



Organization for Security and Co-operation in Europe
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Conference Services

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ENTERPRISE GEORGIA

EXPORT

2018

ABOUT ENTERPRISE GEORGIA

- Established in 2014 under the Ministry of Economy and Sustainable Development of Georgia.
- Legal Form: Legal Entity of Public Law (LEPL).
- The Main State Institution Responsible for Private Sector Development Support with Focus on MSMEs
- Restructured in the middle of 2017 – “Invest in Georgia” merged under Enterprise Georgia; Increased focus on Export, identified new sectors and started working on them.
- Number of Employees: 60.
- Office and Service Centre: Uznadze str. 18, Tbilisi, Georgia.

THREE MAIN PILLARS

- **BUSINESS** - Offers different access to finance and technical assistance programs in manufacturing and hospitality industries.
- **EXPORT** - Export promotion and development of high potential sectors.
- **INVEST** - Promotes investment opportunities and offers aftercare services.
- **FILM IN GERGIA** - Promotes Georgia to attract films production.
- **RESEARCH & DEVELOPMENT** - Supports Business, Export and Investment Components in researches.
- **INTEGRATED SERVICE SENTER** - Provides information about Government supported programs for SMEs development

ENTERPRISE GEORGIA - EXPORT

MISSION

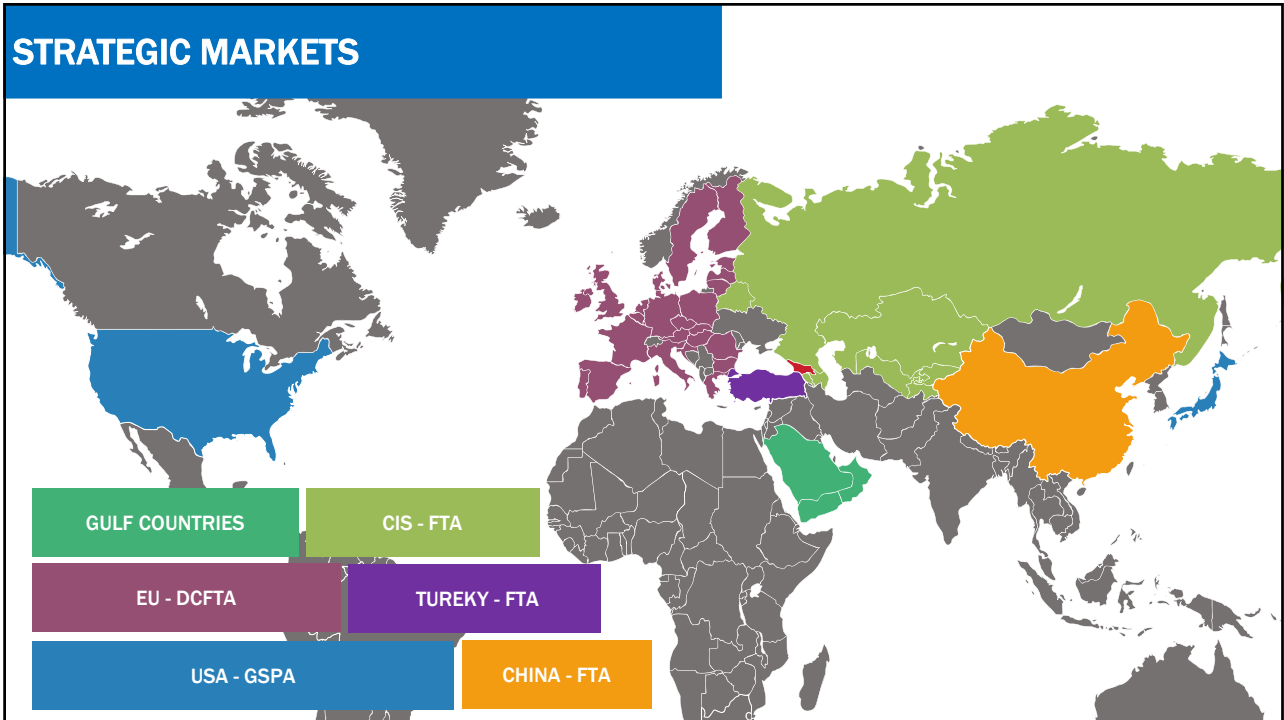
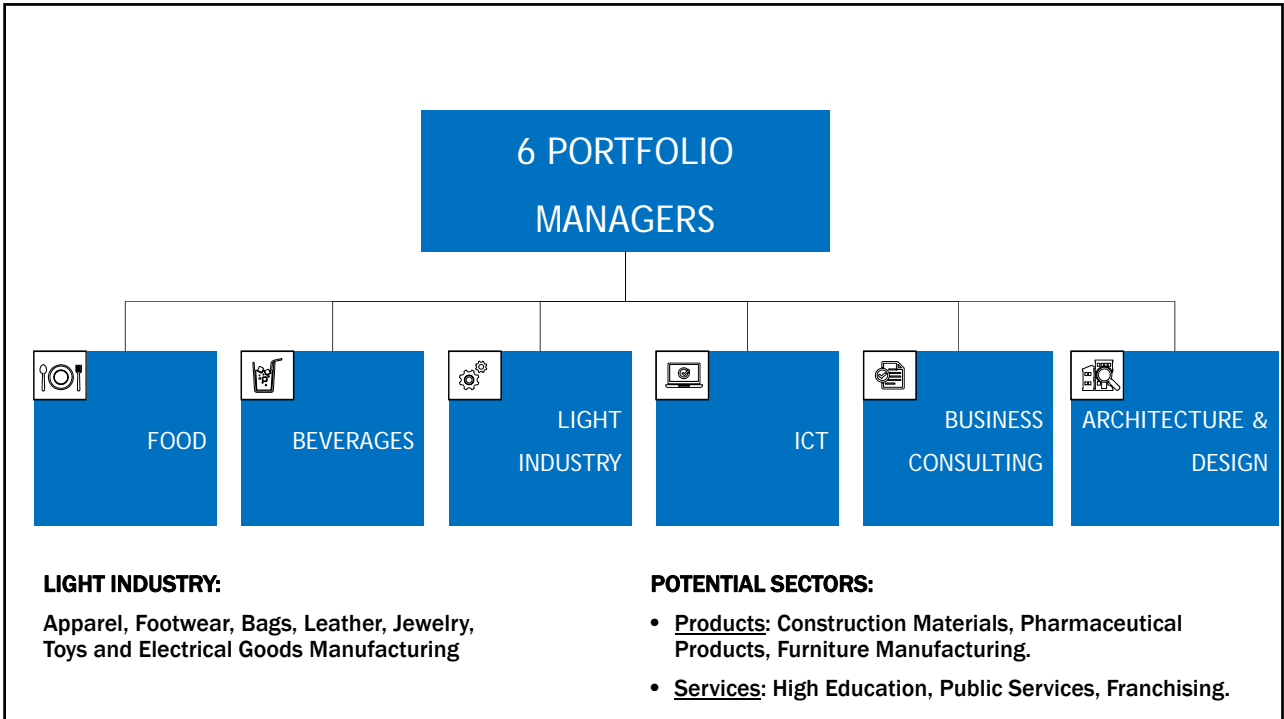
- Support to increase international sales of Georgian products and services
- Support to increase a scale and quality of internationalization of Georgian SMEs

VISION

- More added value
- On more international markets
- With more export stability

PHILOSOPHY

- Portfolio Management - direct cooperation with companies
- Inclusive Approach to Export Development - Improving synergy and coordination by increasing donors' and stakeholders' involvement



OUR SERVICES AND INSTRUMENTS

INTERNATIONAL MARKETS ACCESS

- > INTERNATIONAL TRADE FAIRS
- > OTBOUND AND INBOARD TRADE MISSIONS
- > BUSINESS CONSULTATIONS
- > EXPORT READINESS TEST
- > WWW.TRADEWITHGEORGIA.COM Online Catalogue of Georgian Products & Services
- > MATCHMAKING
- > ENTERPRISE EUROPE NETWORK (EEN)
- > SECTORAL RESEARCHES
- > EXPORT GUIDANCE - Document, Video

POTENTIAL DEVELOPMENT

- > INTERNATIONAL RELEVANT CONFERENCES
- > SECTORAL MEETINGS
- > REGIONAL MEETINGS
- > B2B PLATFORM
- > B2C PLATFORM
- > DONORS' AND STAKEHOLDERS' INVOLVEMENT

EDUCATION FOR EXPORT DEVELOPMENT

1. Organizing and co-financing “EXPORT MANAGEMENT TRAINING CERTIFICATION COURSE” in partnership with Georgian Universities.
2. “PARTNERSHIP WITH UNIVERSITIES PLATFORM” - supporting collaboration between academia and private sector.
3. Organizing “MASTERCLASSES AND WORKSHOPS” in different topics of business administration delivered by respected industry professionals.
4. Organizing and co-financing participation in “INTERNATIONAL INDUSTRY SPECIFIC TRAININGS”.
5. “ONLINE TRAININGS” in Export and trade related subjects. (will be available from later this year)

Thank You!