

# ARMENIA-LITHUANIA BUSINESS FORUM

## ARMENIAN SIDE PARTICIPANTS

*To be held in Vilnius, 27-28 November, 2014,  
Hall of Lithuanian Confederation of Industrialists (LCI)  
A.Vienuolio st. 8, LT-01104 Vilnius*

### BUSINESS REPRESENTATIVES

#### **1. Company: Armenian Development Agency (ADA)**

**Activity:** Armenian Development Agency (ADA) was developed to assist and advise foreign direct investors and exporters and importers of Armenian products on all matters relating to doing business with Armenia and Armenians.

**Representative:** Robert Harutyunyan, General Director

**Contact:**

Tel:+374 10 570170

E-mail:

[rharyunyan@ada.am](mailto:rharyunyan@ada.am)

**Interest to meet with:**

- Head of Lithuanian Confederation of Industrialists
- Head of Lithuanian Development Agency
- Head of Association of Producers and employees of Vilnius
- Head of Lithuanian Development Agency
- Head of the Association of Lithuanian Chambers of Commerce, Industry and Crafts
- Head of the Vilnius Chamber of Commerce, Industry and Crafts (Vilnius CCIC)

**It is possible to make an appointment with Mr. Robert Harutyunyan:**

On 27<sup>th</sup> of November 4.30 p.m –6 p.m

On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

### **ENERGY INDUSTRY**

#### **1. Company: “International Energy Corporation” CJSC**

**Representative:** Hovhannes Sargsyan, Deputy Director/General Engineer

**Contact:**

Tel: (+374 10) 24 50 99, 23 08 12

Mob: (+374 ) 93 900 202

Fax: + 374 10 24 51 99

Mail: [office@mek.am](mailto:office@mek.am)

**The scope of Interest:**

**To meet and discuss Energy development issues/opportunities with Lithuanian representatives from Energy industry.**

**It is possible to make an appointment with Hovhannes Sargsyan:**

On 27<sup>th</sup> of November 4.30 p.m –6 p.m

On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

**Background/Activities:**

“International Energy Corporation” CJSC was registered in the Republic of Armenia on 8th May 2003 and became the first generating company INTER RAO EES. On 17th July 2003 the company acquired the property of “Sevan-Hrazdan Cascade” CJSC and on 24th March 2011 “RusHidro” JSC,

according to the strategy of acquisition and development of hydrogenating assets abroad acquired shares of “MEK” CJSC.

“MEK” CJSC is one of the main electricity producers in Armenia. The property complex of “International Energy Corporation” CJSC includes 7 hydropower plants of Sevan-Hrazdan Cascade, located on the river Hrazdan in the Republic of Armenia. The plants utilize the natural flow of Hrazdan river as well as the irrigation water discharges from the Lake Sevan. All the hydropower plants of cascade are in a working condition. Installed capacity is 561 MW, and production and technological capacity is 500 million kWh, which is about 10% of domestic consumption of the Republic of Armenia. Hydropower plants on the assigned functions of daily regulation grid and emergency reserve. The usage of water from the Lake Sevan and from the River Hrazdan (besides the production of electrical energy) allows to irrigate up to 70% of agricultural lands in the Republic of Armenia and to provide the industrial water supply of the cities. The irrigation and energetic water discharges from the Lake Sevan annually give an opportunity for guaranteed irrigation and production on cascade from 400,0 to 700,0 million kW hours annually.

From the first day of its existence the Company has pursued and is pursuing the policy of rehabilitation and technical modernization of Cascade’s plants with the improvement of work and payment conditions. New office of the company corresponding to the modern standards was built during the shortest period of time (during 2004). Technical and engineering staff of the company has been fully selected from the personnel of “Sevan-Hrazdan Cascade” CJSC having a good practical experience in the energy system of Armenia and Russia. The company participated in rehabilitation works in other republics and implements technical and economic audit with the issue of complete complex of recommendations, technical, legal, tax and financial solutions for another companies. The company exports the electrical energy to the Republic of Georgia and if necessary, may arrange electrical energy export to the adjoining States.

## **2. Company: “ARENTERGO” LLC**

**Representative:** Mr. Vahagn Herouni, Director

**Contact:**

[Tel:+37477229001](tel:+37477229001)

**The scope of Interest:**

**Renewable energy projects and solar energy projects. Company is interested in cooperation with Lithuanian companies who are interested in making investments in the field, to establish joint ventures and partnerships.**

**It is possible to make an appointment with Mr. Vahagn Herouni:**

On 27<sup>th</sup> of November 4.30 p.m –6 p.m

On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

## **3. Company: Incubator Foundation – Information and high-technology agency**

**Representative:** MR.Bagrat Yengibaryan, director

**Contact:**

[Tel:+374 10 219797](tel:+37410219797)

E-mai: [info@eif.am](mailto:info@eif.am)

[www.eif.am](http://www.eif.am)

Interest:

- Renewable energy
- Energy efficiency
- Engineering companies

**Incubator foundation is interested in R&D integration, promotion and development.**

**It is possible to make an appointment with Mr. Bagrat Yengibaryan:**

On 27<sup>th</sup> of November 4.30 p.m –6 p.m

On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

## **IT & R&D PROMOTION AND DEVELOPMENT**

**1. Company:** Enterprise Incubator Foundation, [www.eif.am](http://www.eif.am)

**Activity:** IT and R&D Promotion and Development

**Representative:** MR. Bagrat Yengibaryan, director

**Interest:** Meeting with IT companies, technological start-ups, integration of Professional IT training programmes

**To meet with:**

- IT companies in any field
- Technological start-ups
- Venture funds
- Companies which are involved in organizing IT PROFESSIONAL Training
- Precision Engineering sector solution/R&D
- Renewable energy
- Energy efficiency

**It is possible to make an appointment with Mr. Bagrat Yengibaryan:**

On 27<sup>th</sup> of November 4.30 p.m – 6 p.m

On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

**2. Company:** Sahakyan Smart Systems

**Activity:** IT

**Representative:** MR. Vahagn Sahakyan, Executive Director. MRS. Gayane Sahakyan

**Interest:** Meeting with IT companies, technological start-ups, integration of Professional IT training programmes

**To meet with:**

The representative of Ministry of Transport and Communications of Lithuania

The representative of Standards Institute (Lithuanian Standards Board)

The representatives of Lithuanian taxi & dispatch services companies in the private sector

Other governmental bodies who regulates taxi services activities in Lithuania

**It is possible to make an appointment with Mr. Vahagn Sahakyan:**

On 27<sup>th</sup> of November 4.30 p.m – 6 p.m

On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

## **AGRICULTURE AND FARMING**

**Company:** Agrarian Farmers Association

**Representative:** Mr Hrachya Berberyan President , MR. Artem Berberyan Advisor to President

**Contact:**

[r.saribekian@ada.am](mailto:r.saribekian@ada.am)

**Are interested to meet with the companies:**

- Who produce or involve in breeding cattle with Meat and Dairy direction & dairy direction
- Who involve in pig-breeding
- Who involve in cattle/ nowt
- Who involve in the production of farm machinery

Forage base-ray, barley, etc.

- Who involve in processing industry

- Who involve in fishing industry, fish feed

**It is possible to make an appointment with Mr. Hrachya Berberyan:**

On 27<sup>th</sup> of November 4.30 p.m –6 p.m

On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

**It is possible to make an appointment with Mr. Artem Berberyan:**

On 27<sup>th</sup> of November 4.30 p.m –6 p.m

On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

**FOOD INDUSTRY**

**1. Company:** “Hamlet Hovsepyan” IE

**Activity:** Canned food manufacturing: Vegetable, Meat & fish canned food

**Representative:** Hayk Hovsepyan, General Director and Gayane Hovsepyan, Business Consultant

**Interest:** import of canned food, innovative packaging technology, technological equipment  
To meet with the Lithuanian companies:

- who produce canned food / mainly: Vegetable, Meat & fish canned food / for the importation to Armenia
- who are manufacturers of new packaging technologies
- who are producers or representatives of technological equipment and canned food production lines /the company is interested to buy mentioned lines or equipment for the new established factory/ (mainly for the meat, fish canned food production)

**It is possible to make an appointment with Mr. Hamlet Hovsepyan:**

On 27<sup>th</sup> of November 4.30 p.m –6 p.m

On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

**2. Company:** Arcolad LLC

**Representative:** Emil Harutyunyan, Director

**Contact:** Tel:+37491404733, [emil.harutyunyan@arcolad.am](mailto:emil.harutyunyan@arcolad.am)

**Activity:** Production of chocolate with Armenian dried fruits

**Interest:** to export production to Lithuania

Company is interested to meet:

- Retailers
- Distributors
- Chocolate shops
- Other interested parts to import national Armenian chocolates with dried fruits

**It is possible to make an appointment with Mr. Emil Harutyunyan:**

On 27<sup>th</sup> of November 4.30 p.m –6 p.m

On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

**3. Company:** Sis natural LLC

**Representative:** Armen Hakobyan, Director

**Activity:** Natural Juices and Jam production

**Interest:** to export production to Lithuania

Company is interested to meet:

- Retailers

- Distributors
- Other interested parts to import jams and juices

**It is possible to make an appointment with Mr. Armen Hakobyan:**

- On 27<sup>th</sup> of November 4.30 p.m –6 p.m
- On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

**PHARMACEUTICAL INDUSTRY**

**1. Company:** “Esculap” OJSC [www.esculat.am](http://www.esculat.am)

**Activity:** Network of 15 pharmacies

**Representative:** Mr. Gagik Grigoryan, Director

**Interest:** import of pharmaceuticals

To meet with the Lithuanian companies:

- Lithuanian pharmaceutical companies who are producers of medicines
- European Medicine Distributors in Vilnius
- Partners in pharmaceutical industry for the future cooperation/f.e. importation of Lithuanian drags and related fields

Company would like to become a distributor of Lithuanian pharmaceutical company in Armenia

**It is possible to make an appointment with Mr. Gagik Grigoryan:**

- On 27<sup>th</sup> of November 4.30 p.m –6 p.m
- On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

**2. Company:** “Esculap” OJSC

**Activity:** Network of 15 pharmacies

**Representative:** Mrs. Ruzanna Gasparyanyan, director

**Interest:** Para pharmaceutical products /shampoos, hair care products, lotions,

To meet with the:

- Lithuanian producers of shampoos, hair care products, lotions, body care products, etc
- European para pharma Distributors in Vilnius
- Partners in para pharmaceutical industry for the future cooperation/f.e. importation of Lithuanian para pharma products and related fields

Would like to become a distributor of Lithuanian para pharma company in Armenia

**It is possible to make an appointment with Mrs. Ruzan Apresyan:**

- On 27<sup>th</sup> of November 4.30 p.m –6 p.m
- On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

## **FEZ (FREE ECONOMIC ZONE)**

**1. Company:** Meridian Jewelry Free Economic Zone, <http://www.meridianfez.com/>

**Activity:** The philosophy of Free Economic Zone is that of creating a unique platform for jewelry, diamond cutting and watchmaking manufacturing companies with special conditions and infrastructures for the free spirits in the field of business.

Mission is to become a driving force in boosting the economic strength of Armenia by developing the jewelry field and increasing export volume. We seek to create a globally competitive economic zone with favorable conditions, cluster infrastructures and client-oriented services.

Vision is to stimulate the economy by attracting foreign direct investment, generating thousands of jobs, increase the volume of the export, encouraging the incarnational companies to establish their business in Armenia, and helping in the transfer of knowledge, expertise and technology to the country.

**Representative:** Mrs. Nika Manukova, CEO

**Contact:**

T + 374 10 52 99 77

T + 374 55 00 51 87

E: mail: [shayrapetyan@meridianfez.com](mailto:shayrapetyan@meridianfez.com)

**Interest:**

- Head of Klaipeda Free Economic Zone
- Head of Kaunas Free Economic Zone
- Other FEZ's representatives in the region
- Head of Lithuanian Confederation of Industrialists
- Head of Lithuanian Development Agency
- Head of the Association of Lithuanian Chambers of Commerce, Industry and Crafts
- Head of the Vilnius Chamber of Commerce, Industry and Crafts (Vilnius CCIC)
- Jewelry producers & importers Companies representatives

**It is possible to make an appointment with Mrs. Nika Manukova:**

On 27<sup>th</sup> of November 4.30 p.m –6 p.m

On 28<sup>th</sup> of November 10.00 a.m – 6 p.m

## **AVIATION/LOGISTICS**

**1. Company:** Aeropag-BALT” LLC Aviation

**Activities:** Aviation, logistic issues

**Representative:** Arshak Baghdasaryan /tbc/

Contact: Tel:+37491120400

E-mail:

[bagdas@aeropag.am](mailto:bagdas@aeropag.am)

**Is Interested to meet:**

To meet with the management staff of Vilnius International airport for the future cooperation in logistic issues

Aviation logistic companies

Logistic companies

