

Advisory and Valuation Experience in viticulture and Wine sectors in Georgia

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Moore abc



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ABOUT GEORGIA



Capital: Tbilisi

Population 4.0 million (126st)

Area 69,700 sq. km (119st)

Major languages Georgian, English, Russian

Major religion Christianity

GDP (PPP) total \$82 Bln (101st)

per capita K\$ 22 (75th)

Source: Wikipedia



The Georgian winemaking **tradition is 8000 years old**

Top 20 among wine exporting countries

Top 5 export product

Exports to 60 + countries

Exports **100 + mln bottles**

450 + Exporters

55,000 hectares of vineyards under

525 Grape varieties (75% white and 25% red)

100,000 + family wineries nationwide

Source: Compilation

MOORE IN GEORGIA AND SPECIFIC SERVICES PROPOSED



Top 10 Full service firm



15 years + on a market



PIE Auditor



1 office in the capital Tbilisi



5 Partners and



50 + team members

Services Proposed (apart from audit and accounting)

APPRAISALS

- Valuation of vineyards
- Valuation of land for vineyard planting
- Valuation of machinery and equipment
- Valuation of biological assets
- Valuation of manufacture and economic buildings
- Valuation of winemaking and distillation equipment and implements
- Valuation of inventory
- Valuation of the enterprise (the going concern) and/or equity

ADVISORY

- Partial (individual classes) or complete inventory of assets
- Investment project development and investment performance assessment
- Analysis of an existing investment project
- SWOT analysis

Some of our Clients



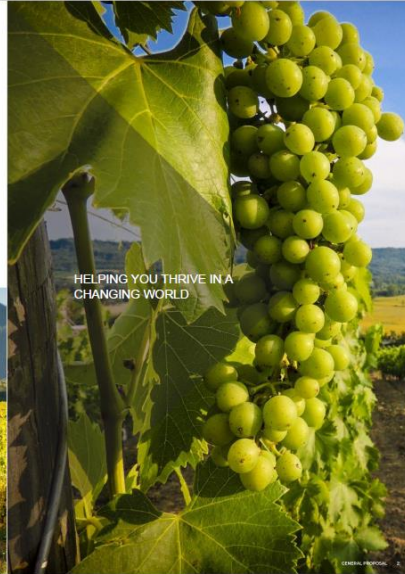
Tsinandali Estate

Client proposal



GENERAL PROPOSAL

For the provision of valuation and advisory services to entities operating in the viticulture and wine sectors



HELPING YOU THRIVE IN A CHANGING WORLD



ADVISORY

These might be the evaluation of staff, access to certain materials, or a strong set of manufacturing processes.

Any request of an organization is only as strong as the advantages it can offer. For example, if all of the competitors provide high-quality products, then a high-quality production process is not a strength in the market. It is a necessity.

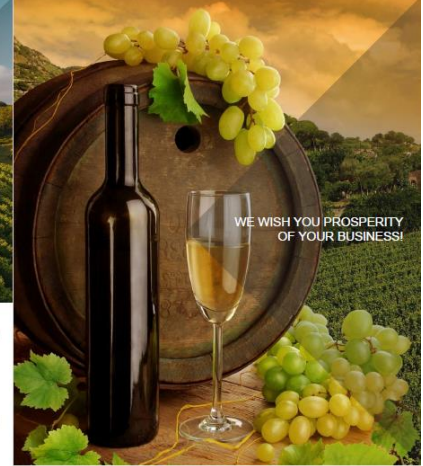
After this, the organization's weaknesses should be considered. A DDMC Analysis will only be superior if all the information received will be gathered. It is best to be realistic, not to have any unrealistic faith in your own abilities.

Weaknesses, like strengths, are inherent features of an organization, so you need to focus on the people, resources, systems, and processes of the organization. It is important to know about the organization only. These might be the evaluation of staff.

Disruptive are coverage or changes for something positive to happen, but an organization needs to own them for itself. They usually show from situations outside the company and require us to be able to deal with them in the future. They might arise as developments in the market, the company's success, or in the technology it uses. The ability to find and adapt opportunities can mean a huge difference to an organization's ability to compete and take the lead in the market.

These include everything that an organization does to the business from the inside, such as supply chain processes, skills in manual equipment, or a knowledge of people. The value or advantage comes not to the action, but to the people before becoming a victim of them and company growth itself.

It always should be considered what competitors are doing, and whether the company should be changed to respond to meet the challenge. It is also needed to be clear in communication what they are doing might not be the right thing for the company to do, and copying them will not help. You will not improve the company's position unless you are able.



WE WISH YOU PROSPERITY OF YOUR BUSINESS!



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How can we contribute

1. Share our client proposal
2. Provide our credentials and expertise
3. ?

Thank You!

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