

EBA ARMENIA ANNUAL ACTIVITIES REPORT

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PPD ACTIVITIES



EBA TOURISM COUNCIL MEETING WAS HELD ON 5th OF MARCH 2018

The closed meeting of EBA Tourism Council was held with the representatives of EBA Member Companies and partners, which are operating in tourism and hospitality sector and are stakeholders in tourism development.

Meeting was attended by Mr. Stepan Payaslyan, Deputy Director of Air Transport Regulation Department of the **General Department of Civil Aviation of Armenia**, Mr. Armen Harutyunyan, Head of the Revenue Accounting and Taxation Department of the Municipality of **Yerevan Municipality** and Mr. Mekhak Apresyan, First Deputy Chairperson of the **State Tourism Committee, Ministry of Economic Development and Investments**. International counterparts Mr. Stanislav Toshkov from the **Delegation of the European Union to Armenia** and Mrs. Armine Israyelyan from **GIZ** also attended the meeting. During the meeting the set of questions related to the development of tourism sector has been presented and touched upon. Questions related to Yerevan Municipality, Civil Aviation and State Tourism Committee were raised.



EBA ATTENDED A MEETING WITH DEPUTY MINISTER OF JUSTICE OF THE RA RELATED TO THE ISSUES OF BUSINESS ENVIRONMENT ON 21ST OF MAY 2018

EBA participated in a meeting with Deputy Minister of Justice Mr. Suren Krmoyan.

Main objective of the meeting is launching new initiative of the Ministry to collect ideas/requests that are directly or indirectly related to business environment improvement.

After the meeting EBA has been collecting concerns and ideas of its members and partners regarding the improvement of business environment in Armenia. Our partners and members had opportunities to share information on the impediments in such spheres as tax, customs, registration, notary, public procurement, documentation flow process and other.



EBA MEMBERS WERE RECEIVED BY THE PRESIDENT OF ARMENIA ON 7th OF JUNE 2018

H.E. Mr. Armen Sarkissian received members of European Business Association in Armenia.

EBA Members had a chance to present their activities to H.E. Mr. Armen Sarkissian. It was mentioned that the main objectives of the programs implemented by EBA are the expansion and development of European business in Armenia, encouragement of foreign investments, and creation of a favorable business climate.

During the meeting there were discussed issues related to the invigoration of business ties with European countries and the improvement of foreign investment climate. Also, importance of upholding the rule of law, fight against corruption and encouragement of healthy competition were emphasized.



EBA ARMENIA ATTENDED THE REGULAR MEETING OF THE SOCIAL COUNCIL OF REVENUE ADMINISTRATION REFORMS AT THE SRC OFFICE ON 17th OF SEPTEMBER 2017

Meeting of the Social Council of Revenue Administration Reforms was held at the State Revenue Committee.

Deputy chairmen of SRC and EBA Armenia Executive Director Ms. Diana Sarumova along with other member-experts from NGO sector attended the meeting. Matters included in the agenda covered issuing of accounting documents, turnover tax rates in terms of food service, and implementation of new system of providing clarifications by public authority. As a result of a constructive dialogue, the observations of the representatives of the committee and taxpayers were finalized. SRC expressed willingness to develop the most effective solutions to the questions discussed through joint work with the members of NGO board.



EBA ARMENIA TOOK PART IN THE DISCUSSIONS ON THE NEW LAW RELATED TO PUBLIC CATERING ON 25th SEPTEMBER 2018

A meeting was organized at the RA Ministry of Economic Development and Investments.

During the meeting issues related to the new turnover tax threshold were discussed. EBA members, which are representing Public Catering sector, were among those more than 20 companies, which attended the meeting and took part in the discussions on the new law related to public catering.

Among the other issues touched upon during the meeting were the recurring issues regarding the documentation of agricultural products and old-generation cash registers.



EBA ARMENIA ATTENDED TALKS ON NEW BUSINESS OPPORTUNITIES WITHIN CEPA AGREEMENT'S IMPLEMENTATION ON 26th OF SEPTEMBER 2018

The meeting was opened by H.E. Piotr Switalski, Head of the EU Delegation to Armenia and Honorary President of EBA Armenia and Mr. Petros Sourmelis, Head of Unit of European Commission (DG TRADE).

During the meeting, organized at the RA Ministry of Economic Development and Investments, there were discussed the mutual market access in public procurement and the liberalization of bilateral trade in services. The guidelines of the agreement on procurement will be applied through a single online portal and with the corresponding update of the competitions' announcement and review procedures. As to the liberalization of trade in services, that is another major step for the improvement of business environment, as it will ease the operation of EU and local entrepreneurs and investors and facilitate cross-border investments.



COOPERATION WITH FOREIGN REPRESENTATIVES AND INTERNATIONAL PARTNERS



EBA EXECUTIVE DIRECTOR AND THE NEWLY-APPOINTED AMBASSADOR OF POLAND TO ARMENIA MET ON 6th OF FEBRUARY 2018

Executive Director of European Business Association Mrs. Diana Sarumova has had an introductory meeting with the newly-appointed Ambassador of Poland to Armenia H.E. Mr. Paweł Cieplak.

During the meeting have been discussed the perspectives of the development of the conditions for foreign investors from Poland, improvement of business environment and the success of some Polish companies operating in Armenia currently.



MEMBERS OF EBA ARMENIA MET THE BULGARIAN DELEGATION DURING ITS OFFICIAL VISIT TO ARMENIA ON 12th OF FEBRUARY 2018

EBA Armenia and its member companies representatives together with the colleagues from DFA has met the representatives of Bulgarian delegation.

Meeting was attended by representatives of the Bulgarian Small And Medium Enterprises Promotion Agency, Bulgarian Agency for Investments, KRIB (Confederation of Employers and Industrialists in Bulgaria). Mr. Bezjian from EGS (biggest IT company in Armenia with investment in Bulgaria) has also been present at the meeting. He briefly presented his experience of doing business. During the meeting main opportunities for the development of Armenian-Bulgarian business relations have been discussed in the IT, tourism, pharmaceutical, agriculture and other sectors.



EBA MEMBERS MET THE HEAD OF UNIT OF EUROPEAN COMMISSION DIRECTORATE GENERAL FOR TRADE

Members of European Business Association attended the meeting with the Head of Unit (E2) of European Commission Directorate General for Trade (DG TRADE) Mr. Petros Sourmelis who is visiting Armenia these days. The meeting was hosted by European Union in Armenia.

Mr. Sourmelis was the lead negotiator of the CEPA (Comprehensive and Enhanced Partnership Agreement) signed between EU and Armenia in November 2017. He briefly presented benefits of CEPA for business representatives as well as answered questions and noted comments and requests of members.

Intellectual Property Rights (IPR), transparency and fair competition have been also mentioned as one of priorities for business environment improvement in the scope of CEPA agreement.



HEAD OF DIVISION FOR BILATERAL RELATIONS WITH EASTERN PARTNERSHIP VISITED EBA OFFICE ON 16 OF MAY 2018 ON 21ST OF MAY 2018

Mr. Dirk Schuebel, Head of Division for bilateral relations with Eastern Partnership countries at the European External Action Service visited European Business Association Armenia's office.



EBA ARMENIA WAS INVITED TO THE MEETING ON ARMENIAN-POLISH ECONOMIC RELATIONS AT THE EMBASSY OF POLAND IN YEREVAN ON 4th OF OCTOBER 2018

During the event a briefing on the economic relations between the Republic of Armenia and the Republic of Poland was presented by H.E. Ambassador Mr. Pavel Cheplak and economic attache Mr. Marek Reszuta.

The goal of the event was to present statistical data on a range of economic branches, as well as discuss the possibilities of developing and enhancing the opportunities for bilateral trade and development of business cooperation between the states. EBA will continue implementing its actions toward the investments climate improvement. Representatives of the Armenian business sector, private and public institutions, as well as media attended the meeting.





EXECUTIVE DIRECTOR OF EBA ARMENIA ATTENDED ANNUAL MEETING OF EBO WWN IN BRUSSELS ON 18th OF JUNE 2018

During the Annual Meeting of European Business Organizations' Worldwide Network Executive Director of European Business Association Armenia Ms. Diana Sarumova once again presented the association and the activities implemented in Armenia regarding the support and further development of business development for the EU businesses willing to expand their presence in Armenia.

During the meeting 40 EBO's from all over the world from China to Moldova and from Argentina to Kazakhstan have been presented the future plans of the EBO WWN and discussed the goals and challenges of business environment improvement for European companies outside the EU.



EBA ARMENIA AS A DELEGATE OF EAP CSF ARMENIAN NATIONAL PLATFORM PARTICIPATED IN THE 10TH ANNUAL ASSEMBLY OF THE EASTERN PARTNERSHIP CIVIL SOCIETY FORUM (EaP CSF)

On 10th of December the representative of European Business Association Armenia as the association's delegate from Armenian National Platform of the Eastern Partnership Civil Society Forum has attended the 1st day of **Eastern Partnership Civil Society Forum 10th Annual Assembly** and the Welcome Reception hosted by the Prime Minister of Georgia Mr. Mamuka Bakhtadze.

The second day of the Eastern Partnership Civil Society Forum's 10th Annual Assembly kicked off in the Parliament of Georgia with the address of EU Neighbourhood & Enlargement Commissioner Mr. Johannes Hahn and opening speeches of EaP CSF Steering Committee Co-Chairs' introductory words, opening speeches of Special Envoy For Eastern Partnership, Federal Ministry for European and International Affairs of Austria Mr. Thomas Buchsbaum and the Chairperson of the Parliament of Georgia Mr. Irakli Kobakhidze.

Minister of Foreign Affairs of Armenia Ministry of Foreign Affairs of Armenia Mr. Zohrab Mnatsakanyan attended the last panel discussion and had an inspiring speech, stressing the key role of civil society, youth activism, political will, responsibility and engagement for the country's success. Within the panel discussions has been touched upon the topic of Armenia's new opened avenues for the possible continuation and implementation of effective reforms, aimed to promote the country's further development. During the panel discussions the ways of combating corruption in the EU and EaP countries and the topic on the EaP in the time of change have been touched upon. This was followed by Working Group meetings, which included the presentations of the modalities of operation of WGs and a structured-networking part. The WG members exchanged opinions with the stakeholders and discussed the EaP CSF contribution to the EaP events happening in 2019. The last day of the EaP CSF 10th Annual Assembly started with Plenary Session, discussing the EaP CSF in a time of change. During the session main points of the internal reform were presented.





MAINTAINING & STRENGTHENING RELATIONS WITH LOCAL PARTNERS



MEMORANDUM OF UNDERSTANDING HAVE BEEN SIGNED BETWEEN EUROPEAN BUSINESS ASSOCIATION ARMENIA AND SME DEVELOPMENT NATIONAL CENTER ON 19th OF OCTOBER 2018

The SME DNC of Armenia and the European Business Association Armenia (EBA Armenia) signed a memorandum of cooperation.

The memorandum reflects the intentions of both sides to develop and promote the SME sector in Armenia.

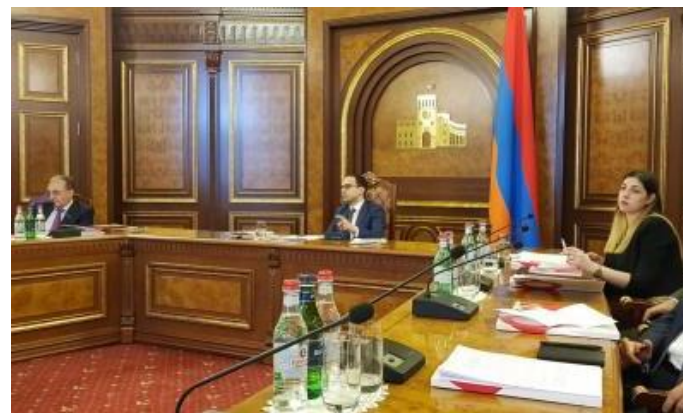
According to the signed Memorandum, SME DNC of Armenia will provide technical assistance to the EBA Armenia for expanding the services provided to local SMEs.



EUROPEAN BUSINESS ASSOCIATION ARMENIA AND THE FRENCH UNIVERSITY IN ARMENIA (UFAR) HAVE SIGNED A MEMORANDUM OF UNDERSTANDING ON 2nd OF NOVEMBER 2018

EBA Armenia and UFAR have signed a Memorandum of Understanding.

Among the main goals of the further cooperation between EBA and UFAR are the strengthening of the relations with educational institutions, empowering of the business with the know-how and the promotion of entrepreneurship standards, best practice and investment opportunities. We aim to encourage bilateral investments and ensure the exchange of technical expertise.



EBA ARMENIA AS THE TRUSTEE OF BUSINESS ARMENIA ATTENDED THE REGULAR MEETING OF THE FOUNDATION'S BOARD OF TRUSTEES ON 19th OF OCTOBER 2018

EBA Armenia being the trustee of Business Armenia foundation participated in the regular meeting of the Board of trustees, led by Deputy Prime Minister of the Republic of Armenia Mr. Tigran Avinyan.

Executive director of Business Armenia Mr. Armen Avakian presented current main results of the foundation's work and plans for the further period of operation.

According to the report, Business Armenia has supported exports of up to 6 billion AMD during January-September of 2018, which exceeds that of all 12 months of last year. Business Armenia has supported foreign investments of over 17,395,000 USD.



#EBAArmeniaEvents and #MeetEUAmbassadors Initiative*

** In 2018 EBA Armenia launched a new EBA initiative “Meet EU Ambassadors” only for EBA members. The initiative is aimed at providing EBA members with the exclusive opportunities to participate in meetings and discussions with the EU member states’ Ambassadors to Armenia.*



EBA ARMENIA HELD THE 1st MEETING OF ITS “MEET EU AMBASSADORS” INITIATIVE ON 20th OF APRIL 2018

EBA Armenia has launched its new “Meet EU Ambassadors” initiative.

The first meeting within this initiative has been marked by attendance of the EU Ambassador H.E. Mr. Piotr Antoni Światalski, the Head of European Union in Armenia and Honorary President of EBA.

The meeting was hosted and supported by EBA member DoubleTree by Hilton Yerevan City Centre. As it was presented during the 2nd General Assembly meeting EBA will periodically hold meetings with EU Member State Ambassadors and its members.



WITHIN “MEET EU AMBASSADORS” INITIATIVE EBA MEMBERS WELCOMED NEWLY APPOINTED AMBASSADOR OF ITALY TO ARMENIA ON 12th OF JUNE 2018

The Members of European Business Association Armenia met newly appointed Ambassador of Italy to Armenia within EBA’s “Meet EU Ambassadors” initiative.

EBA members had a chance to welcome newly appointed Ambassador of Italy to Armenia H.E. Mr. Vincenzo Del Monaco and to exchange thoughts on the development of bilateral business relations between Armenia and Italy.

Meeting took place at “Hyatt Place Yerevan” hotel.



EBA ARMENIA ORGANIZED A MASTER CLASS ON CRITICAL THINKING BY ITS NEW MEMBER IE BUSINESS SCHOOL 10th OF SEPTEMBER 2018

European Business Association Armenia jointly with its new member IE Business School has conducted the Critical Thinking – Master Class by EBA Armenia Member.

During the master class, led by by Ms. Susana Torres, Professor of Humanities and Academic Director of Humanities at IE University and IE Business School, the way to the critical thinking, as a powerful analytical method was presented. Also, those presents got a glimpse of the IE University teaching style and the advantages of studying at the IE University/ IE Business School. More exciting joint activities are on the way, which will provide opportunities to learn more on the skills and the knowledge necessary to have to deal with the contradictions of a turbulent environments in a reasoned and productive way.





EBA ARMENIA MEMBER IE BUSINESS SCHOOL CONDUCTED THE MASTER CLASS ON BIG DATA FOR EBA ARMENIA COMMUNITY ON NOVEMBER 16

European Business Association Armenia organised a master class on Big Data with its new member IE Business School. Event was hosted in C-Quadrat Ampega office.

In the framework of the Meeting with EBA Community in Armenia the Master Class “Harnessing the Power of Big Data” organized by European Business Association Armenia and its member IE Business School has just started. The Master Class is being conducted by Ms. Christina Stathopoulous, IE Adjunct Professor, teaching big data and analytics related subjects.



PARTICIPATION IN PROJECTS AND CONFERENCES



EBA ARMENIA HAS BEEN INVITED BY EBRD OFFICE IN ARMENIA TO CONDUCTED A PRESENTATION ON BUSINESS INTEGRITY AND COMPLIANCE ORGANISED IN TBILISI 15-16 OF MARCH 2018

EBA Armenia attended the Anti-Corruption Seminar organized by EBRD, OECD and UNDP in Georgia on 15-16 of March 2018.

European Business Association Armenia presented business integrity and compliance program and introduced the main risks and opportunities for SMEs operating in Armenia. During the "Business Integrity Regional Experts' Seminar" Ms. Diana Sarumova, Executive Director of EBA Armenia has conducted a presentation on SME integrity and compliance.



EBA ARMENIA ATTENDED A WORKSHOP ON BUSINESS STATISTICS IN ARMENIA ON 15-16 OF MARCH 2018

EBA attended a workshop on business statistics, which was held in Yerevan on 15-16 March and focused on business demography and SME financing indicators.

Given the importance of the access to information in the overall promotion of business environment improvement, as well as the role of the access to information, particularly, for SME development and the improvement of investment climate, which are among the priorities of EBA, the topic is of a great interest to the Association and EBA is committed to bringing the awareness on it. The workshop was organized in the framework of the EU-funded project on "Improving Business Statistics in Armenia", part of the EU4Business: From Policies to Action program, which is implemented by the OECD.



EBA ARMENIA PARTICIPATED IN THE 2ND ROUND OF BMO ACADEMY VISITING ITS COUNTERPARTS IN AUSTRIA AND CZECH REPUBLIC IN MARCH 2018

European Business Association Armenia participated in the Study Tour for Armenian Business Membership Organisations (BMOs) to Austria and Czech Republic. The tour is the second round of the BMO Academy, organized by the EU-funded SMEDA project. During the visits to Vienna and Brno, EBA's Business Development Manager has met the number of key Austrian and Czech public and private institutions' representatives, which are engaged in the processes of overall business development, export promotion, support to the start-ups and SMEs, sector promotion and Public-Private Dialogue. In the course of each day, full of productive meetings with the colleagues from Austria and Czech Republic, potential of cooperation opportunities has been revealed and we are looking forward to a fruitful collaboration in the future.

EBA ARMENIA ATTENDED THE CLOSING CEREMONY OF THE SMEDA'S "BMO ACADEMY" PROJECT ON 13th OF JULY 2018

Within the framework of "BMO Academy" a number of BMO's participating in the project received professional experience exchange and support in different aspects of BMO's development.

The ceremony concluded the project, which started in January with one-week training, followed by Study Tour to Austria and Czech Republic, where the participants received networking opportunities, found new foreign partners. In the beginning of July in the scope of "BMO Academy" Dr. Kirsten Albrecht conducted a coaching session on membership relations and membership development tools at EBA Armenia office for EBA Executive Director and Business Development Manager. As a result, more interesting updates and benefits are coming for EBA Members.

EBO WWN GLOBAL MEETING YEREVAN 2018, HOSTED BY EBA ARMENIA*

* More in our Special Event Newsletter Issue



EUROPEAN BUSINESS ORGANISATION WORLDWIDE NETWORK'S GLOBAL MEETING 2018 IN YEREVAN WAS HOSTED BY ITS MEMBER EUROPEAN BUSINESS ASSOCIATION IN ARMENIA

Up to 40 European Business Organizations (EBO's) each representing the markets outside the EU, gathered in Yerevan to participate in the two-day **European Business Organizations Worldwide Network (EBO WWN) Global Annual Meeting**, hosted by the member of EBO WWN European Business Association Armenia (EBA Armenia) in partnership with Business Armenia.

Acting Deputy Prime Minister **Mr. Tigran Avinyan**, acting Minister of Economic Development and Investments **Mr. Tigran Khachatryan**, Ambassador, Head of the European Union Delegation to Armenia, H. E. **Mr. Piotr Świtalski**, DG GROW (EU Commission, Directorate-General for Internal Market, Industry, Entrepreneurship & SMEs) International Relations Officer **Mr. Maxime Bablon**, Chairman of the EBO WWN **Mr. Renato Pacheco Neto** have welcomed over 150 participants of the event. More than 200 participants of the event were presented Armenia's investment climate and favorable trade conditions during the "Select Armenia" presentation by the acting executive director of "Business Armenia" Foundation **Mr. Armen Avak Avakian**. The General Manager of Coca-Cola Hellenic Bottling Company Armenia **Mr. Christoph Speck**, the Head of Law Practice in EY Armenia **Mr. Levon Gevorgyan**, the Executive Director of German Business Association **Mr. Dietmat Stiel**, representative of Renco Armestate **Mr. Gegham Baklachev** made presentations on opportunities for EU-Armenia market expansion. The CEO of Golden Grape Armas **Ms. Victoria Aslanian** presented the history of founding the "ArmAs" brand several years ago and already having its unique niche in Armenian wine producing market. The official launching of the meeting was followed by Q&A session and business networking. After, the second half of the meeting's first day have started with the internal breakout sessions on EBO topics. Issues of economic diplomacy, business advocacy, professional exchange of international best practices were included in the agenda of EBO WWN Global Meeting in Yerevan.



EUROPEAN BUSINESS ORGANISATION WORLDWIDE NETWORK'S GLOBAL MEETING 2018 IN YEREVAN WAS HOSTED BY ITS MEMBER EUROPEAN BUSINESS ASSOCIATION IN ARMENIA

The 1st part of the internal breakout sessions kicked off on November 26 with the presentations made **by the Executive Director of European Chamber of Commerce in Vietnam, Ms. Almut Roessner** regarding the phase III of SEA IPR SME Helpdesk, EU-Free Trade Agreement guidelines for EBOs, key partners and stakeholders, on how to best cooperate from negotiation to ratification.

On November 27 **DG GROW International Relations Officer Mr. Vladimir Zuberec** arrived in Yerevan and joined the breakout sessions, during which **Ms. Arevik Abrahamyan, the Marketing Coordinator** of the EBA Armenia member **Hyatt Place Yerevan** prepared a brief presentation on their activities in Armenia, as well as answered the questions of EBOs regarding the challenges, perspectives and expectations from the further development of tourism and hospitality industries in Armenia. During the breakout sessions on November 27 EBOs were presented the series of presentations by their counterparts from **EU Chamber of Commerce in China**. Namely, **Senior HR Manager of European Union Chamber of Commerce in China, Ms. Nina Jiang** (Beijing) presented HR best practices, **Government Affairs Director** (Shanghai) **Ms. Helei Fu** and **General Manager** (South China) **Mr. Francine Hadjisotiriou** correspondingly made presentations on Advocacy and Chapter best practices.

Concluding the last day of the meeting, EBO WWN, Mr. Renato Pacheco Neto, the Chairman of the EBO Worldwide Network presented the joint proposal of the EBO WWN Board, according to which Ms. Diana Sarumova, the Executive Director of European Business Association in Armenia, was appointed as the new Board Member (Vice Chairman) of the EBO Worldwide Network.

The corresponding procedures will be implemented in accordance with the internal regulations of the EBO WWN.

NEW DIRECT MEMBERS JOINED EBA ARMENIA IN 2018



*Mr. Meghrdich
Arzemanian*



*Ms. Sati
Boyajyan*



*Mr. Ashot
Arakelyan*



*Mr. Felix
Paytyan*



*Mr. Aram
Tumasyan*



*Mr. Richard
Bezjian*



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