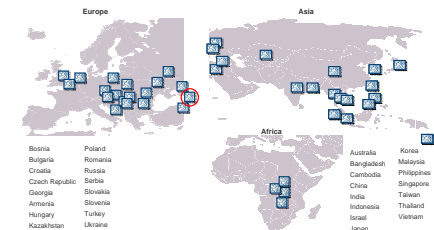




TBSC Consulting Capabilities

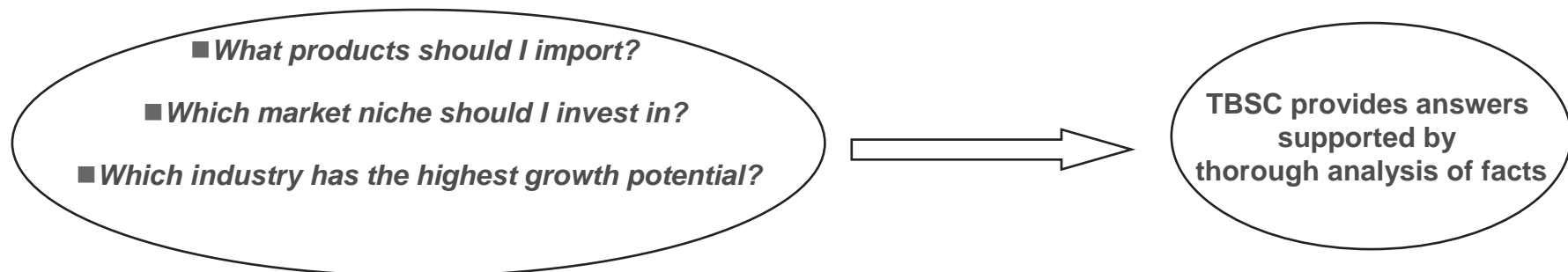
TBSC Consulting is a leading management consulting company in Georgia

- Helps clients in market entry and business development through detailed analyses
- Leverages more than 25 years management consulting experience in the US, Western and South-Eastern Europe
- Has advised and helped more than 100 organizations in Georgia over the past ten years
- Diverse clientele includes domestic and foreign companies, prospective foreign investors, IFIs, GoG, diplomatic missions, donors and NGOs
- Member of Larive Group, network of consulting companies in Europe, Asia and Africa united under a Dutch umbrella
- Member of AmCham Georgia



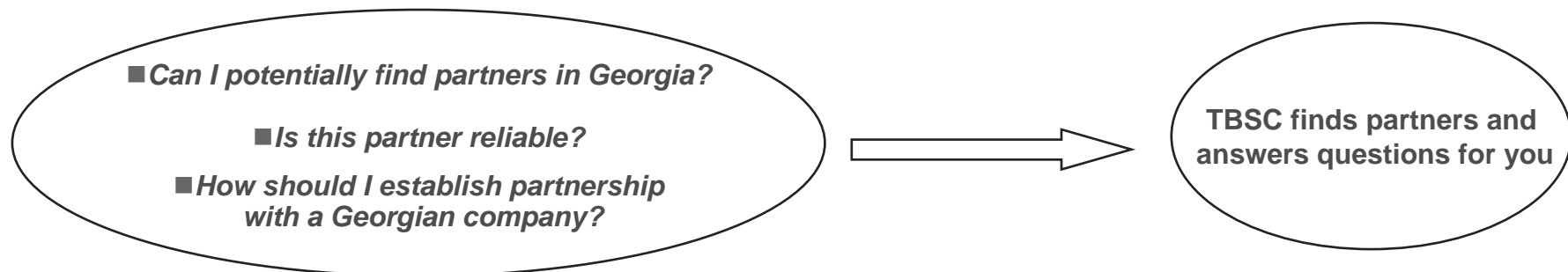
Market Analysis

- There are numerous interesting business opportunities in Georgia
- TBSC consulting helps assess these opportunities by providing thorough analysis of the markets and niches
- This includes understanding the industry, trends, growth opportunities, studying competition, pricing, supply chain, etc.
- As a result, clients make more informed and less risky decisions



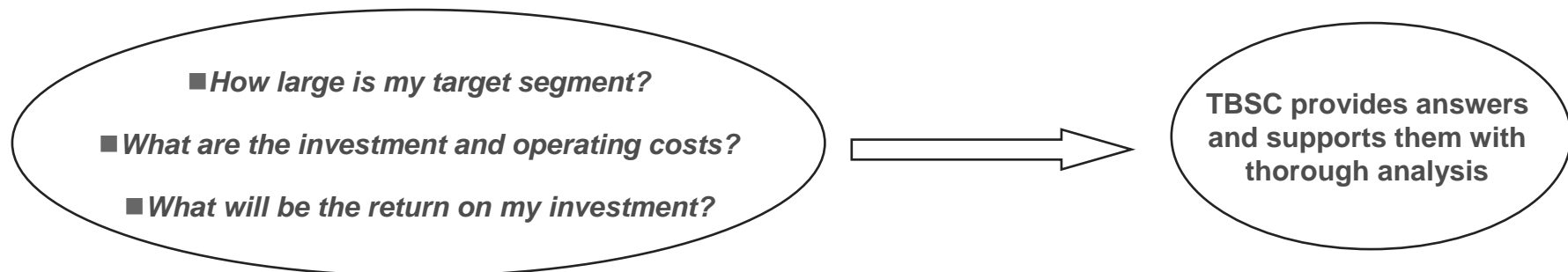
Partner Search

- Having RIGHT partner in a new market is very important and is not easy to find
- TBSC Consulting helps clients identify RIGHT partners including clients, distributors, strategic and financial investors
- Our work includes market scan, long and short listing, background checks and even first negotiations
- As a result, clients save resources searching partners, while we ensure that they only meet with the RIGHT ones



Feasibility Studies And Business Plans

- Investments need to be preceded with careful analysis and planning on various ends of business
- TBSC takes a thorough approach in preparing Feasibility Studies and Business Plans
 - By analyzing the market, investment and cost sides in great details and then drawing the overall picture
- As a result, client receives comprehensive Business Plans/Feasibility Studies that are credible and defensible



We help our clients in three general areas

Market Entry And Expansion

- Market Analysis
- Partner Search
- Feasibility Studies And Business Plans
- Commercial Due-Diligence
- Financing And Subsidies
- Project Implementation
- Virtual And Serviced Executive Offices

Performance Improvement

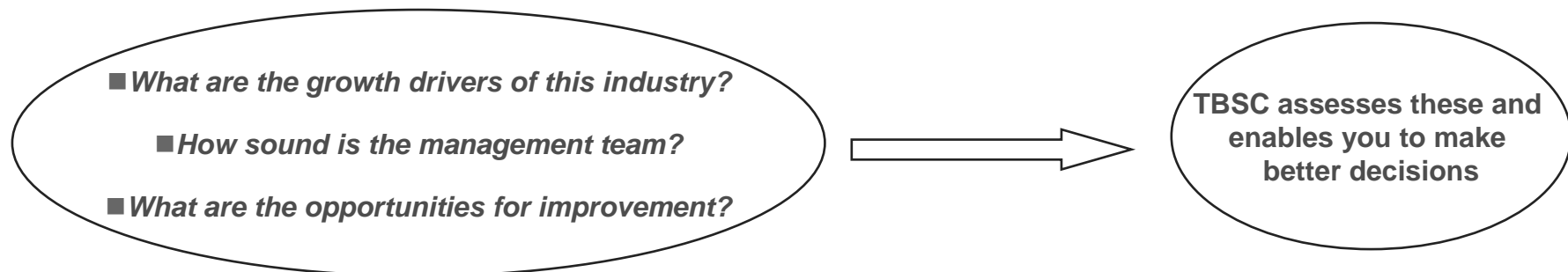
- Root-Cause Analysis
- Strategy Formulation And Implementation
- Organizational Analytics
- Management Processes
- Financial And Process Modeling
- Wage Surveys And Compensation Management
- Turnaround
- Performance Benchmarking

Policy And Decision Analysis

- Need Assessment
- Economic Analysis
- Alternative Development And Evaluation
- Tariffs And Willingness To Pay
- Project Design
- Program Impact Evaluation
- Stakeholder Facilitation
- Public-Private Links
- Donor Project Implementation And Support

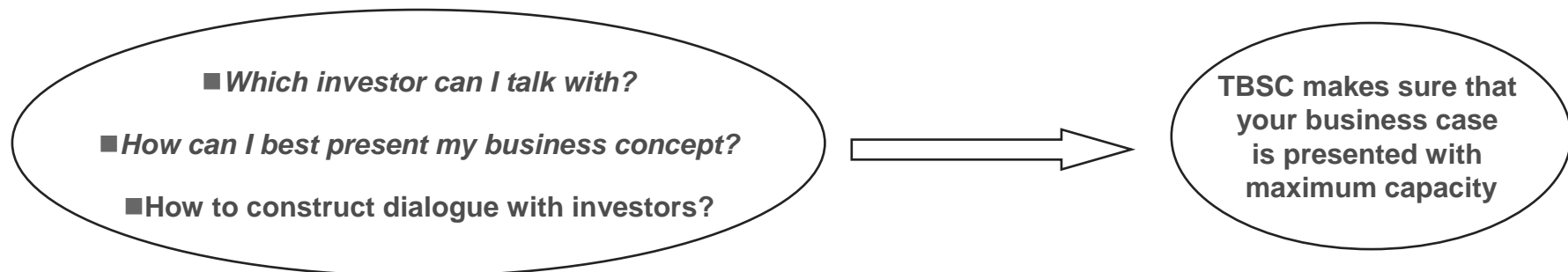
Commercial Due-Diligence

- During equity investment, choosing the market with growth potential & company with sound management is essential
- TBSC helps clients evaluate the target investment from various angles by
 - Looking at market and industry trends
 - Studying the target company and its core capabilities, competitive edges and competitiveness in the long term
 - Diagnosing strengths & weaknesses of the management team, identifying opportunities for improvement



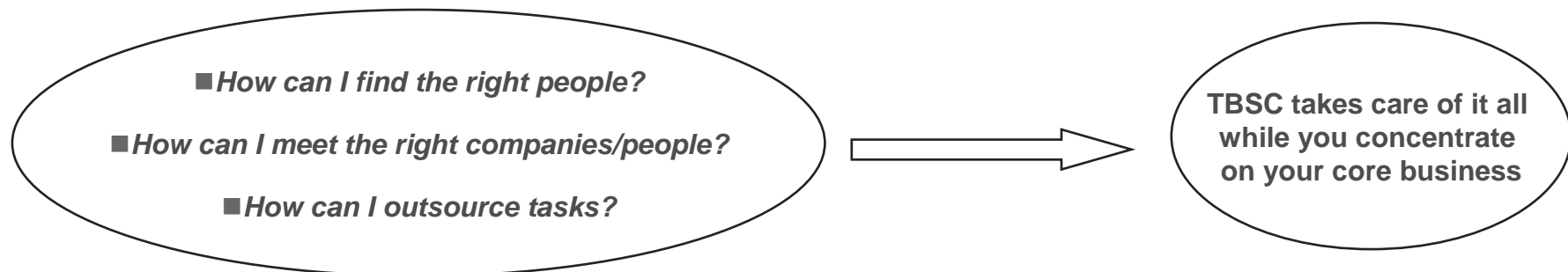
Financing And Subsidies

- Obtaining external financing is not an easy task in Georgia
- However, properly prepared investment proposal packages can significantly increase chances of obtaining funds
- TBSC helps clients in packaging business concepts into attractive investments
 - They often come in the form of Investment Proposals, Presentations and Applications
 - We also work with investors to clarify details, answer follow-up questions and construct further plans



Project Implementation

- Entrants to new markets often face various challenges
- On-the-ground assistance during implementation phase is important to make sure that project runs smoothly
- TBSC helps new entrance to the Georgian market by executing various projects
 - Identifying and contracting right parties, designing and announcing tenders, equipping office, etc.
 - Everything that enables clients focus on their core business while we worry about side tasks and details



Virtual And Serviced Executive Offices

Virtual Offices

Cost effective solution for businesses that need to establish a legal or commercial presence in Tbilisi, but do not need physical office

- Prestigious location in the heart of Tbilisi
- A Class Business Center
- Sign with logo on the door and lobby

Serviced Executive Offices

Perfect solution for those that do not need large office and staff but need a fully equipped office with the support staff where one can work safely and productively

- | | |
|--|---------------------------|
| ■ Prestigious location in the heart of Tbilisi | ■ High speed internet |
| ■ A Class Business Center | ■ IT maintenance |
| ■ Sign with logo on the door and lobby | ■ Support staff |
| ■ Office with necessary technology and equipment | ■ Air-conditioning |
| ■ Fully equipped Board Room for 10 persons | ■ Adjacent kitchen |
| ■ Class A common areas (e.g., reception) | ■ Daily cleaning services |
| | ■ Parking |



Top notch client list



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