



DEGTYAREV  
CLUB  
GEORGIA

# Georgia – Land of Success

DECTYAREV CLUB GEORGIA

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- ☐ Our Mission: By our Knowledge and Experience assist International Organizations and Investment Funds to find their interest in Georgia.
- ☐ Our Group is Focused on International Corporations and IF working in Europe, Middle East countries and CIS region.
- ☐ Branch Offices in Moscow(Russia) and in Tbilisi (Georgia)



# Our Service

## ➤ Business Consulting

- ❑ Package of Investment Proposal
- ❑ Detailed Business Plans
- ❑ Risk Management
- ❑ Due Diligence

## ➤ Project Management

- ❑ Construction Permit
- ❑ Asset Management
- ❑ Construction



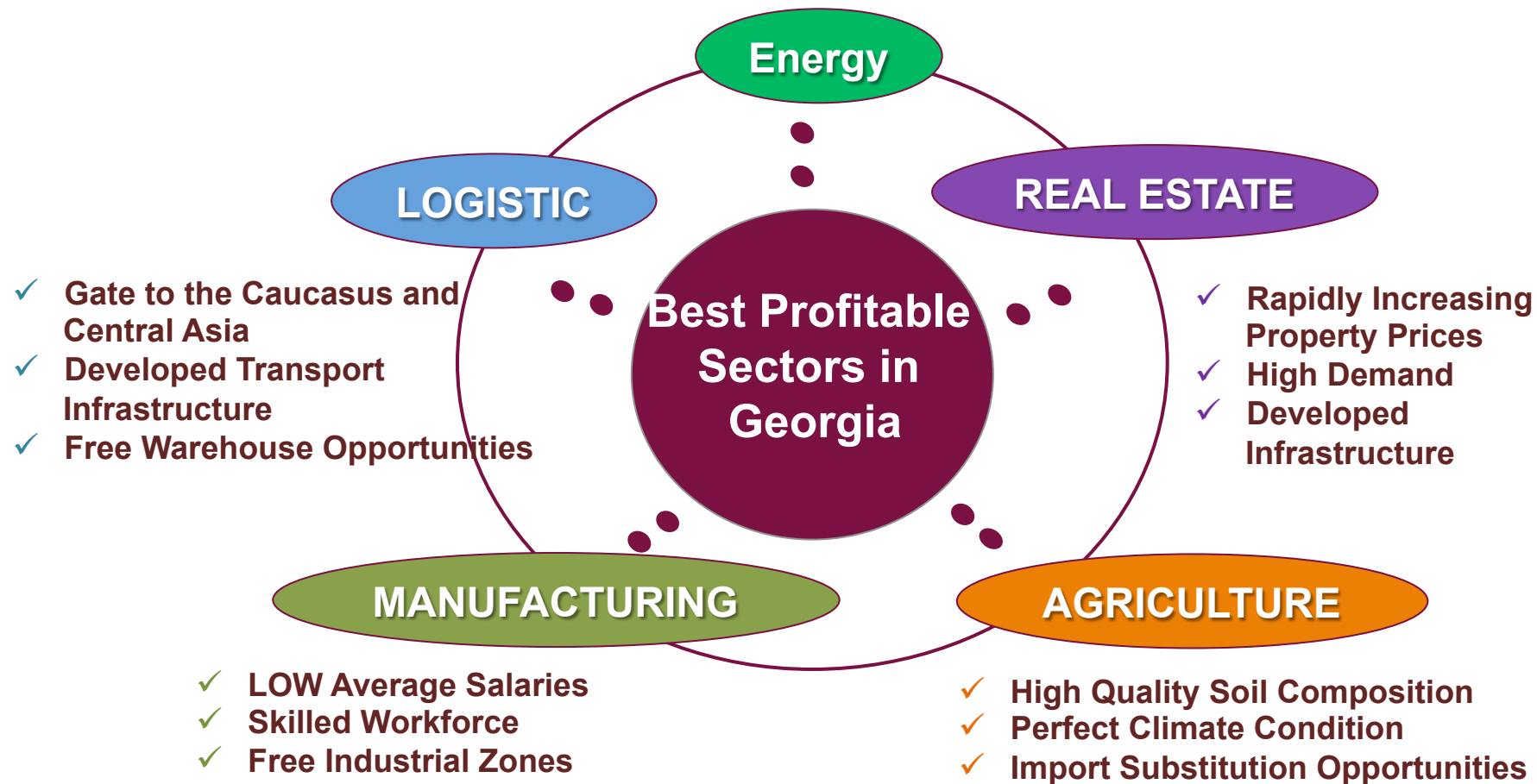
# Why Georgia? – Land of Success

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- Business Friendly environment
- Strategic Location
- Sovereign Credit Ratings
  - ❑ Fitch Rating(BB- Stable)
  - ❑ Moody's Investor Service(Ba3 Stable)
  - ❑ Standard and Poor's Rating(BB- Stable)
- Low Corruption and Crime rate
  - ❑ Global Corruption Barometer
- Taxation System
- Trade Regimes
- Workforce and Labor code

# Key Business sectors

- ✓ Region's cheapest electricity supply Opportunity
- ✓ Strong export capacity and license-free export opportunities
- ✓ Modern transmission and cross-border infrastructure



# Real Estate Sector

## Office market

- ✓ Total modern office supply in Tbilisi is 255,870 SQ.M, of which **47%** is new-built and **53%** refurbished;
- ✓ High percentage of owner-occupation at **47%** of total modern office stock;
- ✓ The overall vacancy rate for modern offices currently stands at **13%**;

## Retail Market

- ✓ The market is in an **early stage** of development;
- ✓ The only sizeable modern shopping centre is the **72,000 sq.m** Tbilisi Mall, which was completed in April of 2012 and managed by Rakeen;
- ✓ Tbilisi's city centre retail provision is improving and expanding, but spread out over five unconnected main streets.
- ✓ Modern big boxes and retail parks do not exist in Tbilisi;

## Industrial & Logistics

- ✓ The industrial Area of Georgia is formed by Tbilisi and nearby Rustavi; Poti is a growing industrial and transport hub;
- ✓ In 2014, the **Baku-Tbilisi-Kars** international railway link will be completed;
- ✓ Existing warehouse & logistics stock in Georgia amounts to 608,734 sq.m, of which just **30%** classified as modern space;
- ✓ The overall **vacancy rate** for modern warehouse and logistics space in Tbilisi is **15%**;

## Tourism & Hotel

- ✓ Total tourist arrivals reached **4 million in 2013**, with almost 60% arriving from neighbouring **Armenia, Azerbaijan, Russia and Turkey**;
- ✓ Average hotel occupancy rates increased significantly to **40%**;
- ✓ The capital Tbilisi and the Black Sea coast resorts in and around Batumi are the main tourist centres of Georgia;
- ✓ Existing infrastructure for Winter and Summer resort. **Wine Tourism** areas especially for visitors from CIS countries;

## Residential

- ✓ Georgia is a country of **Home Owners**;
- ✓ In Tbilisi, four price segments are distinguished: low, medium, high and premium;
- ✓ Tbilisi now stands at around **USD 1,000** per sq.m when average construction cost of per sq.m is **USD 400**;

# We Propose:

## Office market

☐ Project A: **B class Business Centre**

Investment - 2 850 000 \$ Land - 1064 SQ.M

☐ Project B: **A class Business Centre**

Investment: 3 500 000 \$ Building - 2600 SQ.M

## Retail Market

☐ Project A: **Entertainment and Shopping complex** Investment - 27 300 000 \$ Land-33 625 SQ.M

☐ Project B: **Entertainment and Shopping complex** Investment: 30 500 000 \$ LAND - 20633 SQ.M

## Industrial & Logistics

☐ Project A: **Dairy Product Manufacturing Factory** Investment:- 37 250 000 \$ Land-34 705 SQ.M

☐ Project B: **Packaging Factory** Investment: 37 800 000 \$ LAND - 23705 SQ.M

## Tourism & Hotel

☐ Project A: **Restaurant** Investment:- 5 050 000 \$ Land-3 200 SQ.M

☐ Project B: **4 Start 10 room Hotel** Investment: 2 050 000 \$ Building - 1700 SQ.M

## Residential

☐ Project A: **Residential Complex** Investment:- 417 571 000 \$ Land-180 000 SQ.M

☐ Project B: **Residential Complex** Investment: 13 571 400 \$ LAND - 2130 SQ.M



# Thank you !

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