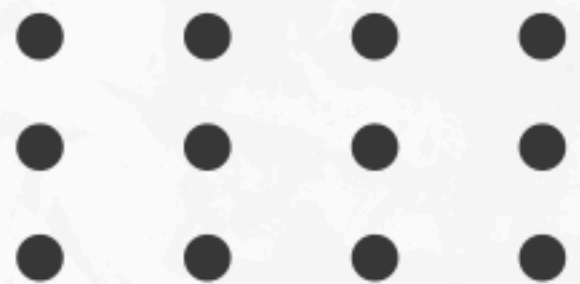




# Loialtė

Auditing & Consulting Company



**LOIALTE IS AN AUDITING AND CONSULTING COMPANY THAT OFFERS DIVERSE AND HIGH-QUALITY PROFESSIONAL SERVICES.**

**OUR TEAM IS COMPOSED OF PROFESSIONALS WITH RICH PRACTICAL EXPERIENCE AND DEEP ACADEMIC EDUCATION. TOGETHER, WE CREATE AN INTERNATIONAL-LEVEL GEORGIAN BRAND THAT IS FULLY COMPLIANT WITH INTERNATIONAL STANDARDS AND ADAPTED TO GEORGIAN REALITY AND CHALLENGES.**

**OUR PRIORITY IS RELIABILITY, HIGH QUALITY OF SERVICE, INNOVATION, AND COMMITMENT TO OUR CLIENTS.**

## **ACHIEVEMENTS OF LOIALTE:**

- **5 YEARS ON THE MARKET**
- **500+ FINISHED AND ONGOING PROJECTS**
- **60+ PROFESSIONAL EMPLOYEES**
- **5 SUBSIDIARY BRANDS**
- **BRANCHES IN TBILISI AND BATUMI**



# SERVICES OF **LOIALTE**

 **ACCOUNTING SERVICES**

 **TAXATION**

 **LOIALTE STRATEGY - BUSINESS DEVELOPMENT**

 **CONTRACTOR - LAW SERVICES**

 **ALTERA - DIGITAL TECHNOLOGY**

 **AUDIT AND ASSURANCE**

 **LOIALTE FINANCE - FINANCIAL SERVICES**

 **HIRO - HRM SERVICES**

 **ERUDIO - EDUCATIONAL HUB**





# ACCOUNTING SERVICES



CORRECT ACCOUNTING IS THE BEST WAY TO PREVENT TAX RISKS.

AT THE SAME TIME, PROPER ACCOUNTING IS ONE OF THE MAIN PREREQUISITES FOR THE SUCCESSFUL DEVELOPMENT OF THE COMPANY AND GIVES THE MANAGEMENT THE OPPORTUNITY TO MAKE THE RIGHT FINANCIAL DECISIONS.

IT SHOULD ALSO BE TAKEN INTO ACCOUNT THAT THE TAX LEGISLATION CHANGES DYNAMICALLY AND IT IS DIFFICULT TO CONSTANTLY KEEP AN EYE ON THE NEWS.

## LOIALTE OFFERS:

- ACCOUNTING SERVICES BOTH REMOTELY AND AT THE CLIENT'S WORKPLACE
- CHIEF ACCOUNTANT SERVICES
- RESTORING ACCOUNTING FOR THE PAST PERIOD
- PREPARATION OF FINANCIAL STATEMENTS TO BE SUBMITTED TO THE REGULATOR (SARAS)





# AUDIT AND ASSURANCE SERVICES

AUDIT OF FINANCIAL STATEMENTS (FINANCIAL AUDIT) REFERS TO THE EXAMINATION OF FINANCIAL INSTITUTIONS BY AN INDEPENDENT AUDITOR AND THE PRESENTATION OF AN APPROPRIATE CONCLUSION.

THE PURPOSE OF AN AUDIT OF FINANCIAL STATEMENTS MAY VARY, BUT THE FUNDAMENTAL PURPOSE IS TO PROVIDE AN INDEPENDENT CONFIRMATION THAT THE FINANCIAL RESULTS PRESENTED BY THE MANAGEMENT OF THE ORGANIZATION ARE CORRECT AND FAIR.

THE USER OF THE AUDIT REPORT MAY ALSO BE DIFFERENT, NAMELY THE COMPANY'S MANAGEMENT, FOUNDERS, SHAREHOLDERS, INVESTORS, THE STATE AND OTHER INTERESTED PARTIES.

## LOIALTE OFFERS:

- AUDITING FINANCIAL STATEMENT
- CONFIRMATION OF INVESTMENTS
- OTHER ASSURANCE SERVICES







# TAXATION

TAX RISKS ARE INHERENT IN ANY BUSINESS ACTIVITY, AND THE MORE COMPLEX AND COMPLEX THE BUSINESS, THE MORE THESE RISKS INCREASE.

THE REALIZATION OF TAX RISKS HAS CRITICAL CONSEQUENCES IN THE OPERATIONAL PROCESS AND IN SOME CASES MAY EVEN CALL THE EXISTENCE OF THE BUSINESS INTO QUESTION.

AT THE SAME TIME, IN ORDER TO MAXIMIZE THE COMPANY'S PROFIT, IT IS IMPORTANT TO PLAN THE TAX POLICY IN SUCH A WAY THAT THE COMPANY GETS THE MAXIMUM PROFIT WHILE COMPLYING WITH THE LEGISLATION.

## LOIALTE OFFERS:

- TAX AUDIT
- TAX CONSULTING
- CONTROLLING DECLARATIONS MONTHLY
- OPTIMIZING TAX POLITICS OF A COMPANY







# LOIALTE FINANCE – FINANCIAL MANAGEMENT SERVICE

BUSINESS MANAGEMENT WITHOUT FINANCIAL PLANNING, MANAGEMENT AND ANALYSIS IS ASSOCIATED WITH SIGNIFICANT RISKS, AS INCORRECT AND INTUITION-BASED DECISIONS LEAD TO UNFAVORABLE DEVELOPMENT OF THE COMPANY, GRADUAL REDUCTION OF THE COMPANY'S COMPETITIVENESS AND, IN SOME CASES, BANKRUPTCY.

## LOIALTE FINANCE OFFERS:

- CFO OUTSOURCING – FINANCIAL MANAGER'S SERVICE
- FINANCIAL PLANNING AND ANALYSIS
- FINANCIAL ANALYSIS OF A BUSINESS
- CASH MANAGEMENT, TREASURY AND BANKING
- M&A AND DUE DILIGENCE SERVICES
- BUSINESS EVALUATION
- MANAGEMENT INFORMATION SYSTEMS (MIS)





# LOIALTE STRATEGY – BUSINESS DEVELOPMENT

STRATEGY AIMS TO HELP COMPANIES DEVELOP, TO OFFER THEM THE BEST WAYS TO OVERCOME EXISTING DIFFICULTIES, RESPOND APPROPRIATELY TO EXTERNAL CHALLENGES, INCREASE EFFICIENCY AND ACHIEVE NEW GOALS.

IT FOCUSES ON CONSULTING SERVICES RELATED TO BUSINESS GROWTH AND DEVELOPMENT. IT IS INTENDED FOR START-UP COMPANIES AND STARTUPS, AS WELL AS FOR ESTABLISHED AND SUCCESSFUL ORGANIZATIONS.

## LOIALTE STRATEGY OFFERS:

- DRAFTING/UPDATING A BUSINESS PLAN
- FORMATION OF STRATEGIC AND ACTION PLAN AND SUPPORT IN THE IMPLEMENTATION
- REDESIGN THE COMPANY'S BUSINESS MODEL
- SALES AND MARKETING
- OPTIMIZATION OF PROCESSES
- IMPLEMENTATION OF THE KPI SYSTEM
- IMPLEMENTATION OF INTERNAL CONTROL SYSTEMS
- QUALITY CONTROL





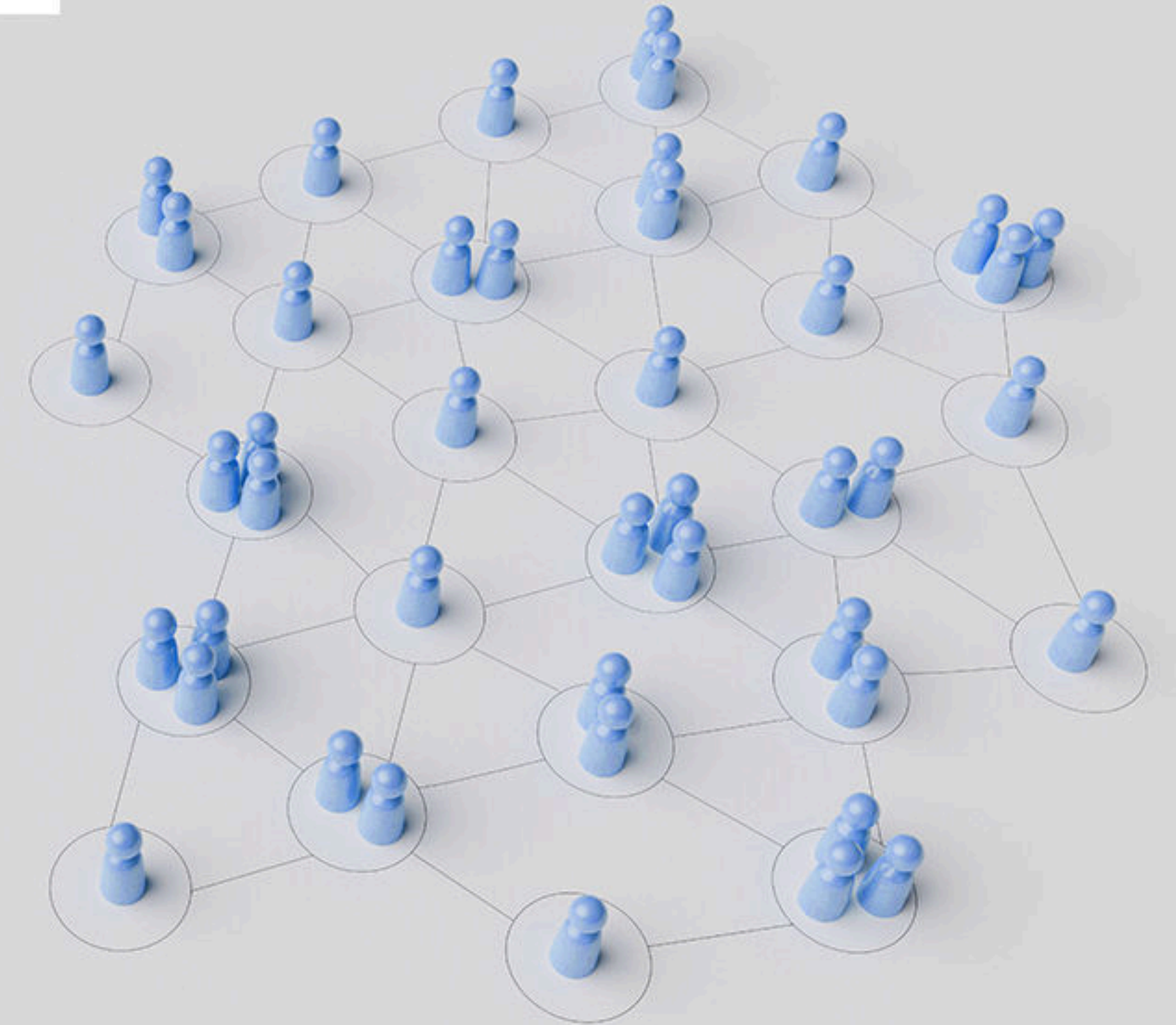
# HIRO – HRM AGENCY



HUMAN RESOURCE MANAGEMENT (HRM) IS THE BACKBONE OF BUSINESS OPERATIONS, BECAUSE EVERY BUSINESS IS ABOUT PEOPLE, AND HOW WELL THE HR SYSTEM WORKS IN A COMPANY IS CRITICAL TO MAINTAINING COMPETITIVENESS.

## HIRO OFFERS:

- HR AUDIT
- HR ADMINISTRATION
- RECRUITING
- ONBOARDING
- CREATION OF ORGANIZATIONAL STRUCTURE
- HR BRANDING
- HR RESEARCH AND ANALYTICS
- EVALUATION AND MOTIVATIONAL SYSTEMS
- LEARNING AND DEVELOPMENT







## **CONTRACTOR – LAW SERVICES**

ENSURING COMPLIANCE WITH LEGISLATION AND REGULATIONS IS A NECESSARY PROCESS OF COMPANY CREATION, GROWTH AND DEVELOPMENT. LEGALLY FLAWED PROCESSES AND DOCUMENTATION PRESENT MANY SMALL AND LARGE RISKS TO BUSINESSES.

**CONTRACTOR IS A SUBSIDIARY BRAND OF LOIALTE AND OFFERS CUSTOMERS A WIDE RANGE OF LEGAL SERVICES, NAMELY:**

- **PREPARATION/REVISION OF CONTRACTS**
- **CORPORATE LAW**
- **REPRESENTATION IN COURT, ARBITRATION AND ADMINISTRATIVE BODIES**
- **LEGAL SUPPORT IN THE NEGOTIATION PROCESS**
- **LABOUR LAW**
- **LEGAL COMPLIANCE SUPPORT**
- **MANAGEMENT OF RECEIVABLES PORTFOLIO THROUGH LITIGATION**
- **INSURANCE LAW**





# ERUDIO EDUCATION HUB

ERUDIO REPRESENTS LOIALTE'S EDUCATIONAL DIRECTION AND OFFERS A WIDE SELECTION OF PROFESSIONAL TRAININGS.

ERUDIO'S MISSION IS TO SHARE THE KNOWLEDGE THAT IS NECESSARY AND NECESSARY FOR RAISING THE QUALIFICATIONS OF BUSINESS EMPLOYEES, WHICH IN TURN IS A PREREQUISITE FOR THE COMPANY'S DEVELOPMENT AND COMPETITIVE GROWTH.

## ERUDIO OFFERS:

- **40+ DIFFERENT TRAININGS**
- **OPEN TRAININGS**
- **CORPORATE (CUSTOMER-TAILORED) TRAININGS**

**FOR MORE INFORMATION,  
VISIT THE ERUDIO'S WEBSITE  
[WWW.ERUDIO.GE](http://WWW.ERUDIO.GE)**





# ALTERA - **DIGITAL** **TECHNOLOGIES**



DIGITAL TECHNOLOGIES HAVE BECOME AN INTEGRAL AND NECESSARY PART OF BUSINESS DEVELOPMENT AND ITS ROLE IS INCREASING DAY BY DAY. IN THE COMING YEARS, TECHNOLOGICAL DEVELOPMENT WILL BECOME ONE OF THE MAIN FACTORS IN INCREASING THE COMPETITIVENESS OF COMPANIES.

ALTERA IS A TECHNOLOGY COMPANY THAT OFFERS SERVICES IN 2 MAIN DIRECTIONS:

## ■ **IT SOLUTIONS:**

- **DIGITAL TRANSFORMATION**
- **WEB DEVELOPMENT**
- **APP DEVELOPMENT**
- **CUSTOMIZED IT SOLUTIONS**

## ■ **SOFTWARE**

- **ALTERA FINANCE - SOFTWARE FOR AUTOMATING FINANCIAL REPORTING AND ANALYTICS**

**FOR MORE INFORMATION, VISIT ALTERA'S WEBSITES:**

**[WWW.ALTERA.GE](http://WWW.ALTERA.GE)**

**[WWW.FINANCE.ALTERA.GE](http://WWW.FINANCE.ALTERA.GE)**





# INDUSTRIES WE SERVE:

■ RETAIL

■ TECHNOLOGY

■ TOURISM

■ DISTRIBUTION

■ AGRI BUSINESS

■ HOSPITALITY

■ CONSTRUCTION

■ TELECOMMUNICATIONS

■ PHARMACIES

■ REAL ESTATE

■ FINANCIAL SERVICES

■ MANUFACTURING

AND  
OTHERS







## GIGA PHAIKIDZE

LOIALTE'S MANAGING PARTNER

**GIGA.PHAIKIDZE@LOIALTE.COM.GE**  
**555-09-11-00**

- 15+ YEARS OF WORK EXPERIENCE
- 10 YEARS ON MANAGERIAL POSITIONS
- WORK EXPERIENCE IN FINANCIAL ORGANIZATIONS
- WORK EXPERIENCE OF 5 YEARS WITH STARTUPS
- 5+ YEARS OF TRAINING EXPERIENCE
- 5+ YEARS OF CONSULTING EXPERIENCE (INCLUDING INTERNATIONAL COMPANIES)
- MBA – BUSINESS ADMINISTRATION MASTERS



## SHORENA ASABASHVILI

LOIALTE'S MANAGING PARTNER

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**577-27-97-98**

- 12+ YEARS OF WORK EXPERIENCE
- 10 YEARS ON MANAGERIAL POSITIONS IN FINANCIAL ORGANIZATIONS
- WORK EXPERIENCE OF 4 YEARS WITH STARTUPS
- 2+ YEARS OF TRAINING EXPERIENCE
- 2+ YEARS OF CONSULTING EXPERIENCE







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## FOLLOW US ON SOCIAL MEDIA:

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