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ARMENIAN DEVELOPMENT AGENCY (ADA)
АРМЯНСКОЕ АГЕНТСТВО РАЗВИТИЯ

*To help Armenian economy become more
productive and globally competitive*

2009



ADA Goals and Objectives

- *Promoting Armenia internationally*
- *Increasing awareness of Armenia as an investment destination*
- *Supporting FDI and registering new foreign investments*
- *Developing Export*
- *Fostering public-private dialogue in order to build a better and more prosperous environment for private sector development and economic growth*



ADA Structure

Armenian Development Agency (ADA)
(50% - state ownership)
(state-owned)

General Director

Administration

Investment
Department

Investment
Department

Investment
Department

Financial
Department

Investment
Division

Investment
Division

Investment
Division

Accounting
Division

Investment and
Sales
Division

Anti-Corruption
Division



BUSINESS SUPPORT COUNCIL

Chairman of the Council
Prime Minister

Vice-Chairman

**Chief Economic Adviser
to President of Armenia**

Secretariat
ADA

Public Sector Representatives

- Minister of Economy
- Minister of Finance
- Yerevan Mayor

Rotating Private Sector Membership

- 30 Representatives
- 6 Serving at Any One Time



Investment Promotion

- Identify competitive advantages of Armenia
- Identify target markets and sectors
- Identify potential investors and run a data base of investors
- Conduct road shows and promotion activities
- Cooperate with different organizations and agencies in order to increase awareness about investment climate and opportunities in Armenia
- Study and use the Armenian Diaspora businessmen well-known investment work experience



Investment Promotion

- Develop new investment projects, also with participation of Armenian companies
- Promote certain investment projects among potential investors
- Negotiate with investors specific incentives to be provided by the government
- Engage Armenian Diaspora business and politics representatives in new investment projects in Armenia
- Evaluate and monitor foreign direct investment projects development in Armenia
- Conduct market research in different sectors



Investors Servicing

- Provide general information and local market information
- Organize and implement of site visits, meetings with potential partners, officials
- Business registration/project approval assistance
- Industrial space allocation
- Following –up activities
- Support in getting necessary permits and licenses
- Provide business consulting services, legal advice
- Aftercare



Export Development

- Identify sectors that have export potential
- Identify markets for Armenian goods
- Study the legal and logistic issues
- Support local companies to find partners in targeted markets and negotiate with potential buyers
- Organize expos and fairs
- Support in strengthening of the exporting capacity of individual enterprises
- Develop the capacity of the ADA to act as an effective catalyst in the process of improving export performance.



Export Development

- Explore new markets and workout trade development schemes
- Prepare sectors and exporters development projects, also with possible state participation
- Develop the supply chain of Armenian goods to foreign markets
- Support to the establishment of Armenian trade houses in target markets
- Create the network of Armenian trade representatives abroad



ADA Achievements 2008

1. Organized visits of 27 companies
2. Implemented 9 investment projects
3. Organized 9 business forums
 - Armenia-Russia
 - Armenia-Bulgaria
 - Armenia-Germany
 - Armenia-Iran
 - Armenia-Poland
 - Armenia -India
 - ARMTECH 2008



ADA Achievements Planned for 2009

In addition to the regular activities like conducting investment forums, expos, business meetings, etc.

Agency planned to achieve the following goals in 2009:

- Promote 21 specific investment projects
- Implement 9 specific export projects
- Prepare development projects in 5 sectors of economy
- Prepare the Armenian pavilion for Shaghai Expo 2010
- Organize the ARMTECH 2009 congress in Silicon Valley
- Launch at least one Armenian trade house in Russia

Thank you and See you in Armenia

Armenian Development Agency



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