

# Netiquette

Dear Participants, thank you for joining us for Imereti Agro Zone (IAZ) Greenhouse Cluster Development (GHCD) Invitation for Expression of Interest (Eoi) Industry Briefings.

Please submit your questions using the chat function (addressed to all participants) at the bottom of your screen or raise your hand and our panelists will try to answer as many questions as possible. Please virtually lower your hand in case you no longer have questions or don't want to comment

We are pleased to announce that the meeting will be interpreted into 2 languages. However, due to Zoom technical restrictions, the language channels will have the following allocations:

LANGUAGE - CHANNEL

English - English

Georgian – French

Please speak slowly and clearly during the Q&A session for the translation purposes;

Thank you for your understanding.

We hope you find the Industry Briefing informative, engaging and insightful.

**This Zoom session will be recorded, and shared via the IAZ EOI website**

For technical support, please

-Use the Zoom chat function

-Call / WhatsApp +995 599 01 10 50

-Email - [info@iaz.ge](mailto:info@iaz.ge)

ძვირფასო მონაწილეებო, მაღლობას გიხდით იმერეთის აგრო ზონის (IAZ) სასათბურე მეურნეობების კლასტერის განვითარების პროექტის (GHCD) ინტერესთა გამოხატვის (Eoi) პროცესის სექტორულ ბრიფინგებზე დასწრებისთვის.

გთხოვთ კითხვები დასვათ თქვენი ეკრანის ქვედა მხარეს მყოფი ჩატის ფუნქციის მეშვეობით (ამისათვის, ჩატი უნდა გადაიყვანოთ 'to all participants' რეჟიმზე) ან ვირტუალურად აწიოთ ხელი - ჩვენი პანელისტები შეეცდებიან რაც შეიძლება მეტ კითხვაზე გასცენ პასუხი. თუ აღარ გექნებათ კითხვები ან კომენტარები, გთხოვთ ვირტუალურად დაწიოთ ხელი.

სიამოვნებით გაცნობებთ, რომ შეხვედრა წარიმართება 2 ენაზე, სინქრონული თარგმნის მეშვეობით. თუმცა, Zoom-ის პლატფორმის ტექნიკური მოთხოვნებიდან გამომდინარე, ენების არხები განაწილდება შემდეგნაირად: ენა - არხი  
ინგლისური - English  
ქართული - French

გთხოვთ, კითხვის დასმის დროს, ისაუბროთ ნელა და გარკვევით, რომ არ გართულდეს სინქრონული თარგმნის პროცესი.

გმაღლობთ გაგებისთვის.

ვიმედოვნებთ, რომ სექტორული ბრიფინგი თქვენთვის ინფორმატიული, საინტერესო და სასარგებლო იქნება.

ეს ზემის სესია ჩაინერება და გაზიარდება IAZ Eoi ვებგვერდზე.

ტექნიკური მხარდაჭერისთვის, გთხოვთ

გამოიყენოთ Zoom-ის ჩატის ფუნქცია

დარეკოთ / WhatsApp-ის მეშვეობით მოიწეროთ ნომერზე: +995 599 01 10 50

გამოიყენოთ ელ.ფოსტა - [info@iaz.ge](mailto:info@iaz.ge)

# The IAZ EOI Industry Briefing

## IAZ Greenhouse Cluster

### Ancillary Businesses

12th of April 2021 13:00 Geo time



# Content:



- Industry Briefing Panelists
- About LLC Imereti Agro Zone (IAZ)
- The location of IAZ Greenhouse Cluster Land Plots
- IAZ Infrastructure Development
- IAZ Logistic Center
  - ▶ Logistics Providers
  - ▶ Food Safety Certification
  - ▶ Retailers
- HTDC – Horticultural Training & Demo Centre
  - ▶ Invitation to the Agri-Input Companies
- Utility Providers and Energy Consumption
  - ▶ Greenhouse Zones in Tskaltubo and Baghdati Land Plots
  - ▶ Renewable Energy Generation
- Banks
- IAZ services on Legal and Financial Structuring
- Expression of Interest (EOI) submission and evaluation process
- Q&A
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# Panelists

- Ministry of Environmental Protection and Agriculture;
- Department of Agriculture, Food and Rural Development;
- Policy and Analytics Department;
- Environmental Information and Education Centre;
- Rural Development Agency;
- Imereti Agro Zone;
- JV GeoHolding & KSH Consortium

Giorgi Dadiani  
Exec. Director,  
JV GHKSH



Karel Spiertz  
Vice Exec. Director  
JV GHKSH



Marius Pakker  
Technological Expert,  
JV GHKSH



Michael North  
Financial Expert,  
JV GHKSH



Eberhard Brodhage  
Financial Expert,  
JV GHKSH



Giorgi Khanishvili,  
First Deputy Minister,  
MEPA



Giorgi Pantsulaia,  
First Deputy Director,  
Rural Development  
Agency



Tengiz Kalandadze  
Head of the Primary  
Structural Unit of  
the AFRD Department



Ekaterine Zviadadze  
Head of the Primary  
Structural Unit of the  
Policy and Analytics  
Department



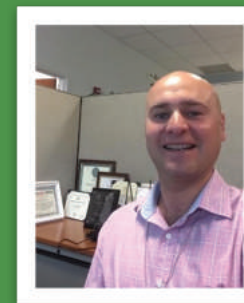
Archil Bukia,  
Director,  
Imereti Agro Zone



Ilia Tamarashvili  
Director,  
Rural Development  
Agency



Levan Urotadze  
Deputy Director,  
Imereti Agro Zone



Levan Lominadze,  
Deputy Director,  
Imereti Agro Zone

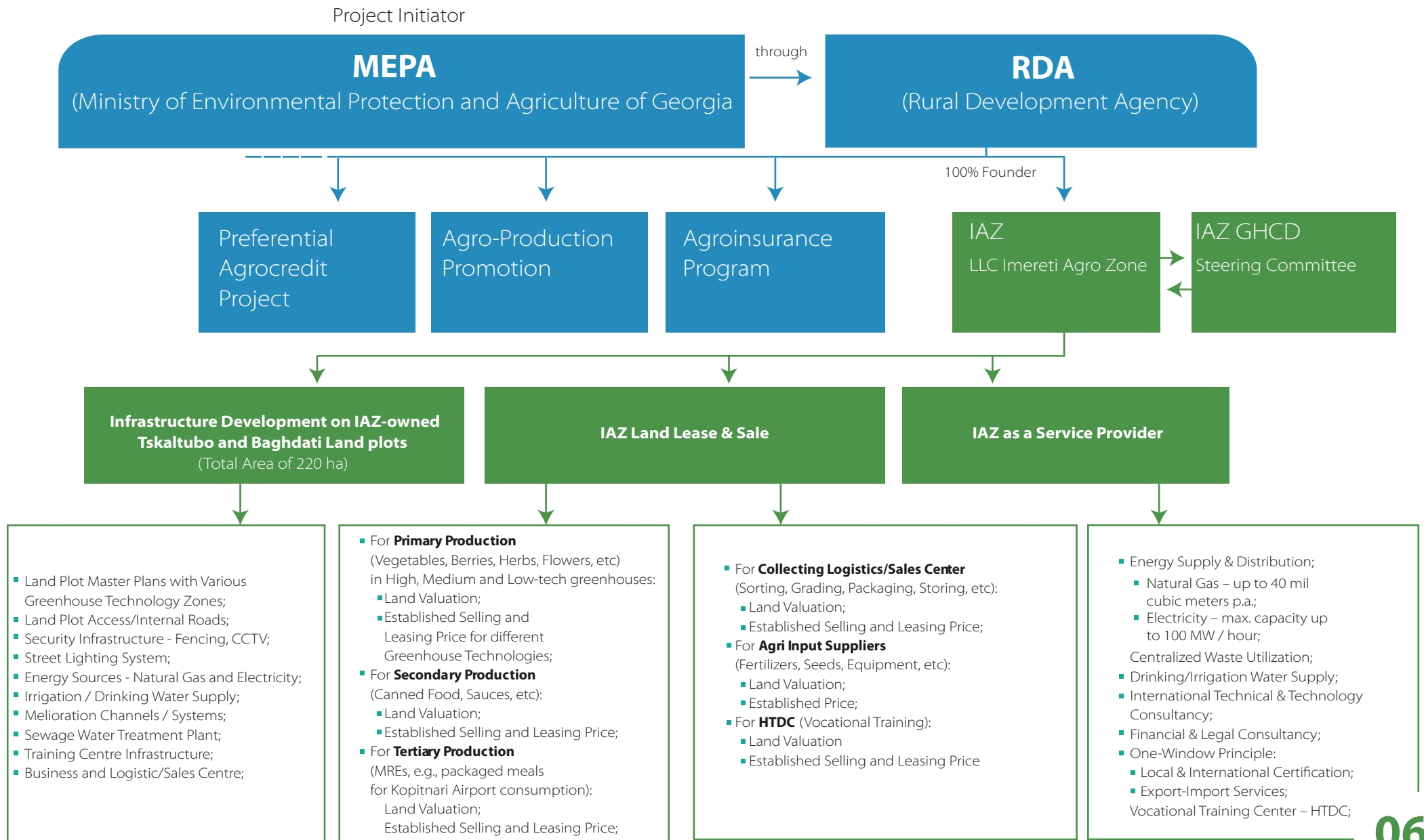


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# Project Delivery Governance: Overview



# Project Delivery Governance: Overview



The IAZ Greenhouse Cluster Project development initiator is MEPA and responsibility for the announced EOI Process on behalf of the GoG lies with MEPA.

As the Project initiator, MEPA, develops the greenhouse cluster project through its Rural Development Agency (RDA) and RDA has founded 100% state owned LLC Imereti Agro Zone (IAZ) to implement the Project, the Minister for Environmental Protection and Agriculture (MEPA) is the lead Minister for the IAZ Greenhouse Cluster Project Development. As such, primary accountability for ensuring that the GoG's Project Objectives are met, rests with MEPA.

If the relevant and applicable non-binding interest is shown with this announced EOI, MEPA will lead the delivery of the Project in accordance with the set procedures with the PPP Law of Georgia and commits to introduce the IAZ Greenhouse Cluster Project development possibility to the Public Private Partnership Agency (PPP Agency) for further internal due diligence and if approved, to be forwarded to the GoG for the final confirmation.

IAZ as state owned LLC, 100% founded by RDA, with the aim and goal to implement the IAZ Greenhouse Cluster Project, reports to a Steering Committee.

The IAZ Steering Committee has been established in 2020 to provide recommendations to the Minister and comprises representatives from MEPA, Ministry of Finance of Georgia, Ministry of Economy of Georgia, Ministry of Infrastructure of Georgia, RDA and Produce in Georgia. The Chairman of the Steering Committee is the Deputy Minister of MEPA.

On 28th of August 2020, the IAZ 3rd Steering Committee has confirmed the successful completion of the Project 1st Stage important milestone and has recommended the approval of the Project 2nd Stage Road Map with assigned long-term and short-term goals that includes announcement of the international, transparent, public EOI that aims to introduce the IAZ greenhouse cluster project development opportunities to local farmers, co-operatives, entrepreneurs, vegetable, herb and berry primary and/or secondary producers and to invite them with a transparent public offer to benefit from the offered by IAZ privileged financial and legal structuring possibilities, technology assistance and vocational training opportunities for the local labor, future agronomists, sales men, agricultural production managers, accountants and book keepers, product certification specialists etc.

With this EOI, the 3rd Steering Committee agreed to invite the well-established international and local agricultural input supplier companies together with different type of technology greenhouse producers to benefit from the offered opportunity and cooperate with IAZ greenhouse cluster on the bases of the technology and knowledge sharing principles to be presented to the public through the IAZ Horticultural Training & Demo Centre (HTDC).

The IAZ 3rd Steering Committee has recommended the approval of the suggested proposal to invite with this EOI international, highly rated and/or well-established O&M companies with an offer to operate IAZ day to day bases service providing activities for different IAZ potential private beneficiaries, that amongst others, include natural gas and electricity distribution, water supply and maintenance, waste management for the IAZ potential private beneficiaries.



# Project Delivery Governance: Overview



The Steering Committee oversees the IAZ Greenhouse Cluster Development Project and makes recommendations for ratification and approval by the RDA, MEPA and Council of Ministers, as may be required under Georgian law. The IAZ Steering Committee members are representing the GoG at the highest level together with other representatives from RDA, MEPA and IAZ international consultancy service provider JV GeoHolding & KSH Consortium.

The 1st IAZ Steering Committee meeting was held in February 2020. The IAZ 1st Steering Committee appointed the MEPA Deputy Minister Mr. Giorgi Khanishvili as the Chairman of the IAZ Steering Committee and has approved introduced members of the MEPA Minister Advisory Board for the IAZ Greenhouse Cluster Development ("GHCD") project.

Three IAZ Steering Committee meetings have been held in 2020 that lead to the successful coordination and finally to the successful completion of the IAZ Greenhouse Cluster Development 1st Stage implementation and has recommended the approval of the IAZ Greenhouse Cluster Development project 2021 2nd Stage Road Map.

## Steering Committee Chairman



Mr. Giorgi Khanishvili  
MEPA First Deputy Minister

## Steering Committee Members



Mr. Giorgi Kakauridze  
MoF Deputy Minister



Ms. Mzia Giorgobiani  
MRDI Deputy Minister



Ministry of  
Justice of  
Georgia Mr. Akaki Saghirashvili  
MoJ Deputy Minister



Mr. David Tvalabeishvili  
MoESD Deputy Minister



Mr. Mikheil Khidureli  
Enterprise Georgia Director



Mr. Ilia Tamarashvili  
RDA Director



Mr. Otar Shamugia  
MEPA Deputy Minister



Mr. Giorgi Razmadze  
MEPA



Giorgi Pantsulaia  
RDA Deputy Director



Mr. Archil Bukia  
IAZ Director



Mr. Michael North  
GHKSH Financial Expert



Mr. Giorgi Dadiani  
GHKSH Exec. Director



Mr. Eberhard Brodhage  
GHKSH Financial Expert



Mr. Karel Spiertz  
GHKSH Vice Exec. Director



Mr. Marius Pakker  
GHKSH Technological Expert

### Glossary:

MoESD – Ministry of Economy and Sustainable Development;  
MRDI – Ministry of Regional Development and Infrastructure;  
MoF – Ministry of Finance;  
MoJ – Ministry of Justice  
RDA – Rural Development Agency;  
MEPA – Ministry of Environmental Protection and Agriculture;  
GHKSH – JV GeoHolding & KSH Consortium;

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## Map of Georgia - Imereti Region



## Map of Tskaltubo Municipality

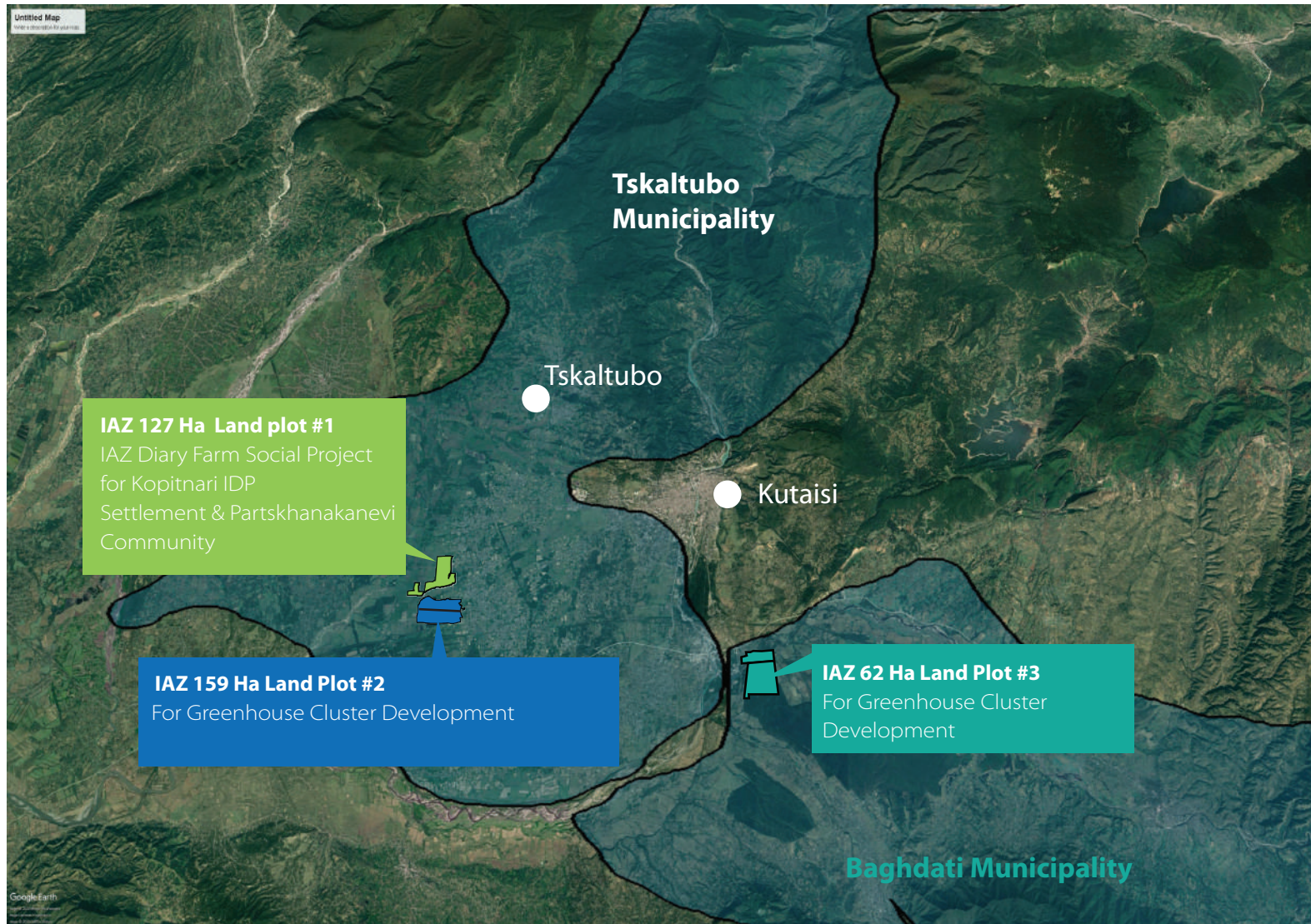


## Map of Baghdati Municipality





# IAZ Land Plot #1, #2, #3



## Tskaltubo Municipality

Total area 632.3 Km<sup>2</sup>  
Population 56,883

### IAZ 127 Ha Land plot #1

IAZ Diary Farm Social Project  
for Kopitnari IDP  
Settlement & Partskhanakanevi  
Community



### IAZ 159 Ha Land Plot #2

For Greenhouse  
Cluster Development



## Baghdati Municipality



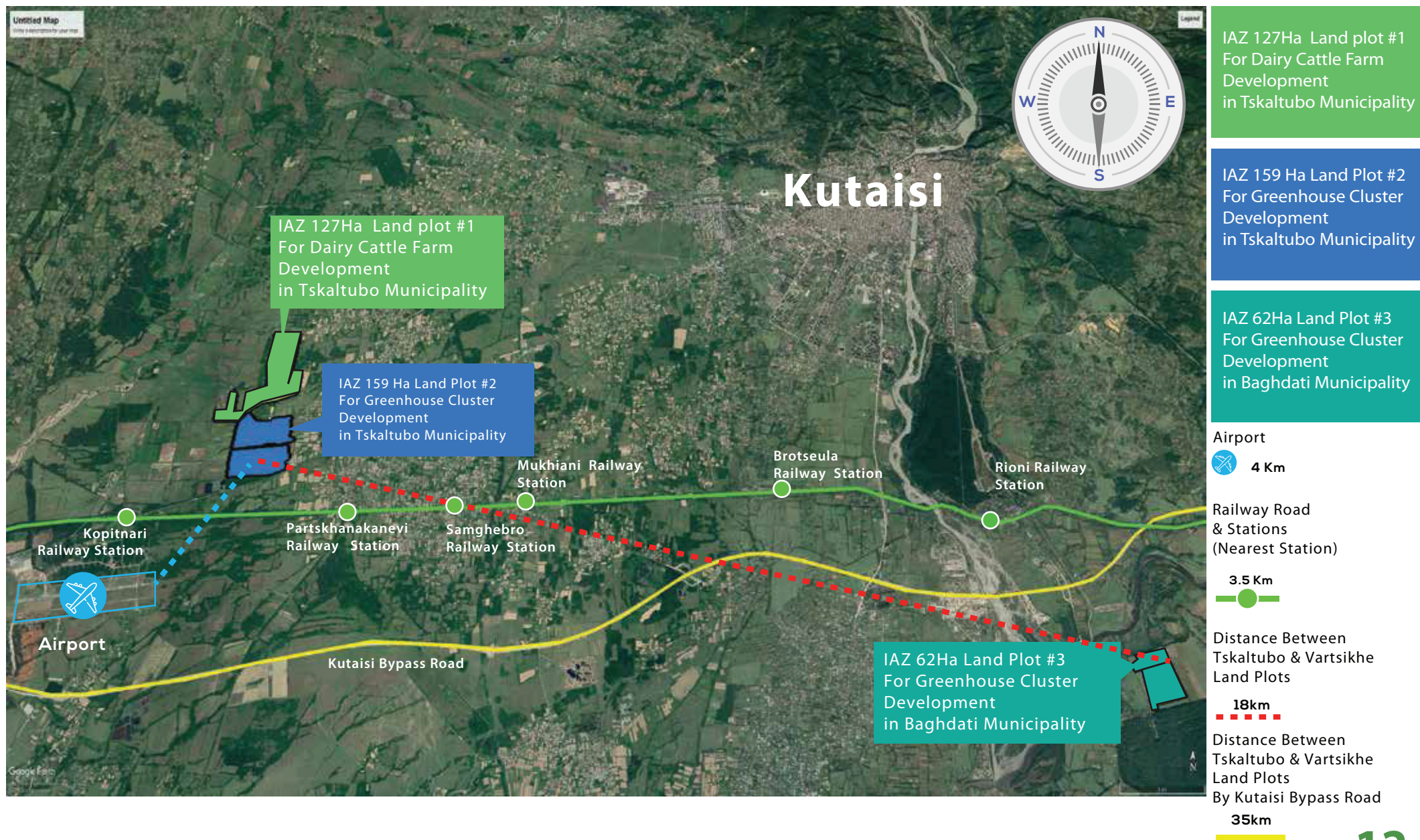
Total area 815 Km<sup>2</sup>  
Population 29,235

### IAZ 62 Ha Land Plot #3

For Greenhouse Cluster  
Development

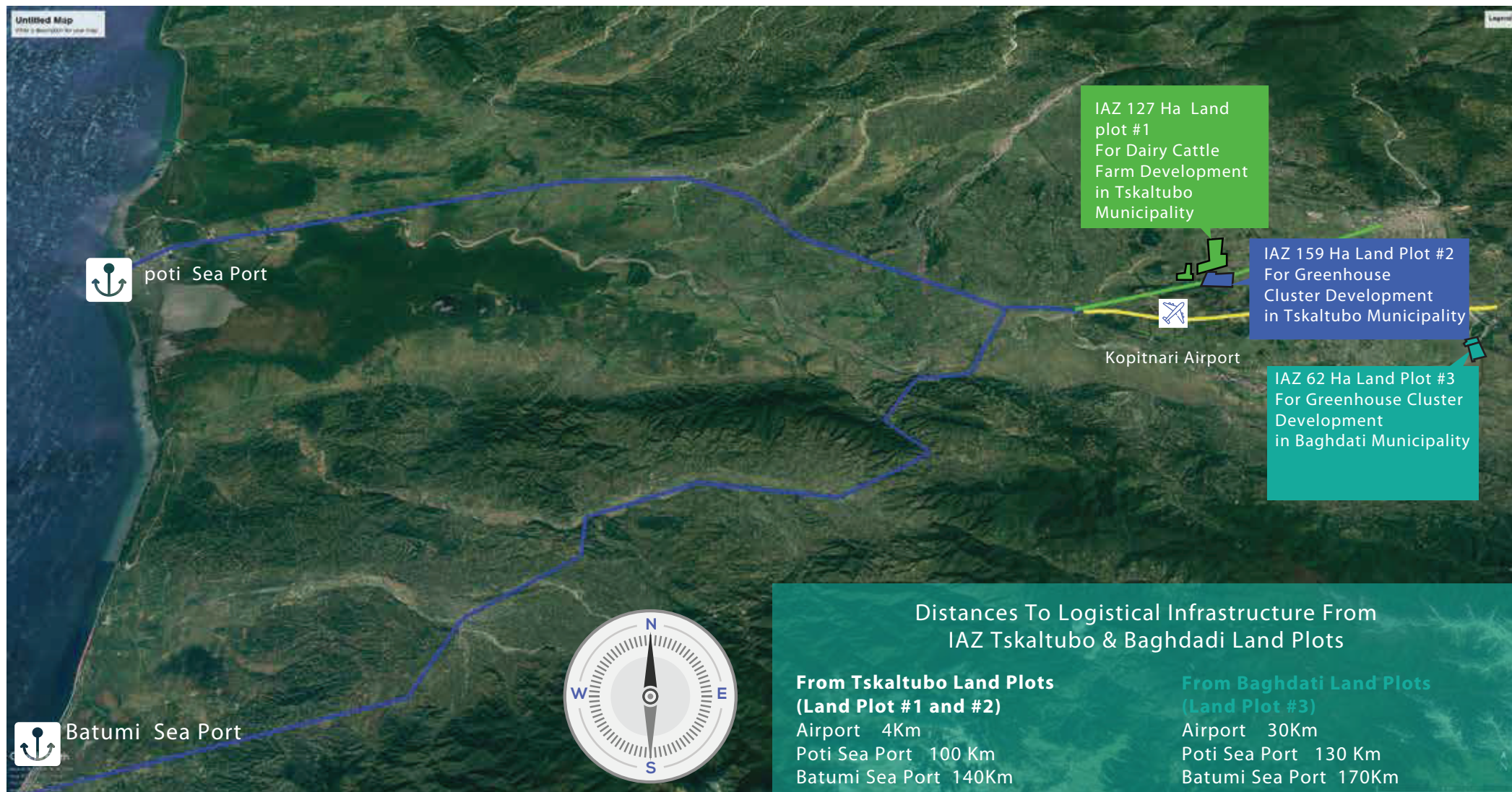


# Available Logistical Infrastructure Near IAZ land Plots #1;#2;#3





# Distances To Black Sea Ports & Kopitnari Airport



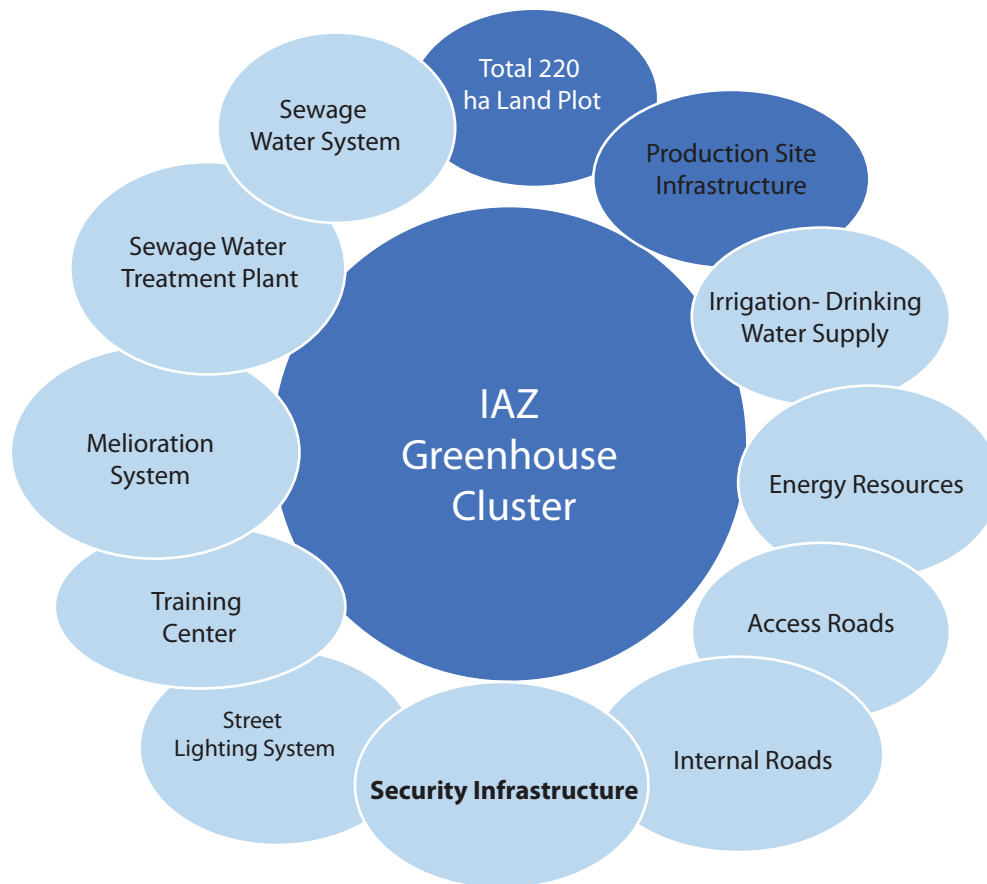


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# IAZ to undertake infrastructure development



## IAZ Infrastructure Development for the Private Project Initiators

- ▶ Total 220 ha Levelled Land Plot;
- ▶ Total 220 ha Land Plot Master Plan with Various Greenhouse Technology Zones;
  - Internal Roads - according to the Master Plan;
  - Security Infrastructure - Fencing, CCTV;
  - Street Lighting System;
  - Energy Sources - Natural Gas and Electricity;
  - Irrigation / Drinking Water Supply – (Public Source and Owned Water Wells);
  - Melioration Channels / Systems;
  - Sewage Water Treatment Plant;
  - Training Centre Infrastructure;
  - Business and Logistic Centre;

# IAZ – a “one stop, one window” services provider



## Services of IAZ:

- O&M infrastructure
- One window for Import and Export
- One window for National and International standards
- Financial and legal Consultancy
- Energy resources
- Waste management
- Technical Consultancy
- Agricultural Technology Consultancy
- Trainings Center facility

# IAZ – a self-sustaining agri-business provider



Expected IAZ revenue sources

## Expected Income Generation Sources

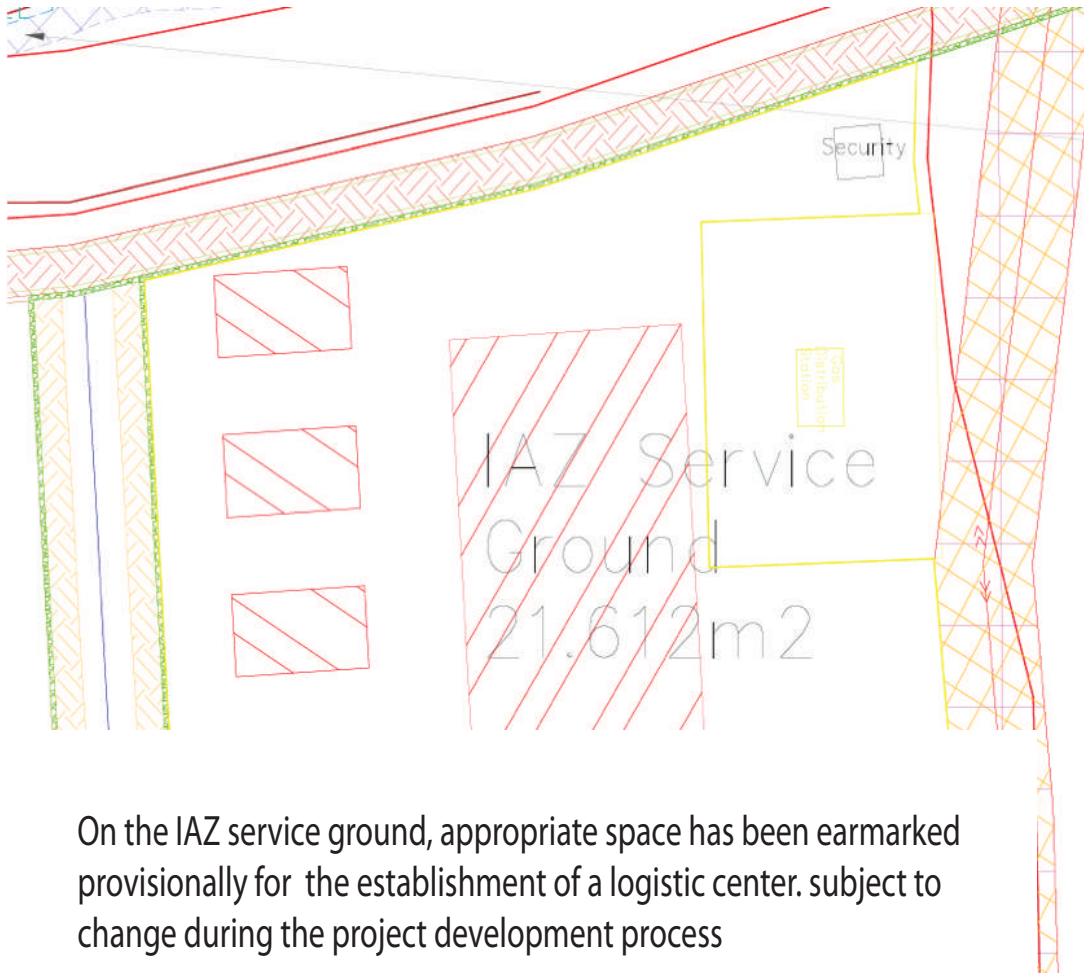
- ▶ Leasing out Land Plots;
- ▶ Sale of Land Plots;
- ▶ IAZ Infrastructure O&M Services;
- ▶ IAZ Service Provision to the Private Potential Beneficiaries:
  - International Technical & Agricultural Technology Consultancy;
  - Labor Training;
  - Financial & Legal Consultancy;
  - International & Local Unification of Standards;
  - Export- and Import Services;
  - Waste Utilization;
  - Electricity- and Natural Gas Supply;
  - Drinking- and Irrigation Water Supply;
  - Sewage Water Treatment;

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  - ▶ **Food Safety Certification**
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  - ▶ Invitation to the Agri-Input Companies
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  - ▶ Greenhouse Zones in Tskaltubo and Baghdati Land Plots
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# IAZ Logistic Center



On the IAZ service ground, appropriate space has been earmarked provisionally for the establishment of a logistic center. subject to change during the project development process

**IAZ Service Ground 21.612 m<sup>2</sup>**

As part of the one window service offering of the IAZ, a logistics center will be established, providing:

- Quality assurance;
- Certification;
- Consolidation of produce incl. inputs from Imereti diaspora farmers as a public service;
- Cold) storage of produce
- Boxing / crating, readying for collecting by buyers
- (free on board - "fob");

The logistic center may be established within in the IAZ Service Ground, or at another nearby location, e.g. connected with the Kutaisi International Airport cargo terminal development.

Also, IAZ is joining and aligning itself with the Packaging Cluster development supported by UNDP.

**=> Logistic Center: alignment of IAZ objectives with existing packaging and logistic initiatives**



# Logistics Providers – Proposed Commercial Structure

## IAZ will exclusively service:

- Up to 93 different Greenhouse operators;
- Several service providers including:
  - ▶ Agricultural equipment providers;
  - ▶ Banks;
  - ▶ Retailers;
  - ▶ Utilities service providers;
  - ▶ Horticultural Training and Demo Center (HTDC).

The capacities will be developed over time as part of the one window service offering of the IAZ.

## The opportunity exists for a logistics and sales company to:

- Collect the produce;
- Provide quality assurance;
- Consolidate and package the produce;
- Provide temporary cold store hold;
- Handle sales of the produce for the benefit of the tenants;
- Prepare the produce for shipping.



\*As regards the Commercial Proposed Structure and Commercial Considerations please refer to our website [www.iaz.ge](http://www.iaz.ge)

In the scope of the joint initiative, “EU Innovative Action for Private Sector Competitiveness in Georgia”, of the European Union and four UN Agencies – UNDP, FAO, UNIDO and IOM, IAZ is invited to consider the possibility of developing the Packaging House concept at the IAZ Greenhouse Cluster Development Production Site in direct cooperation with the Packaging Manufacturers Association of Georgia (PMAG) that is actively supported by the UNDP program on Clusters Development - Better Business Sophistication in Georgia (<https://eu4business.eu/projects/page-2/>)

# Food Safety Certification

Food safety and certifications have become leading aspects in the fresh product trade.

The majority of European buyers will ask for Global Food Safety Initiative (GFSI) certification. For fruit and vegetable processors and traders, the most popular certification programmes are:

- International Featured Standards (IFS)
- British Retail Consortium Global Standards (BRCGS)
- Food Safety System Certification (FSSC 22000)
- Global GAP certification for producers / farmers

IAZ is inviting the well-established international and local quality assurance companies to participate in the IAZ Invitation for Expression of Interest and consider the possibility to provide services not only to the 93 potential IAZ Greenhouse Cluster project development site occupiers, but also to the thousands of small and medium scale farmers and cooperatives, located in the Imereti Region, and Georgia in general

\*For more information please visit the IAZ Website – [www.iaz.ge](http://www.iaz.ge)



# Retailers

- Within the IAZ, a large number of businesses will be operating, with a total employment of more than 700 individuals, constituting a captive client potential for general retailers to serve the daily needs of the business and their employees.
- Opportunities exist for retailers of the various produce like herbs, vegetables, berries, and flowers generated at the IAZ 220 ha production site.
- Retailers could benefit from the various produce like herbs, vegetables, berries, and flowers collected at the IAZ Logistic Center with the existing produce from more than 2000 farmers consolidated within the IAZ Greenhouse Cluster Development Project



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# HTDC – Horticultural Training & Demo Centre



Knowledge transfer of modern technologies,  
equipment & growth cultivation

## ► Audience:

- Trainer of Trainers and Extensionists
- Farmers
- Managers and technical staff
- Agricultural students

## ► Subjects

- Technical aspects of greenhouse production
- Sustainable growth technology
- Enterprise, labor management
- Food safety

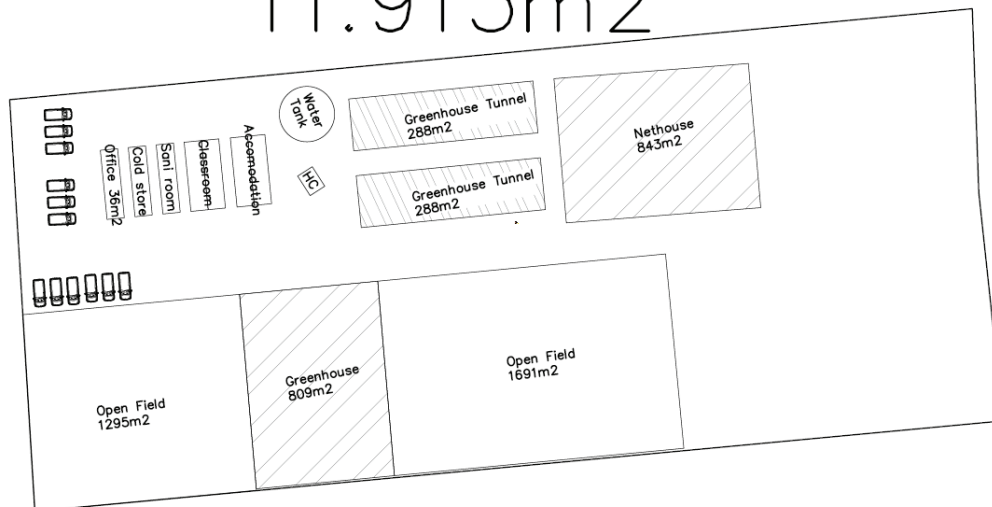
## ► Sustainability

- Donations of companies to present innovative technologies
- Course fees
- Production & Sales of harvest
- Grant provision

## ► Stake-Holders

- Farmers
- Input Providers
- Training Providers
- Development Agencies
- IFI Technical Assistance

HTDC  
11.913m<sup>2</sup>





# Invitation to the Agri-Input Companies to Participate in Development of the Horticultural Training & Demo Center (HTDC)



IAZ invites international and local different technology greenhouse producers, equipment and other Agri input supplier companies, to apply for the announced public Invitation for Expression of Interest (Eoi) and submit proposals to supply, introduce through the IAZ Horticultural Training & Demo Center (HTDC) and sell their own products and services to not only up to 93 vegetable, herb, berry and flower IAZ Greenhouse Cluster producers, but also to the Georgian and Regional markets in general.

## **Invitation to the Agri-Input Companies to Participate in Development of the Horticultural Training & Demo Center (HTDC)**

The EOI invites international and local different technology greenhouse producers, equipment and other Agri input supplier companies, to participate in the IAZ Horticultural Training & Demonstration Centre (HTDC) development process by providing their own produce as show case samples to the IAZ Horticultural Training & Demonstration Centre (HTDC) and in the long run be able to benefit from:

- Presenting and selling their own products and services to up to 93 vegetable, herb, berry and flower producers at the IAZ Greenhouse Cluster Development project site in Tskaltubo and Baghdati municipalities of the Imereti region.
- Presenting and selling their own products and services to the existing several thousands of farmers and cooperatives with up to 70% herb and the most vegetable, berry, and flower produce in Georgia.
- Introducing their own products to the training programs and the trainees from regional markets, like: Azerbaijan, Armenia, Kazakhstan, etc.





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  - ▶ **Greenhouse Zones in Tskaltubo and Baghdati Land Plots**
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# Utility Providers and Energy Consumption

## IAZ invites utility companies to bid for The IAZ internal provision of:

- Electricity;
- Natural gas;
- Water and sewage services.

IAZ will provide for the timely development of the external infrastructure, e.g. utility service relocation works to relocate and protect services such as electricity, gas, sewer and water mains.

Businesses operating in the IAZ will be contractually obliged to source their utility requirements from the company / companies contracted by IAZ.

Services to be Provided	
Electricity	max capacity: 100 MW/hour
Gas	40 mil cubic meters p.a.
Drinking Water	16,400 cubic meters p.a.
Data Cable	approx. 100 corporate users

# Greenhouse Zones at the IAZ Tskaltubo Land Plot

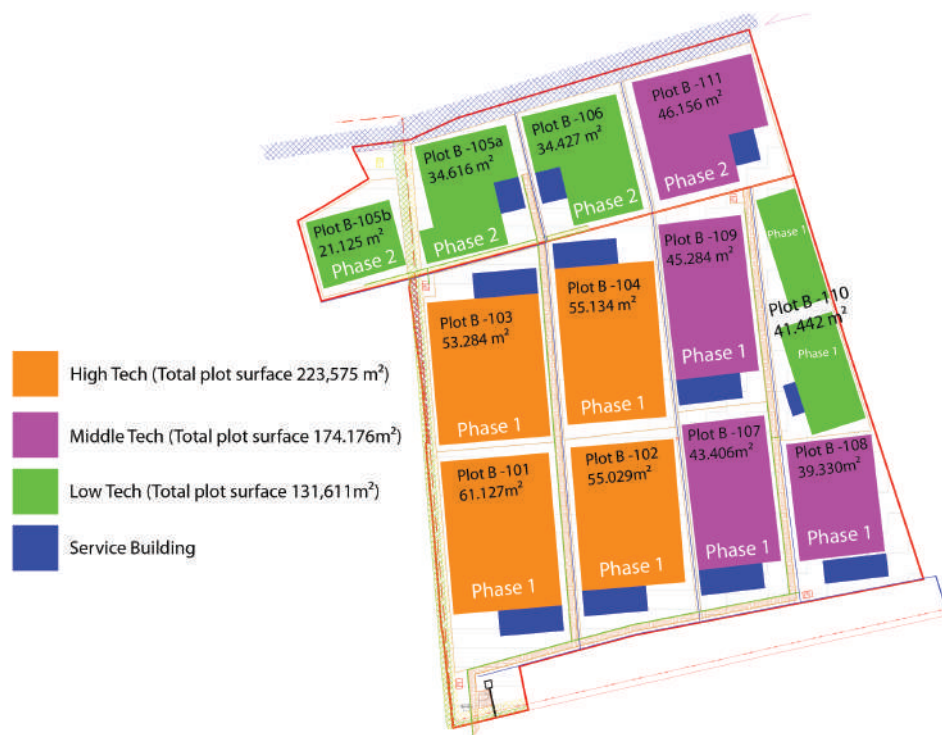


Number of plots by purpose and phases in Tskaltubo

Tskaltubo		Total in Tskaltubo	
Types of Greenhouses	Phase 1	Phase 2	
Conventional	40	27	67
Foil	23	14	37
High Tech	1	1	2
Low Tech	6	9	15
Middle Tech	3	3	6
Nethouse	5		5
Tunnel	2		2
Organic		15	15
Foil		6	6
Low Tech		2	2
Nethouse		2	2
Tunnel		5	5
<b>Total Result</b>	<b>40</b>	<b>42</b>	<b>82</b>

\*This is a preliminary layout which can be changed as per requirements of potential clients

# Greenhouse Zones at the IAZ Baghdati Land Plot



Number of plots by purpose and phases in Baghdati

Types of Greenhouses	Baghdati		Total in Baghdati
	Phase 1	Phase 2	
Conventional	6	5	11
Foil			
High Tech	4		4
Low Tech	2	1	3
Middle Tech		4	4
Nethouse			
Tunnel			
Organic			
Foil			
Low Tech			
Nethouse			
Tunnel			
<b>Total Result</b>	<b>6</b>	<b>5</b>	<b>11</b>

\*This is a preliminary layout which can be changed as per requirements of potential clients

# Renewable Energy Generation

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The IAZ Greenhouse Cluster Development project initiators (MEPA and RDA) are considering to support the cleaner energy generation technologies, with the aim and goal to replace, in certain achievable quantities, available traditional energy sources like the natural gas and central grid electricity supply. With this initiative, IAZ intends to achieve:

The friendly environmental conditions at the IAZ greenhouse cluster project site

Relatively stable energy price (on the required heat and electricity for the greenhouses) and the IAZ Greenhouse Cluster Project sustainability



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  - ▶ Food Safety Certification
  - ▶ Retailers
- HTDC – Horticultural Training & Demo Centre
  - ▶ Invitation to the Agri-Input Companies
- Utility Providers and Energy Consumption
  - ▶ Greenhouse Zones in Tskaltubo and Baghdati Land Plots
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- IAZ services on Legal and Financial Structuring
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# Banks

**IAZ will require a wide range of banking and payments services.**

**As a “one stop shop”, IAZ will require:**

- Point of Sale (POS) facilities for debit / credit card payment;
- Pay-in facilities and cash payment receipts;
- Current account services for incoming and outgoing domestic and international payments.

Within the IAZ, approx. 100 businesses will be operating, constituting a captive client potential to a bank establishing a presence in the IAZ. These businesses will require the full range of corporate and commercial banking services, including:

- Provision of medium - to long term loans;;
- Working capitals facilities;
- POS services;
- Cash payment / ATM pay-in and pay-out services;
- Domestic and internal payments;
- Payroll services supplied to the market by the various local banks and the payment service providers.

Total employment in the IAZ will number more than 700 individuals, which could also be served as retail / individual clients of the bank.

\*For more information please refer to the IAZ website – [www.iaz.ge](http://www.iaz.ge)

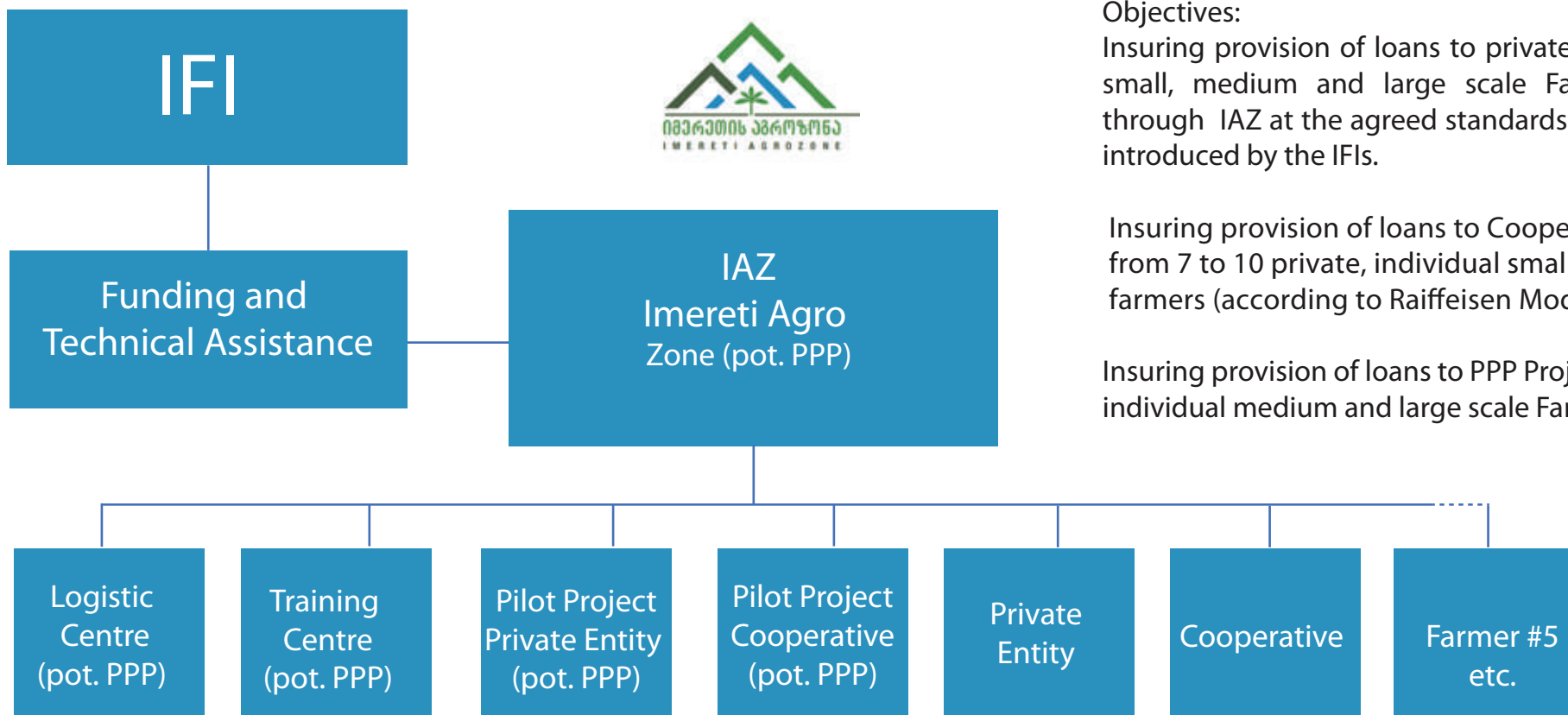


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# Direct Cooperation between IFI and IAZ



## Objectives:

Insuring provision of loans to private and individual small, medium and large scale Farmers, directly through IAZ at the agreed standards and conditions introduced by the IFIs.

Insuring provision of loans to Cooperatives syndicated from 7 to 10 private, individual small and medium scale farmers (according to Raiffeisen Model)

Insuring provision of loans to PPP Projects for private, individual medium and large scale Farmers.

## Pilot Project – Cooperative and/or legal entity

### Assets

Greenhouse  
Property / Equipment  
and/or  
IAZ owned Land  
and  
Infrastructure  
(Collateral)

### Liabilities

1) IFI loans  
2) Georgian bank  
loans

Mezzanine capital

Equity

1. Financial Investors  
2. Mezzanine Investors

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# Tender Process and Project Timeframes

## Stage 1: EOI process

The overall Tender Process is divided into two stages:-

- Stage 1 being this EOI process
- Stage 2 being the RFP process

The indicative timetable for the EOI Process is shown in Figure 1.

Participation in the EOI process (Stage 1) is not mandatory and is not a pre-requisite to participate in the later RFP process (Stage 2).

The overall Tender Process seeks to engage the private sector to competitively develop integrated proposals that will meet the Project Objectives. IAZ intends to enter into contractual arrangements for the delivery of the Project with the Respondents that will provide the best Proposals during the RFP Stage.

To register as a Respondent, interested parties are to provide a completed Returnable Schedule 2 by 18:00 hours Georgia time on 17th March 2021 via [eoi@iaz.ge](mailto:eoi@iaz.ge).

This will ensure the Respondent is invited to the Industry Briefing and receives any further information that is provided to Respondents in the course of this EOI.

The EOI Closing Time and Date for submission of EOIs is 30th April 2021 18:00 Georgia time.

IAZ will evaluate the EOI Responses for each of the opportunities offered, assessing the qualitative and quantitative aspects of the EOI Responses, and their value to IAZ in maximizing competition.

The Terms and Conditions applicable to the RFP (Stage 2) will be based on the outcomes of the EOI process, to the extent permitted under the mandatory provisions of the relevant laws of Georgia.

Figure 1: EOI timetable

EOI process – key steps	Target Dates / Periods
Release of EOI	1st of March 2021
Respondent Registration Close Date	2nd of April, 2021
Industry Briefing Meetings	7th to 14th of April 2021
Q & A / Enquiries from Respondents Close Date	until 16th April 2021
EOI Close Date	30th April 2021
Evaluation of EOI Responses	until the end of May 2021



# EOI Submissions - requirements



IAZ is seeking Submissions from Respondents interested in purchasing land and investing in the IAZ Greenhouse Cluster Development. The IAZ Greenhouse Cluster Development is programmed to be delivered in 2 phases, with the 1st phase to be finalized by October 2023 subject to satisfactory pre-sales and Statutory Authority approvals. IAZ will seek final funding approval to deliver the project following respondent submissions and subject to the interest received.

Respondents interested in the opportunities offered by the IAZ, including the IAZ itself, the ancillary services, the HTDC and the purchase or lease and development of a site, are required to complete the Returnable Schedules contained in this document. The Returnable Schedules will be used to address the evaluation criteria.

If making a submission as part of a consortium, Respondents must ensure each member of the consortium completes the Declaration in the Returnable Schedules, and in doing so agrees to be bound by the evaluation process.

All information fields in the Returnable Schedules must be completed and contain the information requested. IAZ may in its absolute discretion reject a submission that does not include the information requested. Submissions that fail to meet mandatory criteria will not progress further with the evaluation process.

EOI Submission requirements	Returnable document
Returnable Schedule	Executive Summary
Returnable Schedule 1	Respondent's declaration
Returnable Schedule 2	Respondent company information and Confidentiality Agreement
Returnable Schedule 3	Employment and development outcomes, organizational experience, capability and expertise
Returnable Schedule 4	Financial offer
Returnable Schedule 5	Plot details
Respondents may include in their Submissions any other information considered relevant	

# EOI Submissions - process

## PROPOSAL MANAGER

All questions and clarifications concerning this EOI, may only be directed in writing via Email to the Proposal Manager:

Levan Lominadze,  
Deputy Director, IAZ LLC  
Email: eoi@iaz.ge

All enquiries are to be submitted in writing via email. Enquiries are to be provided no later than 16th April 2021.

All communications regarding this EOI are to be directed to the Proposal Manager. Communications with any other person in relation to the EOI may result in the Respondent's Submission being excluded from the Procurement Process at IAZ's absolute discretion.

## QUESTIONS AND CLARIFICATION

Respondents may seek clarification from IAZ regarding any aspect of this EOI. Clarification must be sought in writing from the Proposal Manager.

IAZ is not obliged to respond to any communication relating to the EOI. Where IAZ responds to a communication it will provide its response to all Respondent unless IAZ believes the issues raised apply only to one Respondent.

Communication with any other person engaged by IAZ for the purposes of the Project is prohibited and may result in the Respondent being excluded from this EOI process at IAZ's discretion.

## CONSULTATION AND UNAUTHORISED COMMUNICATION

Respondents must not engage in any activities or obtain or provide improper assistance that may be perceived as, or that may have the effect of, influencing the outcome of this procurement process in any way. Such activities or assistance may, in the absolute discretion of IAZ, lead to the exclusion of a Respondent from the Procurement Process.

## FURTHER MARKET ENGAGEMENT

Respondents must not engage in any activities or obtain or provide improper assistance that may be perceived as, or that may have the effect of, influencing the outcome of this procurement process in any way. Such activities or assistance may, in the absolute discretion of IAZ, lead to the exclusion of a Respondent from the Procurement Process.

## COMPLAINTS ABOUT EOI PROCESS

Any complaints and/or disputes arising under or in connection with this Invitation for EOI or the EOI process itself shall be resolved between the parties amicably. If relevant parties fail to reach an agreement amicably, the parties may seek redress through the courts of Georgia to resolve the matter.

EOI Submission requirements	Submissions should be lodged electronically, as set out in the table below, by the closing time
Submission Email Address	eoi@iaz.ge
Submission Email Address	<p>The EOI Closing Time and Date for submission of EOIs is 30th April 2021 18:00 hours Georgia time.</p> <p>A Respondent accepts all responsibility for delivery of its Submission by closing time on the EOI Close Date.</p>
Requirements	<p>Respondents are responsible for ensuring submissions submitted electronically are lodged with sufficient time to allow receipt by IAZ by closing time. IAZ recommends submitting at least 2 hours prior to closing. An EOI submitted after this time will be considered a late EOI. IAZ may accept or reject any late EOIs at its absolute discretion. Any request for acceptance of late material should demonstrate to the satisfaction of IAZ that there were exceptional circumstances beyond the control of the Respondent which caused the late arrival and that the Respondent did not derive any benefit from the delay in lodgment.</p>
IAZ discretion to extend Closing Date or Time	The EOI Closing Time may be extended by IAZ in its absolute discretion by providing written notice to Respondents by way of an addendum.

# EOI Evaluation - process

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The EOI evaluation process will include an evaluation of the EOIs and may include an evaluation of:

- structured and confidential interviews or meetings with Respondents;
- presentations by Respondents on request from IAZ and/or
- requests for EOI clarification from IAZ

In accordance with the Terms and Conditions, IAZ may also have regard to information obtained through its own investigations. This may include conducting reference checks or other verification of Respondents' EOIs.

Respondents are encouraged to provide feedback or comments on any other issues relating to the Project as detailed in the Slide 23 (Eoi Submissions – process).

The Additional Information responses provided by Respondents will not be considered in the evaluation of EOIs. However, they may be taken into account by IAZ for the purpose of developing the scope of the Project and other elements of, or requirements for, the Project to be set out in the RFP, to the extent permitted under the mandatory provisions of the relevant laws of Georgia.

IAZ may in its absolute discretion reject a submission that does not include the information requested. Submissions that fail to meet criteria will not progress further with the evaluation process.

# EOI Evaluation - criteria

Respondents' EOIs will be assessed against Provisional Evaluation Criteria, to be finalized on the basis of the EOI submissions, and then to be applied to the RFP Phase (Stage 2), to the extent permitted under the mandatory provisions of the relevant laws of Georgia.

Respondents must complete and sign the declaration in Returnable Schedule 1.

IAZ may also consider other issues when evaluating EOIs, including past behavior, probity / security and conflicts of interest of any Respondent.

Following EOI evaluation, IAZ will advise the Respondents to participate in the RFP Stage of the Tender Process.

During the RFP Phase (Stage 2), it will be IAZ's preference to select only one Preferred Respondent for each of the opportunities offered for negotiations, provided that to do so would not compromise value for money or probity principles, and not to employ a 'best and final offer' or other extended resubmission process.

Provisional Evaluation criteria	Weight	Description
Capability & Capacity	30%	Experience of the respondent to deliver the proposed investment and employment outcomes
Policy Outcomes	60%	The number of full-time job equivalents at the completion of development with preference given to the creation of new jobs for the Georgian workforce The development period with preference given to earlier timeframes period of outcomes Level of investment to be delivered with preference given to greater economic benefits
Proposed Use	10%	Evaluation of how the proposed use meets with government objectives for jobs and growth in IAZ and the surrounding area

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## Q&A

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- You can refer with your question and/or comment in the Zoom chat;
- You can also refer with your question and/or comment by virtually raising your hand;
- Please turn on the camera if you would like to raise a question;
- Please virtually lower your hand in case you no longer have questions or don't want to comment;
- Please mute yourself after you have commented and/or have raised a question.



# Communications



A dedicated project team has been established by IAZ to manage the EOI Process of the Project. IAZ has also appointed advisors on an exclusive basis for this Project (Project Advisors). Please refer additionally to the page "EOI Submissions Process" for communication details to be observed during the EOI Process.

Project Contact and  
State Representative



Imereti Agro Zone LLC  
Akhmateli 10a, Tbilisi, Georgia  
[www.iaz.ge](http://www.iaz.ge)  
[eo@iaz.ge](mailto:eo@iaz.ge)

Project  
Initiator



Ministry of Environmental  
Protection and Agriculture  
6 Marshal Archil Gelovani Ave,  
Tbilisi 0159  
[www.mepa.gov.ge](http://www.mepa.gov.ge)  
[eo@iaz.ge](mailto:eo@iaz.ge)

Project  
Advisors



JV GeoHolding &  
KSH Consortium  
32 Razmadze Street  
Tbilisi 0179, Georgia  
[www.gkhsh.de](http://www.gkhsh.de)  
[eo@iaz.ge](mailto:eo@iaz.ge)

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