



**№ WL-2020-085**

To: H.E. Mr. Archil Kalandia  
Ambassador Extraordinary and Plenipotentiary  
Embassy of Georgia in China  
25th Feb. 2020

**H.E. Mr. Archil Kalandia,**

Huahe International Business Consultancy expresses its sincere respect and heartfelt thanks to you for your long-term support for our company's business consulting in assistance for Chinese enterprise in entering overseas markets and foreign enterprises in entering Chinese market.

China has been suffering from the coronavirus disease since the beginning of 2020, the demand for medical supplies has been increasing all over the country and it may continue for a long time.

Considering China's current urgent need for medical supplies, China-Georgia bilateral free-trade agreement and factors such as Georgia's excellent investment climate and the its local and neighboring regions' market demand, after detailed analysis and research, our company suggested that the we may consider building a plant of medical products (such as surgical masks) in Georgia, or we can invest in an existing manufacturing plant in Georgia to extend its scale of production.

The proposed ways of cooperation are as follows:  
Chinese enterprises will be responsible for financing, sales of products in China, etc.

The Georgian Government and the cooperative enterprise will be responsible for local licensing process, raw materials and equipment procurement (third country), sales in the local market, etc.

The above-mentioned project proposal was written by the President of the Huahe International Business Consultancy, Mr. Liu Chuanwu, on the February 25 after communicating with you. Please consider the feasibility of the above-mentioned project, including whether the Georgian Government can provide related policies (such as export to China for sales, etc.).

We are looking forward to your reply.

Wish you good health and all the best!

Sincerely yours.

**Huahe International Business Consultancy**

