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About Georgia



Georgia is Situated at the juncture of Western Asia and Eastern Europe, in particular in Caucasus Region. It is bounded to the west by the Black Sea, to the north by Russia, to the south by Turkey and Armenia, and to the east by Azerbaijan.

- Population (2018): 3.7 million
- Area: 69,700 sq.m
- Official language: Georgian
- Capital: Tbilisi
- National Currency - Georgian Lari or GEL ;
- Literacy (literacy): 100%
- Life expectancy: 74 years
- GDP, Current US\$ Billion – 15.5
- GDP Per Capita, Current US\$ - 4, 068

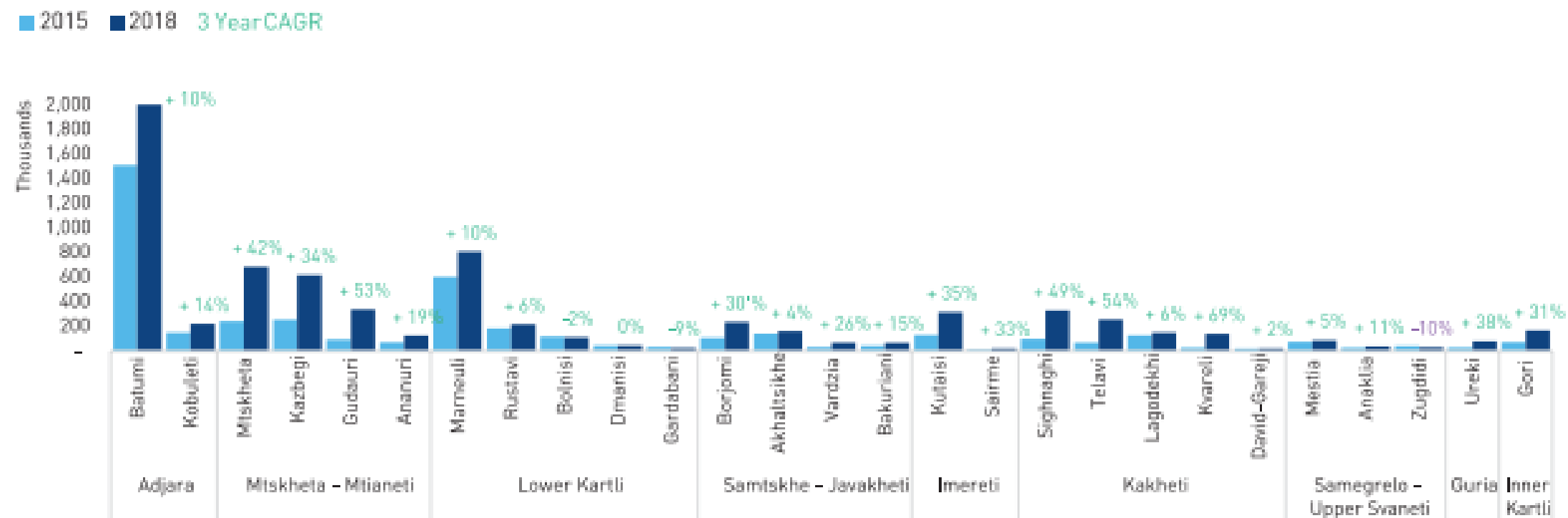
Taxes:

- Property Tax- Up to 1%
- Corporate Profit Tax – 15%
- VAT – 18%
- Personal Income Tax – 20%
- Import Tax – 0% , 5% or 12%



- According to the Index of Economic Freedom Georgia's on the 13th place;
- According to the Ease of Doing Business - 9th place;
- Free Trade Agreements with 2.3 billion market - EU, Turkey, China, EFTA and CIS countries;
- Citizens of Georgia can travel to Europe visa free (Visa-free regime for 94 countries);
- Only 6 taxes are presented in Georgia;
- Ajara - the Second Largest Commercial Center of Georgia;
- 8.7 million visitors visited Ajara in 2019;
- Skilled and competitively priced labor force;

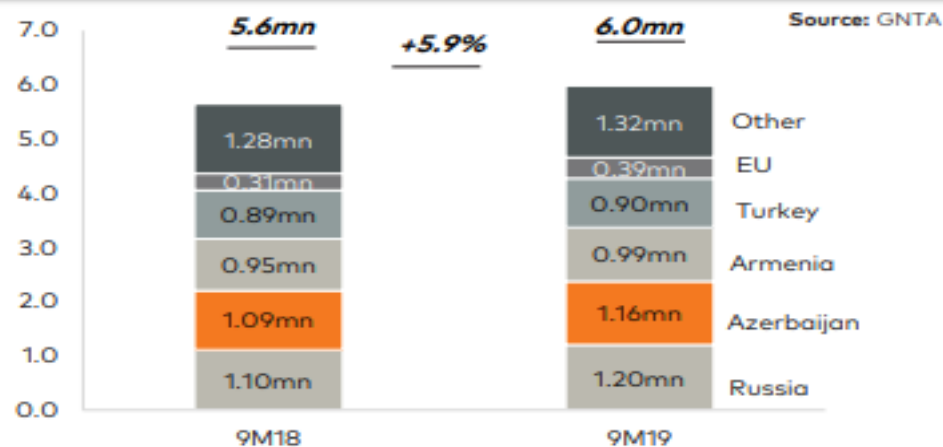
FIGURE 35: MOST POPULAR DESTINATIONS OF INTERNATIONAL VISITORS



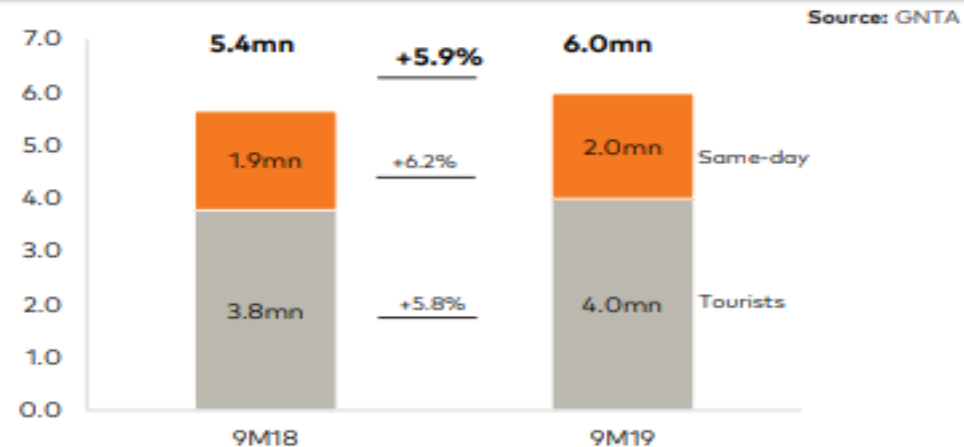
Source: GNTA, TBC Capital

RECENT TREND – TOURIST ARRIVALS UP DESPITE RUSSIA'S FLIGHT BAN

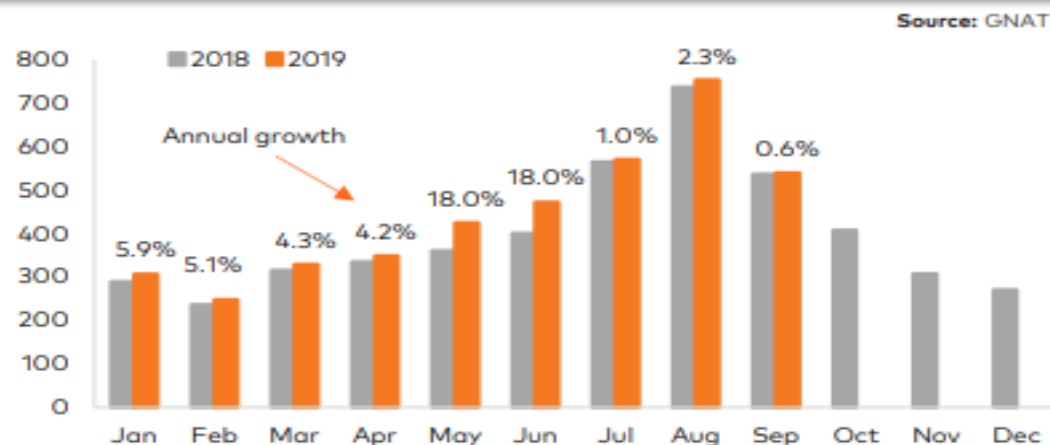
International visitors by country



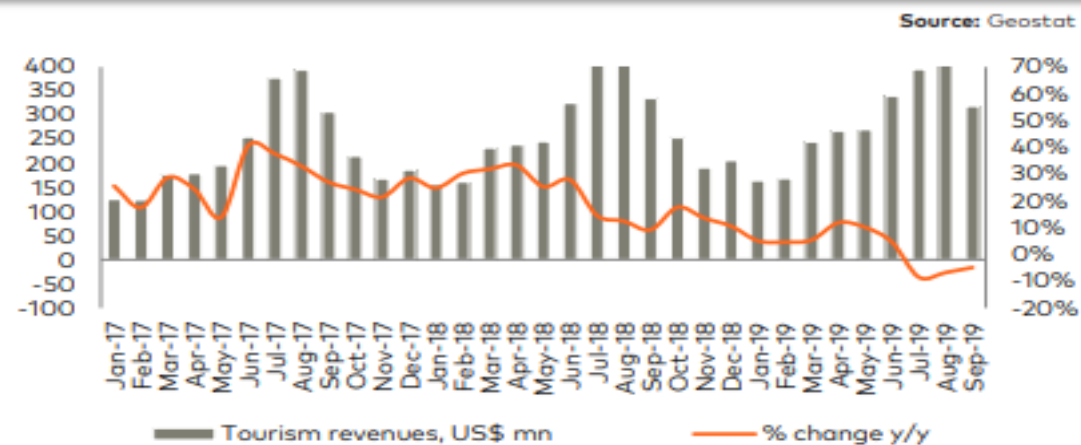
International visitors by type



Tourist arrivals by month



Tourism revenues at US\$ 2.6bn in 9M19





Sea Transport:

Batumi Sea port as a transport link serves the eastern part of the Black Sea basin, enabling to reload 94\$ of freight passing through TRACECA route and carry dry cargo through the aforementioned corridor from the countries located in South; There are several more Sea ports : Poti Seaport, Kulevi Port, Supsa Terminal, Anaklia Deep Sea Terminal (under construction)



Railway Transport:

In Ajara the rail network is highly developed. Our new railway station has direct connects with Tbilisi, Yerevan, Baku



Road Transport:

Road networks and highways connect Ajara region to the rest of Georgia and neighboring countries. The road transport is well-developed especially in mountainous parts of the region, since it is the dominant way of transportation there

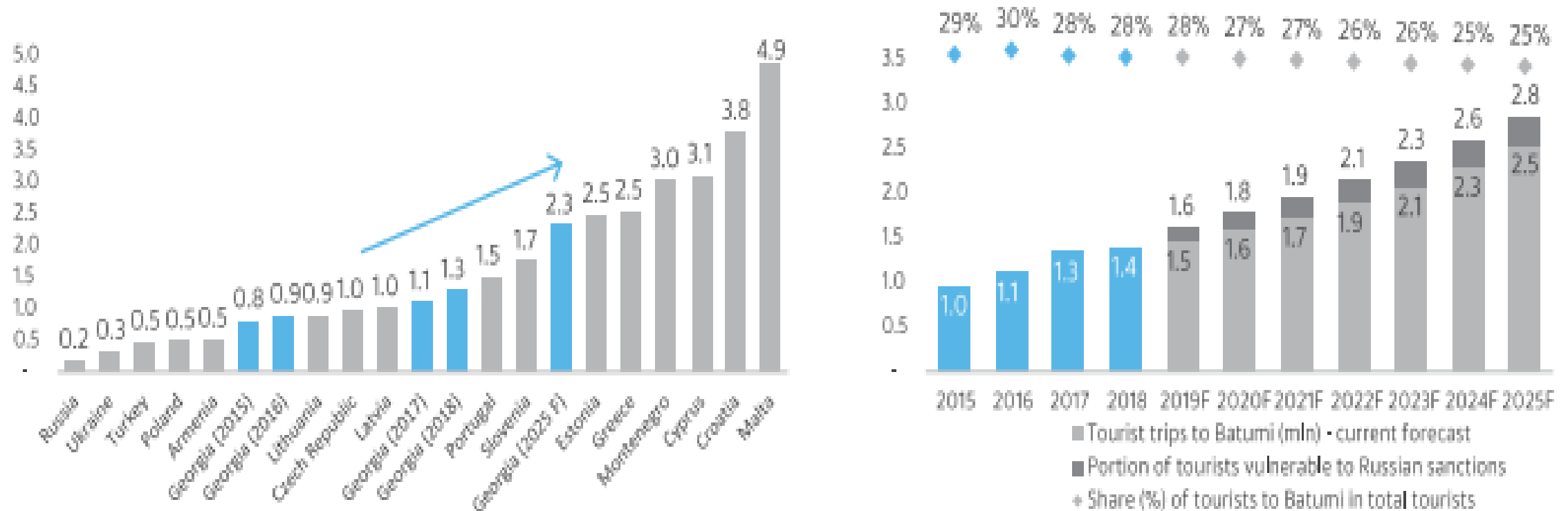


Air Transport:

- Batumi International Airport is an airport located 2 km (1.2 mi) south of Batumi, a city on the Black Sea coast and capital of Adjara, an autonomous republic in southwest Georgia. The airport is 20 km (12 mi) northeast of Hopa, Turkey, and serves as a domestic and international airport for Georgia and northeastern Turkey;
- Kutaisi International Airport is fully operated by United Airports of Georgia. The airport was rebuilt in 2012 and is the first international airport in the region, offering cost-efficient airline services. Kutaisi Airport is located within 200 kilometers from Tbilisi, and is connected to Armenia, Azerbaijan, Russia and Turkey within radius of 300 km;
- Tbilisi airport is the main international airport in Georgia, located 17 km (11 mi) southeast[1] of the capital Tbilisi;
- Mestia Airport is a small airport serving Mestia, a town in Samegrelo-Zemo Svaneti, Georgia;
- Ambrolauri Airport is a small airport serving Ambrolauri, a town in Racha-Lechkhumi and Kvemo Svaneti, Georgia.



FIGURE 2: INTERNATIONAL TOURIST TRIPS PER CAPITA; INTERNATIONAL TOURIST TRIPS TO BATUMI (MLN)



Source: WB, GeoStat, UNWTO, GNTA (survey), TBC Capital Research

Batumi named as Europe's leading emerging tourism destination



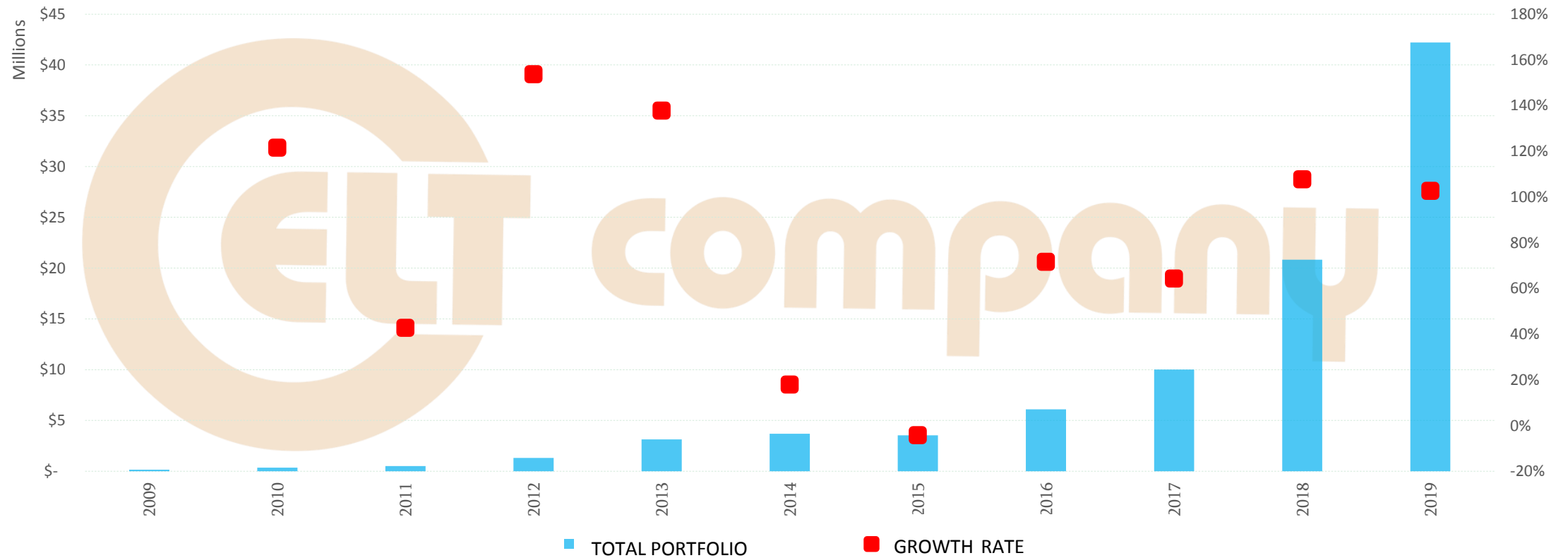
ELT BUSINESS GROUP

- ❖ ELT COMPANY (Financial)
- ❖ ELT BUILDING (Construction and Development)
- ❖ ELT TRAVEL (Tourism and Travel)

22 Branches in Georgia

Average Growth Rate (2009-2019)- 82%

Portfolio Development Dynamics



ELT TRAVEL

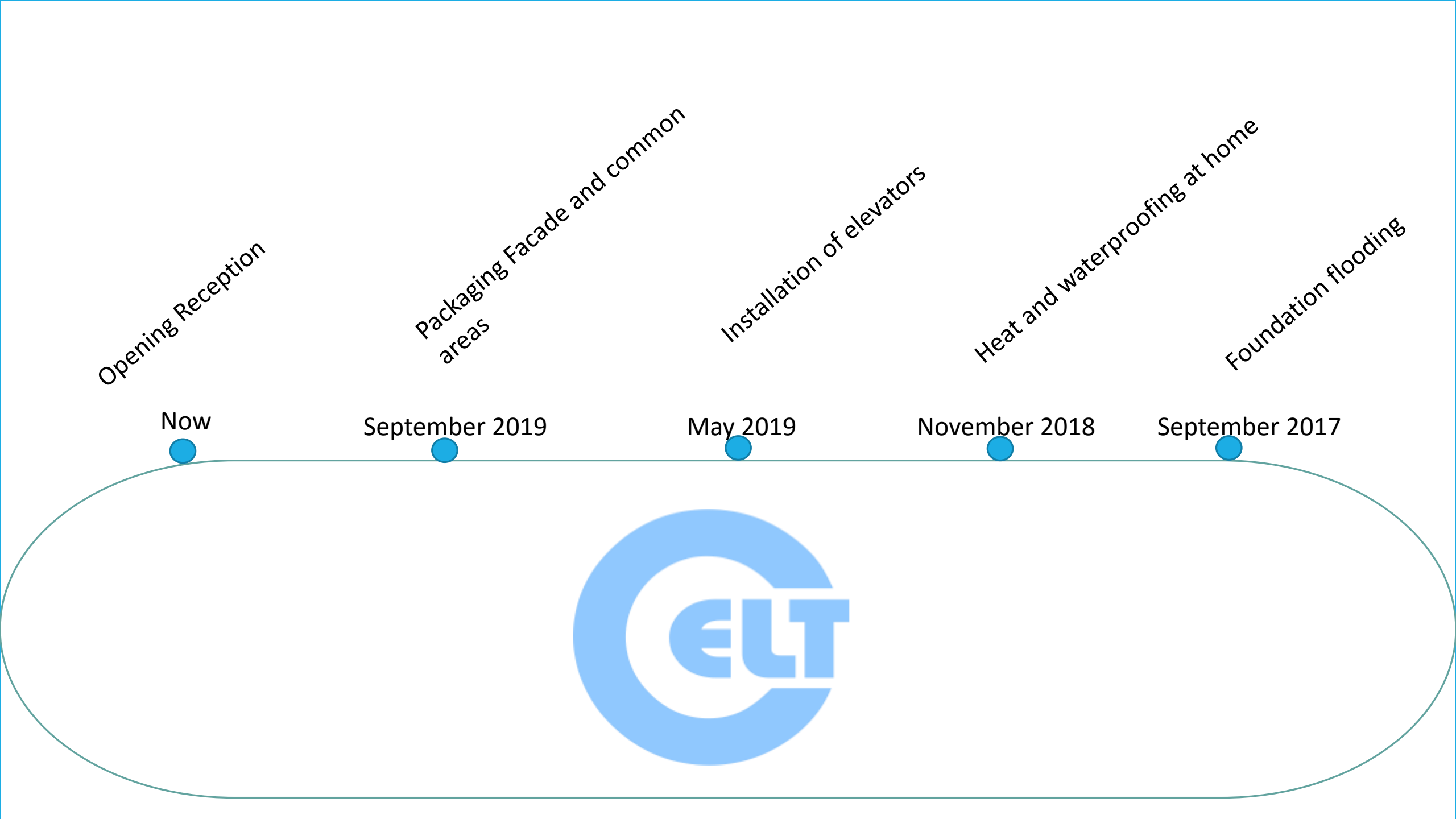
"ELT TRAVEL" is the first Georgian tourism company providing City Tour in Batumi by panoramic buses with specific routes and schedule

Number Unique Customers (Juny, July, Aug)

3900

Number of Products 4





Finished Project Sunrise

428 apartments - **Sold Out**



Current Project

La Quinta By Wyndham

- 349 apartments (30% is sold on sales off plan)
- 100% of construction is financed
- Strong Partners around world
- 3 International Brands









The development company is currently implementing the conceptual development in the fastest evolving area of the city.

In the area, where the “La Quinta By Wyndham” is being constructed, is filled with many large projects, but only La Quinta By Wyndham is presented on the market with the full functional infrastructure with mix use development support. The complex is being constructed near the small yacht club and includes 2000 apartment units, as well as 4-star hotel – La Quinta with 98 rooms.

The urban-type hotel is due to the following segments;

International and domestic travelers with holiday and vacation purposes – most active season, summer and autumn. Average season, winter and spring.

International visitors, traveling with business purposes, including transit visitors (airport) – average active season-summer, autumn, winter.

Sea travelers with yachts and motor boats- average season-summer, autumn

Local costumers, consuming the additional hotel services-high season- summer, autumn. Average season- winter, spring.

By Acquiring the Hotel Room in La Quinta by Wyndham You Get:



Quality of standards by American Brand "Wyndham" (COMPANY THAT UNITES MORE THAN 8000 HOTELS of more than 19 brands, leader with number of hotel brands and quality of standards)

By Acquiring the Hotel Room in La Quinta by Wyndham You Get:



Guaranteed incomes and management from „SOPHOS HOTELS“
(FAMOUS SWISS MANAGEMENT COMPANY WHICH MANAGES SUCH
WELL-KNOWN BRANDS AS: "WYNDHAM", "HILTON", " ACCOR")

By Acquiring the Hotel Room in La Quinta by Wyndham You Get:



Free vacation in different resorts by “Love Home Swap” (THE COMPANY OF THE PROGRAM OF EXCHANGES OF VACATION, WHICH UNITES MORE THAN 6000 RESORTS, IN MORE THAN 100 COUNTRIES OF THE WORLD)

COMPLEX

□ Lounge-Bar



□ Aqua Park



COMPLEX

☐ Café-Restaurants



☐ Sports Ground



COMPLEX

☐ Assa Corner



☐ Movie Theatre



COMPLEX

☐ Children's Room



☐ Entertainment Center



COMPLEX

□ Hamam



LA QUINTA BY WYNDHAM



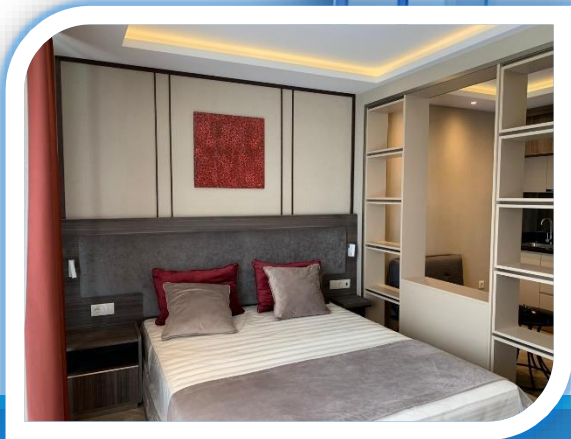
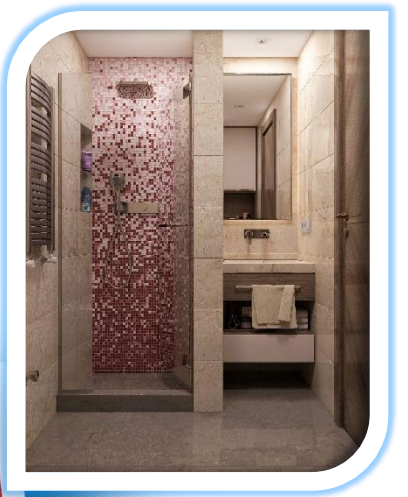
4 STAR HOTEL, ONE OF THE LARGEST HOTEL CHAIN, PART OF THE AMERICAN BRAND "WYNDHAM" WHICH DISPOSES UP TO 1,000,000 ROOMS IN MORE THAN 900 HOTELS



31.8 SQ.M



38.7 SQ.M





48.6 SQ.M

