To help Armenian economy become more productive and globally competitive
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

Investor Servicing Department

Export Promotion Department

Investors servicing division

Accounting division

General Director

ADA Council

(50% - 60% of members are from private sector)

Administration

Investor Promotion division

Information and research division

Enterprises development division

Armenian Development Agency
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
In additional 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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