

Leuven, November 27th, 2017

Your excellency,

Re. CROSS-BORDER SOLUTIONS - Mission to Georgia - Company Profile

I feel privileged to be able to present to you the Belgian company Cross-Border Solutions bvba ("CBS"). CBS is Belgian a services provider for international project development. CBS focuses on the identification of financing opportunities and the facilitation of secure export finance solutions in both developing countries and emerging markets in Central and South-East Asia.

With a reputable suppliers' network, mainly in Europe, CBS has extensive experience in structuring financing solutions that are beneficiary to both the (European or Belgian) exporter and the private or public customer in the destination country.

CBS also takes care of the complete structuring of international projects and export finance transactions. It holds a strong record in working with bilateral funds and subsidies in support of the export transactions to developing countries. Depending on the sectors, CBS can look into these funding possibilities.

Few years ago we had a delegation in Tbilisi where we had the privilege of meeting government officials of the Ministry of Economy and Sustainable Development as well as the Ministry of Finance. We also sat down with a responsible of public debt management and were able to explain the Belgian export promotion framework, whereby the Belgian government has made available to its exporters specific funding instruments that comply with the 35% grant requirement and thus qualifying as Official Development Assistance (ODA). As you may know, such instruments can only be issued to promote projects that are sustainable and not-for-profit. It is also required that these projects fit within the national priorities as determined by the Georgia government.

In view of our mission to develop such project(s) with Belgian exporters, I would greatly appreciate the opportunity to discuss with the local stakeholders what the current economic priorities would be for the Georgia government and maybe obtain guidance on what procedures need to be complied with.

CBS has been developing projects and activities notably in the following **sectors**

- Telecom, ICT, Broadcasting
Focus is on turnkey projects with integration of voice, data, video, interconnection networks linking and managing different sites;
Data centers as well as ICT management platforms for public entities (e-government);
E-learning infrastructure for education environments;
Digital broadcasting solutions (DBTV).
- Healthcare and rescue
Medical Equipment, ranging from basic medical supplies over laboratory equipment to advanced technological instruments mainly for diagnostics: CT / MRI scanner, X-ray etc.
Rescue and firefighting vehicles.
- Utilities
Solutions for power generation and transmission, increasingly encompassing renewable technologies;
Power transformers, modular and mobile substations;
Emergency power plants based on diesel or gas fired generators.
Environmental services and solutions in water, air and waste treatment.
- Construction and supply of (modular) bridges.

On a case by case basis, CBS can scan the market and identify possible suppliers capable and interested to come and execute vital works and projects in Georgia. CBS has a good feel with the market enabling it to source with different suppliers and integrate these into one offering, one solution.

We are hoping to be able to work with you towards creating opportunities that are equally challenging to our exporting companies as they are beneficiary to the Georgian government

Yours respectfully,



Koen Jacobs
Managing Director
Cross-Border Solutions bvba