

# Construction & Logistics



Federal Ministry  
for Economic Affairs  
and Climate Action

**giz** Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH



### Key facts

- **Year of foundation: 2015**
- **Number of employees: 6**
- **Turnover in 2022: 125 000 EUR**
- **Location: Georgia, Tbilisi 0177**
  
- Importing electric equipment from worldwide known international manufacturers and distributing them throughout Georgia
- Our partners in EU: SEZ, ELKO-Ep, Liregus, ELGAMA, Kopos, Tesla, Scame and etc.

#### Contact

**Name: Mariam Kutateladze**

**Position: CEO**

**E-Mail: mariam@tradeservice.ge**

**Telephone: +995 599 922 404**

**Website: www.electrics.ge**

### Product or Service portfolio

- Electric equipment and installation accessories
- Online retail and physical showroom

#### Portfolio

- Circuit Breakers
- Cables
- Sockets and switches
- Enclosures and boards
- Meters and etc.

#### USPs

- Extensive product portfolio at competitive prices
- Market access in Georgia
- Strong distribution network
- Enhanced reputation and valuable support

### Cooperation goal

- German companies in the electric equipment sector for long-term partnerships
- Facilitate German manufacturers in Georgian market, offering affordable high-quality products



Project title - Year



### Key facts

- **Year of foundation: 1996**
- **Number of employees: 28**
- **Turnover in 2022: 2.8 million EUR**
- **Location: 36, Ksani Street 0141, Tbilisi, Georgia**
- *Warehouse real estate management and 3PL Service*
  - *Regional Partner – DB SCHENKER*
  - *WMS partner – Davanti Group*
  - *Big clients – Karcher Georgia, Unilever, Clean House, Baldi, Voulez-Vous, Eagle Power Tools*

### Contact

**Name:** Nini Tsiskadze

**Position:** Administrative Manager

**E-Mail:** n.tsiskadze@ware-house.ge

**Telephone:** +995 599 23 24 09

**Website:** <https://www.facebook.com/Alogisticscompany>

### Product or Service portfolio

- *Logistics and Supply Chain Management*
- *Real estate management*

### Portfolio

- *Warehouse/office/commercial spaces rental*
- *3PL Service – A third party logistics warehouse, outsourced business that takes care of a client's supply chain and logistics operations.*

### USPs

- *Professional and service oriented team*
- *Standardized Processes*
- *WMS – tested on the international market*
- *Modern infrastructure.*

### Cooperation goal

1. We want to improve productivity in the supply chain, reduce costs and errors. So that, meeting with logistics companies and logistics experts will help us to achieve this aim.
2. Find regional partners – introduce A Logistics Company and Georgia's prospects to German logistics companies. Main aim is to create interest in doing logistics in Georgia, with our partnership.

### Pictures





## Insert your Company Name

### Key facts

- **Year of foundation: 2019**
- **Number of employees: 18**
- **Turnover in 2022: 900 000 GEL**
- **Location: Tbilisi, Georgia**
- *Health and safety consulting company*
  - *TBC bank, Pro credit Bank, hidleberg Cement, Indorama international.*

### Contact

**Name:** Pharnaozi Dvali

**Position:** co founder

**E-Mail:** [info@cos.com.ge](mailto:info@cos.com.ge)

**Telephone:** +995598558818

**Website:** [cos.com.ge](http://cos.com.ge)

### Product or Service portfolio

Professional, scientific and technical activities  
Education

### Portfolio

Consulting Health, Safety & Environment Solutions  
Environmental and hazardous substances analysis/ Measurements  
Training and development

### USPs

- Transfer of knowledge and experience, new digital tools in the field of health and safety

### Cooperation goal

1. Representation in Georgia and also in the Caucasus region

### Pictures

*Please insert one/some picture(s) of your company/products here*



## Koromi Ltd

### Key facts

- Tax Code: 224067729
- Year of foundation: 1996
- Number of employees: 55-60
- Turnover in 2022: 4.0mln euros
- Location: Akhaltsikhe, Samtskhe Javakheti Region, Republic of Georgia
- Zip code: 0800

### Contact

Name: Lasha Narimanashvili  
 Position: CEO  
 E-Mail: koromiinfo@gmail.com  
 Telephone: +995599471969  
 Website: under construction

### Product or Service portfolio

**Sector: 20 000 types of Building materials undersale**

#### Portfolio

- Products and services:  
PPRC/PVC/Corrugated Pipes and Fittings. Paintings, Ceramic Tiles, laminate flooring, Ceilings, electric accessories. Wall papers. Putties. Lightings, Insulation systems etc...
- ...USPs
- Experienced team.
- Organization network is build on TRUST up.
- Team has transparent, open correspondence as with old also new suppliers.
- Stability, flexibility, financial strength makes our activities progressive.
- In Face of US - supplier has loyal Partner In Georgia.

### Cooperation goal

1. To deal / bring new technologies from Germany, get Contacts, be active sales representative, finding sufficient consumers for a manufacturer/trader.
2. Find Solar / Hydro / Wind Alternative Energy Investors.

### PHOTOS



Alternative Energy – Eco friendly, stable development of Global Societies.





## LTD EL+

### Key facts

- **Year of foundation: 2005**
- **Number of employees: 250**
- **Turnover in 2022: 9 000 000 EUR**
- **Location: Tbilisi, Georgia**
- *Fire safety systems and equipment provider.*
  - *We have 18 years experience in this sector, the only manufacturer of fire rated products in Georgia, first company getting CE certified in fire safety industry.*

### Contact

**Name: Diana**

**Position: Head of Manufacturing**

**E-Mail: [diana.veltauri@elplus.ge](mailto:diana.veltauri@elplus.ge)**

**Telephone: 555 22 30 43**

**Website: [www.elplus.ge](http://www.elplus.ge)**

### Product or Service portfolio

- *Sector of your company - Construction*
- *Subsector of company – Fire safety systems*

### Portfolio

- *Systems design,*
- *Fire detection and extinguishing,*
- *Smoke control and ventilation, Metal fabrication*

### USPs

- *We will have EU certified products with Georgian prices.*
- *We can offer high quality, certified products in short time period and cheaper than EU produced.*

### Cooperation goal

1. *Want to export to Germany. Searching for distributor of fire rated doors, preferable with their installation services.*

### Pictures





## Case 2: Import from Germany: Gzajvaredini LTD

### Key facts

- Year of foundation: 2007
- Number of employees: 100
- Turnover in 2022: 12 000 0000 GEL
- Location: Tbilisi/Georgia
- Provider of all road safety solutions, road sign Manufacturer.
  - Export, import, ISO certified.

### Contact

Name: Maka Vacheishvili  
Position: Commercial Director  
E-Mail: [m.vacheishvili@crossroad.ge](mailto:m.vacheishvili@crossroad.ge)  
Telephone: +995 599 48 77 99  
Website: [www.crossroad.ge](http://www.crossroad.ge)

### Product or Service portfolio

- Road Safety
- Engineering

### Portfolio

- Road Signs and steel structures.
- Road Marking
- Supply and installation of traffic lights

### USPs

- EU standard quality.
- What makes your project special? – Crossroad is market leader in road safety sector in Georgia.
- What makes cooperation with you important? – We are manufacturers, we always working to expand our business.

### Cooperation

1. Import – Raw materials, road safety equipment.
2. Partnership with German engineering companies.



Fashion & Entertainment

# COSMO

## Key facts

- **Year of foundation: 2015**
- **Number of employees: 55**
- **Turnover in 2022: 800 000 \$**
- **Location: Tbilisi (Georgia)**
- *COSMO is a Georgian handmade accessories brand known for its vibrant and unique designs blending traditional Georgian motifs with contemporary aesthetics.*
  - *Export Experience: We sell on Amazon, Etsy. Have Partners in USA and Denmark*
  - *Participation in international Events*
  - *Social Impact Initiatives*

### Contact

**Name: Tamari Aptsiauri**

**Position: Co-Founder**

**E-Mail: [cosmo.handmade@gmail.com](mailto:cosmo.handmade@gmail.com)**

**Telephone: +559 568 610 150**

**Website: <https://cosmohandmade.com/>**

## Product or Service portfolio

- *COSMO operates within the fashion industry.*
- *Specializing in handmade bags and accessories*

### Portfolio

- *Bags (Handbags, Belt bags, Backpacks)*
- *Small leather goods (wallets, card holders, keychains, passport holders, belts)*
- *Accessories (Necklaces, earrings, bracelets, pins, notebooks, bowties)*

### USPs

- *Fusion of Traditional and Contemporary, Handcrafted, Authenticity and Uniqueness, High-Quality Materials, Ethical and Cultural Heritage.*
- *The project's essence is embodied by the artisans who breathe life into COSMO.*
- *By prioritizing happiness and fulfillment, we create a positive and enjoyable collaboration experience that brings value and satisfaction to our partners.*

## Cooperation goal

1. **Collaboration for Creative Endeavors:**  
We seek to collaborate with German companies in the fashion and accessories sector, ranging from renowned retailers to emerging designers.
2. **Co-Creation of Limited Edition Collections**
3. **Find new customers / Partners**

## Pictures





## Insert your Company Name

### Key facts

- **Year of foundation: 2013**
- **Number of employees: 200**
- **Turnover in 2022: 4 000 000 Gel.**
- **Location: Tbilisi,**  
*Sewing Factory*
- *importing: Raw Materials and Fabrics for local client;*
- *exporting garments for international customers;*
- *Certificate: ISO9001*
- *Important customers in Georgia: Coca-Cola Georgia, Socar, Carrefour, Tbc Bank*
- *Important international customers: Carl Gross, Zimmerli, Add, Texport*

### Contact

**Name: Nino Meskhi**

**Position: Project Manager**

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**Telephone: +995599198754**

**Website: [www.anabechdi.ge](http://www.anabechdi.ge)**

### Product or Service portfolio

- *Manufacture of wearing apparel*
- *Printing fabrics*

### Portfolio

- *Sewing Women's wear*
- *Sewing Men's wear*
- *Sewing Uniforms*
- *Embroidering fabrics*
- *Printing fabrics using Sublimation*

### USPs

- *Fashion; Uniforms; Wearing apparel*
- *Comfortable working and wearing clothes*
- *High-quality products with low prices*

### Cooperation goal

- *We offer the customer a complete service in one space.*
- *Services include fabric cutting, sewing, knitting, printing, ironing, packaging, shipping to the addressee.*
- *The factory is staffed with highly qualified personnel and high-quality equipment.*

### Pictures





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### Contact

**Name: Nino Meskhi**

**Position: Project Manager**

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**Telephone: +995599198754**

**Website: [www.anabechdi.ge](http://www.anabechdi.ge)**

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- *Sewing Factory*
- *importing: Raw Materials and Fabrics for local client;*
- *exporting garments for international customers;*
- *Certificate: ISO9001*
- *Important customers in Georgia: Coca-Cola Georgia, Socar, Carrefour, Tbc Bank, American football federation of Georgia.*
- *Important international customers: Carl Gross, Zimmerli, Add, Texport, BVG*

### Contact

**Name: Giorgi Barnabishvili**

**Position: General Manager**

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**Telephone: +995591420002**

**Website: <https://anabechdi.b2c.ge/>**

### Product or Service portfolio

- *Manufacture of wearing apparel*
- *Making paper patterns in CAD system*
- *Cutting by the Gerber full-automation machine*
- *Making logos*
- *Printing*

### Portfolio

- *Sewing Women's wear*
- *Sewing Men's wear*
- *Sewing Uniforms*
- *Embroidering fabrics*
- *Printing fabrics Sublimationally*

### USPs

- *Fashion; Uniforms and Wearing Apparel*
- *Comfortable working and wearing clothes*
- *Hi-quality products with low prices*
- *The company is very flexible to produce all kinds of models and different styles of clothes due to having various modern equipment.*

### Cooperation goal

1. We offer to our customers all services in one place. Such as making paper patterns, cutting on the full-automation machine, printing, embroidery, ironing, and packing.  
All these above-mentioned services we are making by qualified staff and with the newest/hi-quality machines from the top brand suppliers.

### Pictures





## Drakkar

### Key facts

- **Year of foundation: 2019**
- **Number of employees: 3**
- **Turnover in 2022: 22'000 EUR**
- **Location: Rustavi, Georgia**
- **Workshop of miniature art, Diorama mastery**
  - *We have experience of working with companies such as Gulf Georgia, Swisscapital, Liberty Bank and others.*

### Contact

**Name:** Lili Tsikarishvili

**Position:** Co-founder

**E-Mail:** lili.tsikarishvili@gmail.com

**Telephone:** +995591447338

**Website:** [www.drakkar.ge](http://www.drakkar.ge)

### Product or Service portfolio

- *Creative industry, Arts and Entertainment*
- *Manufacturing Decorative and functional souvenirs and decorations.*

### Portfolio

- *Dioramas for a variety of purposes. A diorama as a miniature replica of real places.*
- *Functional and decorative souvenirs*
- *Video-production using dioramas*

### USPs

- *Customised dioramas with any ideas and concepts.*
- *Unique design Functional and decorative souvenirs and various products with popular themes.*
- *Focus on quality and an individual approach to each order*

### Cooperation goal

1. Our dioramas can be used by German companies as creative office decoration, an original way to tell their brand story or as part of a creative campaign.
2. For creative agencies, we can build dioramas for video production purposes.
3. We can export our functional and decorative souvenirs for gift shops, etc.
4. We can subcontract work with miniature museums.

### Pictures





## George Gamez Creative Studio

### Key facts

- **Year of foundation: 2019**
- **Number of employees: 6**
- **Turnover in 2022: 10 000 euro**
- **Location: Goergia, Tbilisi**
- *Holding - George Gamez Creative studio by famous artist George Gamez, Gifts By Gamez*
- *George Gamez publishing*
  - *We Provide design, art service and also creative, unique, limited edition gifts.*

### Contact

**Name:** Nino Kutateladze

**Position:** Founder CEO

**E-Mail:** ninkutateladze@gmail.com

**Telephone:** +995551204747

**Website:** georggamez.ge

### Product or Service portfolio

- *Design, Art, gifts, painting, corporate gifts*
- *subsector of your company here – Mural painting*

### Portfolio

- *Create a visual concept/design*
- *Working on brandbooks*
- *Publishing*
- *Creative gift*
- *Making Mural art and its conception*

### USPs

- *unite art, painting, design, illustration, gift and mural painting which is making our famous, well known artist George Gamez.*
- *We can work on every kind of design. Like book illustration, or gift design...*

### Cooperation goal

1. *Find new Customers, which are interesting in art and design.*
2. *Increase business network*
3. *Sell our limited edition gifts in Germany*
4. *Expand professional network and opportunities*

### Pictures



Food & Agriculture



# Teliani VALLEY

## Teliani Valley

### Key facts

- **Year of foundation:** 1997
- **Number of employees:** 300+
- **Turnover in 2022:** 12.3 mln Euro
- **Location:** Tsereteli Ave. 118, Tbilisi, 0119, Georgia
- Leading wine producer company in Caucasus Region.
- Teliani Valley wines are exported to over 25 countries
- Own distribution channels in Germany and Ukraine
- Working experience with distributors, retail chains, the horeca sector, and middlemen
- Holds ISO 22000 and ISO 9000 certifications for quality

#### Contact

**Name:** Lia Kereselidze

**Position:** International Sales Manager

**E-Mail:** l.kereselidze@telianivalley.com

**Telephone:** +995 577 724 445

**Website:** <https://winery97.com>

Manager Training Programme

[www.managerprogramm.de](http://www.managerprogramm.de)

### Product

- **Sector** - Food and beverage industry
- **Subsector** - Wine and Spirits

#### Portfolio

- Still wine (Red, White, Rose, Amber)
- Sparkling wine (Red, White, Rose)
- Spirits (Chacha, Brandy)

#### USPs

##### Quality Products for the German Market:

Over 500 meticulously selected grape varieties.  
Collaborated with a German ad company for tailored labels.

##### Efficient German-Speaking Sales Team:

Well-trained sales team fluent in German.  
Conducting regular educational sessions.

##### Streamlined Distribution & Low Import Hassles:

Own subsidiary for seamless deliveries.  
Ensuring cost-effective and hassle-free imports.

### Cooperation goal

Our primary objective is to strengthen our position in the German market, and to achieve this, we are actively seeking to collaborate with distributors operating within the Hotels, Restaurants, and Catering (**HoReCa**) sector.

Through strategic partnerships, we aim to mutually grow and succeed in this thriving market.

### Pictures





## "AGROKOMBI" LLC

### Key facts

- **Year of foundation: 2020**
- **Number of employees: 50**
- **Turnover in 2022: 8m €**
- **Location:**
- *We produce high quality feed for the farm animals.*  
*Experienced in running different business units, high project management skills*

### Contact

**Name:** Papuna Kokhtashvili  
**Position:** Member of the management board  
**E-Mail:** p.kokhtashvili@gmail.com  
**Telephone:** (+995) 551 80 50 50  
**Website:** www.agrokombi.ge

### Product portfolio

- *Agriculture*
- *Animal Feed*

### Portfolio

- *Poultry Feed*
- *Pig Feed*
- *Cattle Feed*

### USPs

- *Premium quality product*
- *Super qualified team*
- *Market recognition*

### Cooperation goal

1. Find good suppliers
2. Increase business network
3. Potential partnership

### Pictures





## Georgian Walnut

### Key facts

- **Year of foundation: 2016**
- **Number of employees: 16**
- **Turnover in 2022: 400 000 euros**
- **Location:**
  - *Walnut producing company in Georgia*
    - *Company operates a 70-ha walnut orchard in Mukhrani and Gori*
    - *Chandler variety*
    - *One of the biggest processing factories in Georgia.*

### Contact

**Name:** Lasha Mikadze

**Position:** Chief Executive Officer

**E-Mail:** lashamikadze96@gmail.com

**Telephone:** +995 558 67 73 74

**Website:**

### Product or Service portfolio

- *Agriculture*
- *Nuts and dried fruits*

### Portfolio

- *Shelled walnut*
- *Walnut in shell*
- *Dried fruits*
- *Hazelnut*
- *Almond*

### USPs

- *Nuts processing factory equipped with modern machines.*
- *High quality chandler walnut.*
- *Fastly growing company in the Caucasus region.*

### Cooperation goal

- *Cooperation with companies in horeca sector*
- *Introducing Georgian nuts dried fruits to Germany*

### Pictures

# Software & E-Commerce



## Happykids

### Key facts

- **Year of foundation: 2022**
- **Number of employees: 5**
- **Turnover in 2022: \$98 000**
- **Location: Tbilisi, Georgia**
- *Children's products marketplace*
  - *E-commerce product management*
  - *Logistic*
  - *Marketing*
  - *Operation management*

### Contact

**Name:** Mariam Maisuradze  
**Position:** CEO & Co-Founder  
**E-Mail:** info@happykids.ge  
**Telephone:** +995 555 22 88 92  
**Website:** Happykids.ge

### Product or Service portfolio

- *E-commerce*
- *Children's products marketplace*

### Portfolio

- *Toys*
- *Furniture & Decor*
- *Clothes and shoes*
- *Baby care*
- *Accessories*

### USPs

- *Less commission Fee*
- *Oriented global market*
- *Oriented product quality*

### Cooperation goal

1. Our goal is to expand our market reach by finding partner companies in Germany to sell our products.
2. We aim to establish a partnership with a German company, acquire their franchising and licensing to sell their products in the Georgian market

### Pictures





## ALGORITHM LTD

### Key facts

- **Year of foundation: 2004**
- **Number of employees: 10**
- **Turnover in 2022: 1,5 mil**
- **Location: Tbilisi, Georgia**
- *First IT Manufacturer company in the Republic of Georgia. The largest importer of Prime Brands into the Republic of Georgia. First Roboticist Team in Georgia.*
  - General Manager and co-owner Algorithm LTD.
  - Director of ChateauTelavi LTD
  - Director of VS LTD
  - Director of Computershop LTD
  - Owner of Georgian Gloves Company

### Contact

**Name:** David Korakhashvili

**Position:** Manager

**E-Mail:** [d@algorithm.com.ge](mailto:d@algorithm.com.ge)

**Telephone:** +995599565539

**Website:** [www.algorithm.com.ge](http://www.algorithm.com.ge)

### Product or Service portfolio

- *IT, SDA and MDA Import, Production, Service.*
- *Robo-technics.*

### Portfolio

- *IT – Computers, Peripherals.*
- *SDA – Small domestic appliances*
- *MDA – Major domestic appliances*
- *Robo-technics – Mushbot*

### USPs

- *Robot – Mushbot is interesting for every market, especially EU and US.*
- *It's first and unique.*
- *Tap into new market, new and unique technologies makes cooperation with us important.*

### Cooperation goal

1. Our cooperation goal with German companies are also buy and sell, import and export. Sector of the German company we are searching for are:
2. Robo-technics spare parts manufacturers.
  - *SDA – Small domestic appliances producers.*
  - *MDA – Major domestic appliances producers.*

### Pictures





## Lemondo Business

### Key facts

- **Year of foundation: 2013**
- **Number of employees: 25**
- **Turnover in 2022: 550,000.00 EUR**
- **Location: Tbilisi, Georgia**
- *Leading Software Development Company in Georgia, Experienced in:*
  - *High-tech Solution Development*
  - *Mobile First Solution development*
  - *Ecommerce solutions*
  - *Logistics and Transportation solutions*

### Contact

**Name: Giorgi Kanchaveli**

**Position: Co-founder and Head of Business Development**

**E-Mail: [Kancha@lemondo.biz](mailto:Kancha@lemondo.biz)**

**Telephone: +995 599 947 047**

**Website: [www.lemondo.biz](http://www.lemondo.biz)**

### Product or Service portfolio

- *ICT Development*
- *Web and mobile Apps development, Experienced in ecommerce, logistics and complex solutions development from the scratch.*

### Portfolio

- *E360.ge - ecommerce SaaS platform for retailers and online shops*
- *Quickshipper.ge - Fleet management SaaS platform for last-mile logistics*
- *Translive.ge - Digital platform for international transportation*
- *SS.ge - Leading classified ads portal in Georgia*

### USPs

- *Experienced team and remarkable records in ICT market*
- *We can do any kind of complexity solution*
- *Stable and reliable cooperation*

### Cooperation goal

1. Lemondo Business is planning to export Globally web and mobile development service and our SaaS Platforms. This will be main priority of company for next years.
2. We are looking for partnership with local companies for cooperation. We think that it will be more productive if local company will take software development orders and we will do this software behind this local company.



Lilium

## Case 3: Long-term relationship : Lilium LLC

### Key facts

- Year of foundation: 2021
- Number of employees: 6
- Turnover in 2022: 32 000
- Location: Tbilisi, Georgia
  
- *Online shop for skincare and beauty products with delivery throughout Georgia.*
  - *We officially represent several brands in Georgia such as IUNIK, Dear, Klairs etc.*

### Contact

Name: Tamar Bezhashvili  
Position: Co-founder & CEO  
E-Mail: [tako@lilium.ge](mailto:tako@lilium.ge)  
Telephone: +995 577 97 67 70  
Website: [www.lilium.ge](http://www.lilium.ge)

### Product or Service portfolio

- *E-commerce*
- *Online shop for skincare and beauty products*

### Portfolio

- *skincare*
- *Beauty accessories*

### USPs

- *We offer cruelty free products only, safe for humans, animals and environment.*
- *Ethical approach to the customer and environment.*
- *We offer reliable partnership in Georgia for every responsible and growth oriented beauty brand.*

### Cooperation

1. Find German partners to import German beauty brands in Georgia.
2. Offer platform or local wholesale partnership for German companies in Georgia.
3. Find unique products on German market and offer them to Georgian customers.

