling, Change Management, Corporate Finance, Risk Management, He has more than 15 year experience on executive management positions both local and international large corporations, he has implemented more than 100 successful projects within the framework of business consulting. During his career, he managed such business sectors as: Insurance, manufacturing, FMCG, Oil, governmental institution

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