



Investment Offerings and Opportunities in Promoting Georgia as the Upcoming Multimodal Trade Gateway

Wednesday, March 12, 2025

- In December 2022, the EU-Georgia Business Council (EUGBC) organized the Annual Black Sea Conference with the support of the USAID Economic Governance Program.
- During the conference, the EUGBC announced the establishment of the Black Sea Platform.

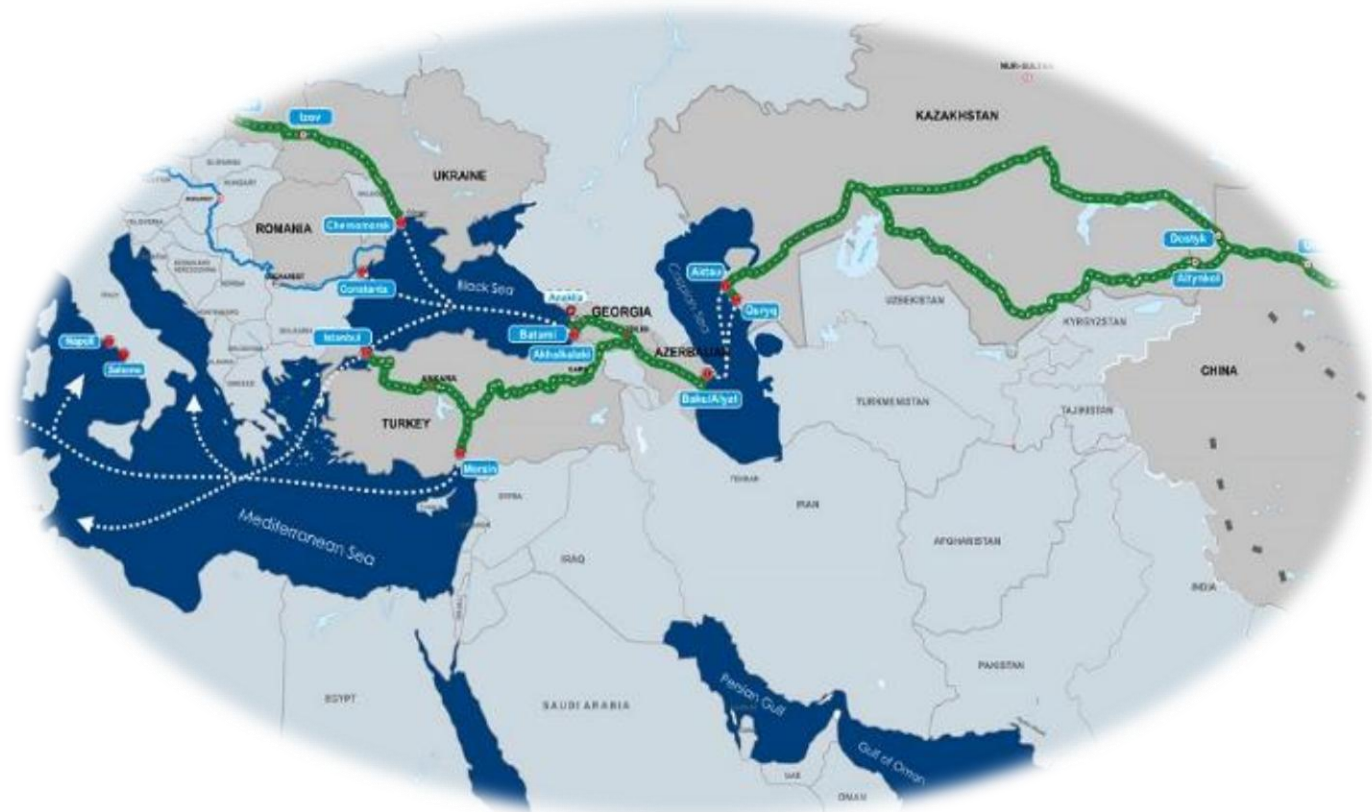
GENERAL PARTNERS



PARTNERS



- The platform is dedicated to promote and strengthen cooperation among the Black Sea countries and other interested partner countries in economic direction
- The platform has the function of strengthening the public-private dialogue, provide expertise and support of new projects related to logistics and energy and other innovative initiatives together with business communities from the Black Sea countries



The "Black Sea Platform" supports the success of the European Union Economic and Investment Plan (EIP) flagship initiatives:

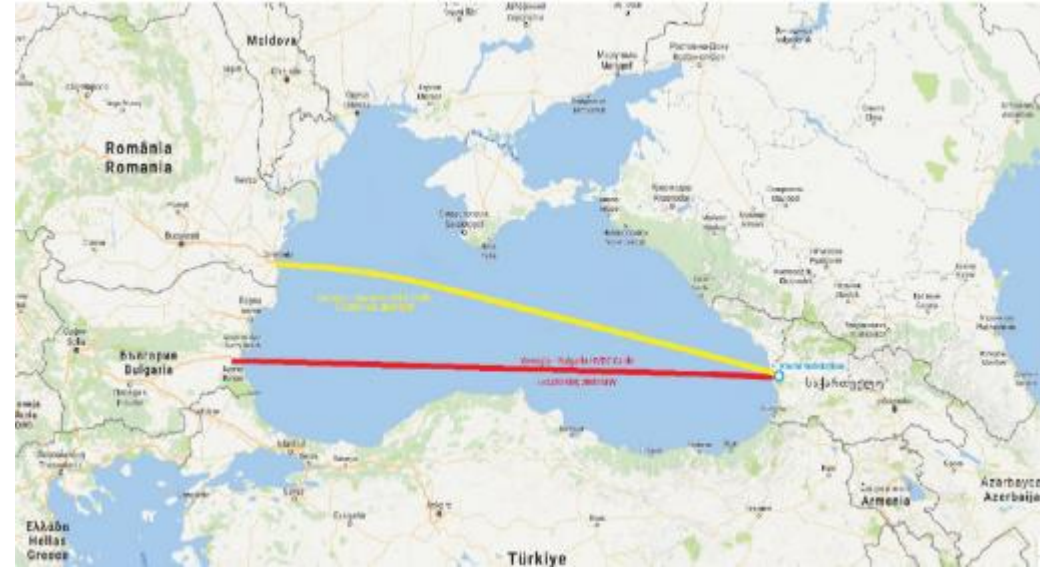
- **Flagship 1: Black Sea connectivity – improving data and energy connections with the EU.**
- **Flagship 2: Transport connectivity across the Black Sea — improving physical connections with the EU.**

Black Sea connectivity

Submarine fiber optic cable would enable to increase broadband data traffic and help reduce the prices for Georgia and overall South Caucasus as well as generate revenues from transit traffic to Middle East, Central Asia, and South Asia.

Black Sea Submarine HVDC cable – project benefits

- ✓ Contributing to Energy Security of the EU and Caucasus Region
- ✓ Contributing to future development of renewable energy sector in the country including benefits for existing renewable energy companies
- ✓ Attracting additional investments in that sector via directly opening EU export market
- ✓ Transit opportunities/back-to-back trade options between the EU and Georgia + Neighboring countries
- ✓ Possibility to extend project and to connect Central Asia with the EU via Caucasus region
- ✓ Improved Grid Stability in Georgia and in the region
- ✓ Increasing FDI's will support Countries' economic growth



Transport connectivity across the Black Sea

- **E60 Shipping Line** is a Georgian operator that started the RoPax route between **Constanta and Poti** successfully in June 2023 , as well as RoPax route between **Varna and Poti** in October 2024.

In February 2024, the company purchased Ro-Ro cargo type vessel and called her “AIA”. **In October 2024**, the company purchased a second vessel RORO-Passenger ferry, and named her “Dioscuria”,

Types of Cargo: Trucks and vehicles; Containers; Railway Wagons; Oversize & Overweight Cargo; Static Cargo via MAFI trailers; Deck Cargo & Pallets

For further details please visit the web-page: www.e60shipping.com

- **Ukrferry** is a Ukrainian company with four vessels. Due to ongoing war of aggression of the Russian Federation against Ukraine, the latter temporarily suspended Ukraine—Georgia operations. Ukrferry started of RoPax route between **Varna and Batumi** in January 2025.

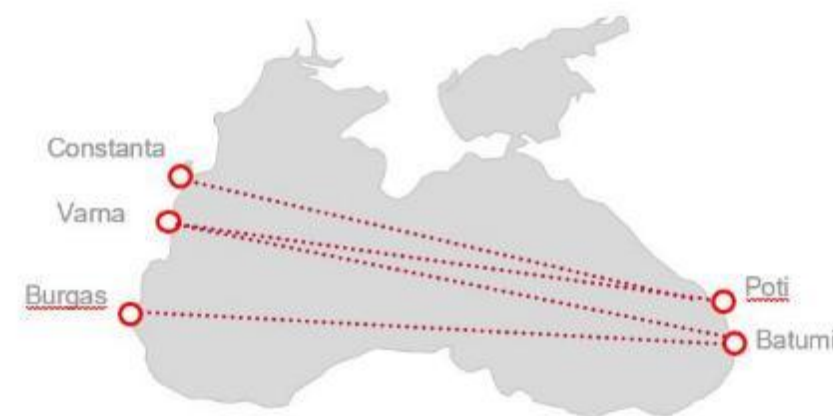
Regular services accept passengers including those traveling with cars, campers, motorcycles or bicycles, trucks, cars, railcars loaded with conventional, dangerous or oversized cargo, caterpillar type vehicles, palletized and non-palletized deck cargo.

Agent in Batumi (Georgia): **LLC «U&G Agency»** <https://www.ukrferry.com/contacts/in-georgia>

Agent in Varna (Bulgaria): **“VART” LTD** <https://www.ukrferry.com/contacts/agency-v-bolgarii>

- **PBM** is a Bulgarian operator providing Ro-Ro and Passengers Services between **Burgas and Batumi** , and owns a ferry named “Drujba” since 2017.

For further details please visit the web-page: www.pbm.bg



STUDY ON DIRECT FERRY CONNECTIONS BETWEEN GEORGIA AND THE EU MEMBER COUNTRIES OF THE BLACK SEA

The study was conducted by EUGBC from November 2024 to January 2025 with the support of the USAID Economic Governance Program. Its main recommendations are:

- Exempt modern ferries from pilotage and tugboat costs, in line with international leading practices (decreases the port call fee by 30%)
- Adjust current discharge regulations in coordination with the border crossing police and customs service: amend the legislation and establish special zones in ports to enable truck and driver discharge before border crossing and customs sealing procedures
- Establish a dedicated RoRo terminal with sufficient parking for simultaneous discharge and load processes

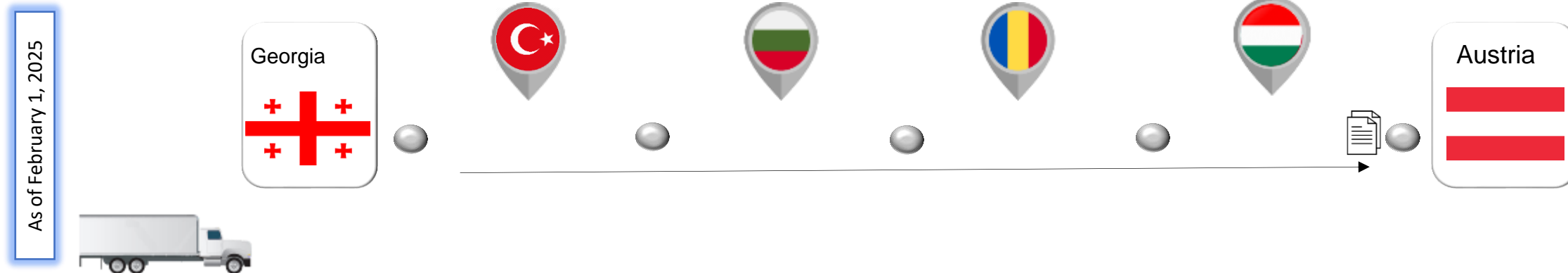


Common Transit Procedure with the EU and other Countries: New Computerized Transit System (NCTS)

Currently – 37 Countries: EU 27 + EFTA + Türkiye, Macedonia, Serbia, The Great Britain, Ukraine, Georgia



In the future +,Moldova , Azerbaijan and possibly Kazakhstan



“Real time” information exchange

Electronically connected customs authorities of various countries

Simplifying the fulfillment of obligations related to border crossing

Reducing the time required for customs procedures

Detailed information about cargo movement

Transportation under one transit declaration and one guarantee

Bringing customs procedures closer to EU standards

Investment opportunities in Industrial Zones: Tax Heaven

Due to low tax rates, foreign companies have very good opportunities to make investments in Free Industrial Zones in WAREHOUSING.

Also there is possibility start production in Georgia taking into account country's liberal trade regimes providing with a favorable opportunity to not only access the country's 3.7 m residents, but the wider regions' (2.3 bln.) market.



TYPES OF TAXES	GEORGIA MAINLAND COMPANY	FREE ZONE REGISTERED COMPANY
VAT	18 %	0 %
CORPORATE PROFIT TAX*	15 %	0 %
TAX ON DIVIDEND WITHDRAWAL*	5 %	0 %
PROPERTY	up to 1 %	0 %
IMPORT	12% / 5% / 0 %	0 %
SALE TO GEORGIA	0 %	4 %
PERSONAL INCOME TAX	20 %	20 % (PAYABLE BY EMPLOYEES)

**For trading and manufacturing companies*

We kindly propose to consider cooperation with the following Free Industrial Zone in Georgia

Poti Free Industrial Zone

Tbilisi Free Zone (TFZ)

An aerial photograph of the Poti Free Industrial Zone (FIZ) in Georgia. The image shows a large, rectangular industrial area with a grid-like layout of plots, outlined in blue. A red line traces a path along the perimeter of this area. To the left, the Poti Sea Port is visible with its yellow and white structures. The surrounding landscape includes green fields, a river, and some urban development. The text 'POTI FIZ' is overlaid in the top left corner in yellow and white.

POTI FIZ

INDUSTRIAL, LOGISTIC AND TRADING HUB

Poti FIZ develops 300 ha of land, which has been granted the status of **TAX Free**, enjoys simplified customs procedures and offers companies profitable ways to develop industrial or trading businesses.

The location next to the Poti Sea Port gives additional opportunity to receive, store, manufacture or process the raw materials in a **Tax-Free Environment**, to produce the Georgian products and to export them to different parts of the world.

For this purpose, Poti FIZ offers warehouse space on lease. Plots of different sizes for a long-term period at a very competitive price. Poti FIZ developed various types of commercial offers, which include special terms of land lease according to the investment.

Thank you for your attention

Giorgi Kacharava
Executive Director
Cell: +995 (599) 51 64 75
gkacharava@eugbc.net
www.eugbc.net