



**GALT & TAGGART**  
CREATING OPPORTUNITIES

# Agriculture in Georgia

March 2026



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# Content

**Agricultural Development Index by Galt & Taggart**

**Food product market overview**

**Challenges and opportunities**



# Index aggregates three sub-indices

## Productivity



Annual crops



Animal products



Labor force productivity

## Price stability



Food price volatility



Farm's gate prices



Intermediate costs

## Investments



Capital expenditures



Programs execution



Share in government budget



# Dynamics of sub-indeces

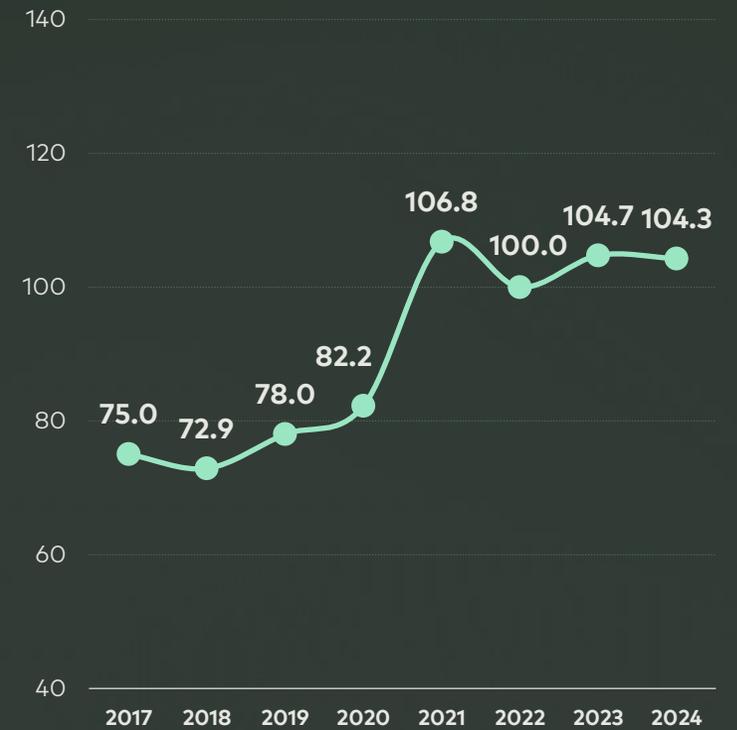
## Productivity index



## Price stability

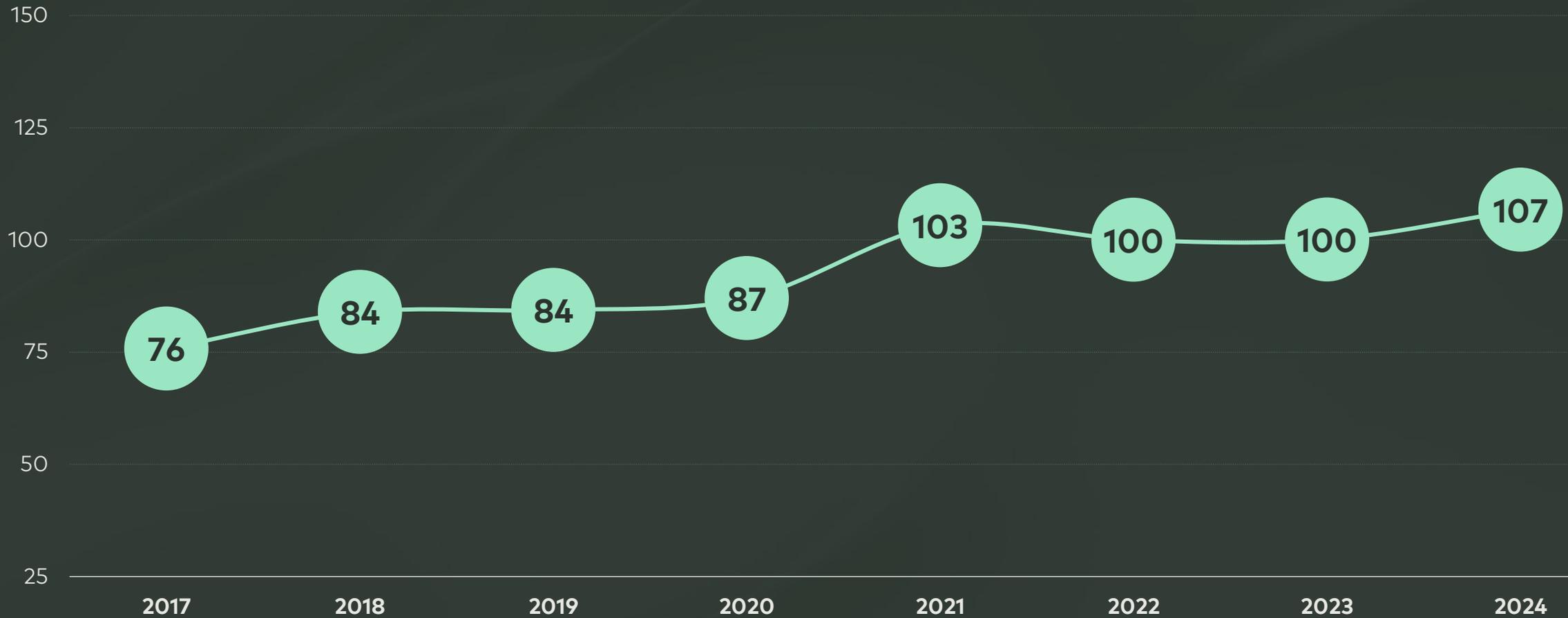


## Investments index



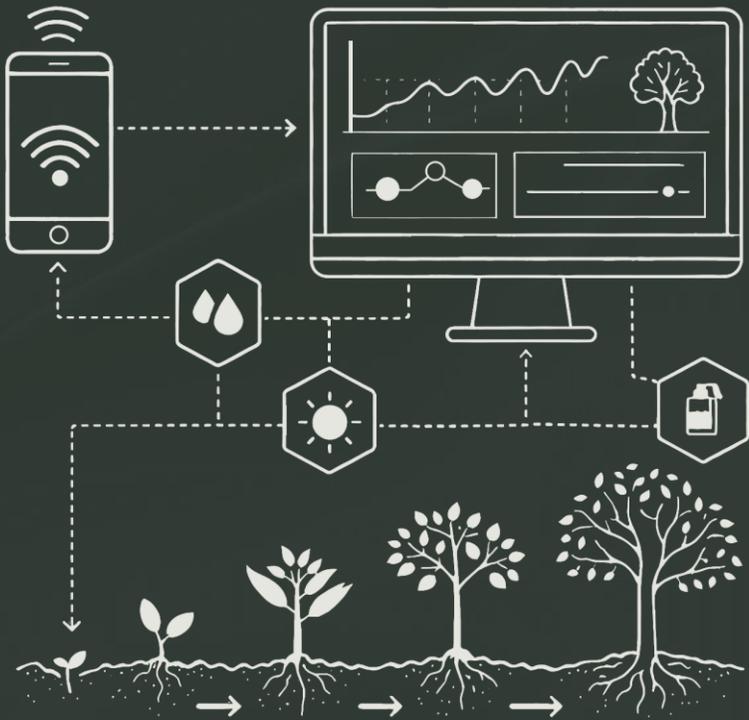


# Agricultural Development Index for Georgia by Galt & Taggart





## Systematic data and indicators are essential for assessing progress



- Galt & Taggart will measure agricultural progress annually using an index
- Improving the quality and frequency of data in the agricultural sector is essential for effective policymaking and timely monitoring of results



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**Food product market overview**



Food product market in Georgia grew rapidly in recent years and reached ₾ 21.5bn in 2025

Local demand ₾ 21.5bn



Local production

₾ 16.2bn



Import

₾ 5.3bn



Export

₾ 4.5bn

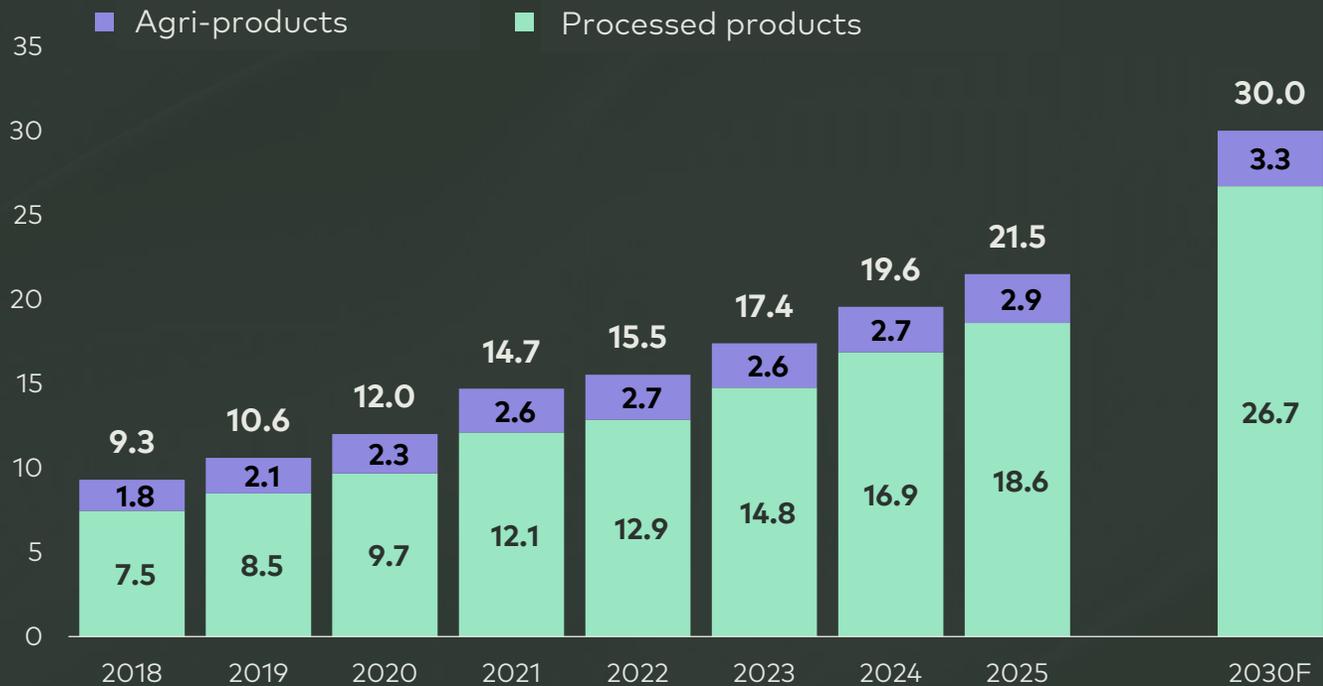
Foreign demand ₾ 4.5bn





Food products market doubled in size over 2019-25 and we estimate it to reach ₪ 30bn by 2030; the consumption of processed products will remain the main source of growth

### Local consumption of food products, ₪ bn



### Import share in consumption



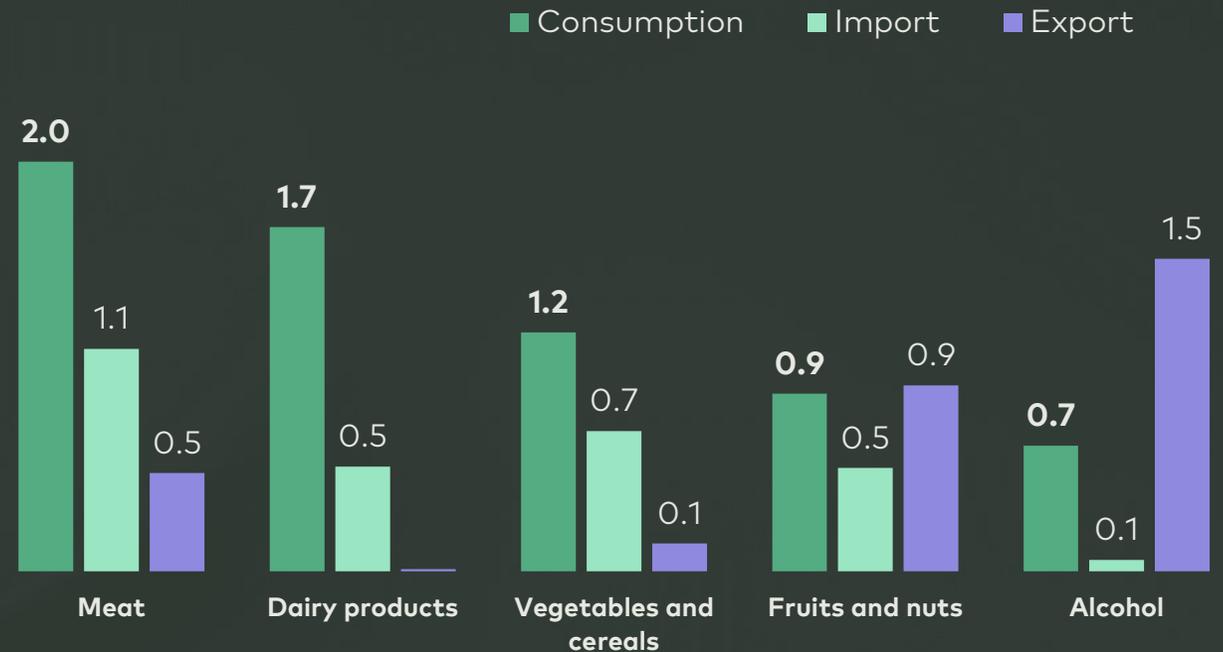
### Import value by 2030

₪ 8.0bn



Consumption of key agricultural products reached ₪6.4 bn in 2025. Georgia relies on imports for meat, dairy, and vegetables, while fruits and grape-based alcohol are largely exported

### Main agricultural products - Consumption, import and export, ₪ bn



Source: Geostat, Galt & Taggart; note: Meat consumption includes the consumption of meat, fish and eggs, while meat imports and exports also include the trade of live animals; Fruits and nuts include fruits, nuts, melons, watermelons and pumpkins; Alcoholic beverages include only grape based alcohol, such as wine and brandy.



Consumption shows a particularly strong increase in meat and dairy products, driven by both higher quantities and rising prices

### Production and consumption, $\text{bn}$

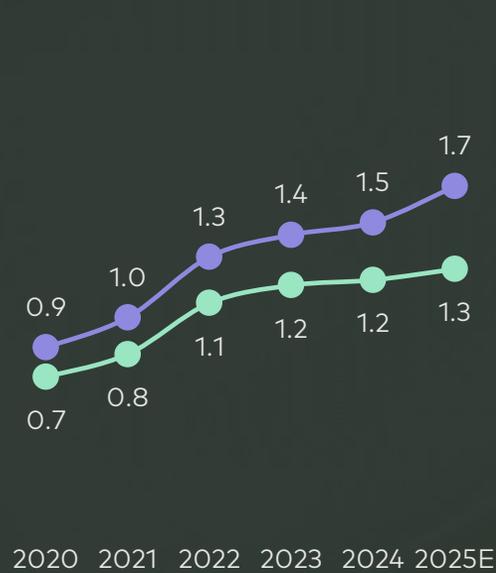
Consumption Production



#### Meat



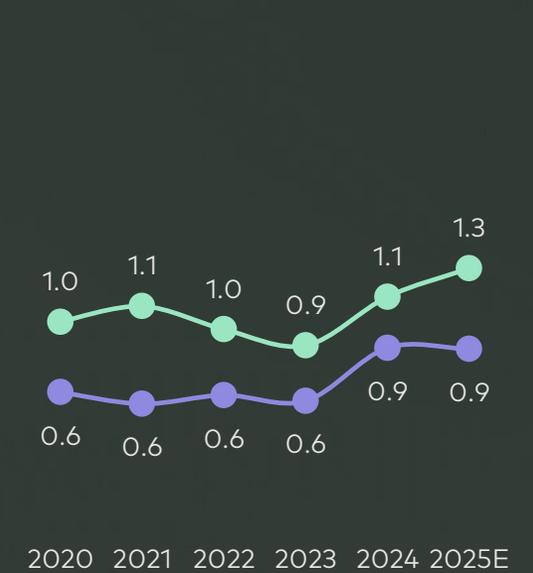
#### Dairy products



#### Vegetables & cereals



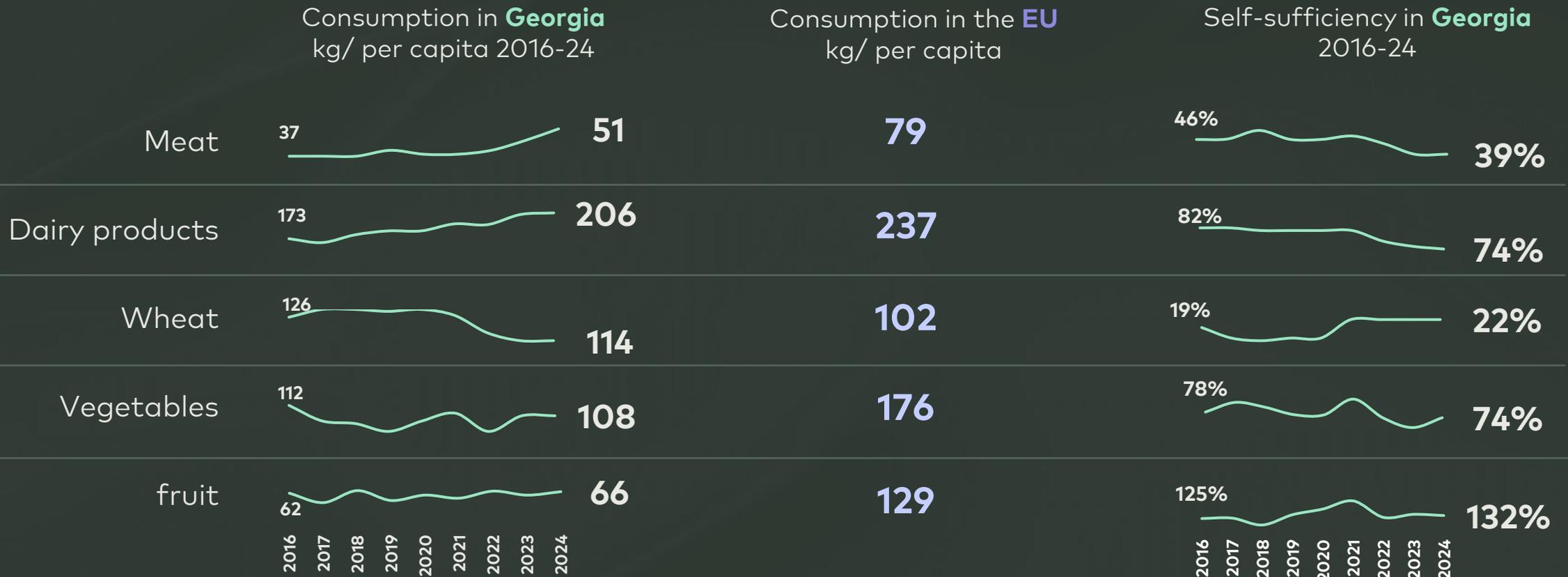
#### Fruits





As the economy developed, demand for higher-value products increased, which local production was unable to satisfy

### Consumption and self-sufficiency of Selected Products in Georgia

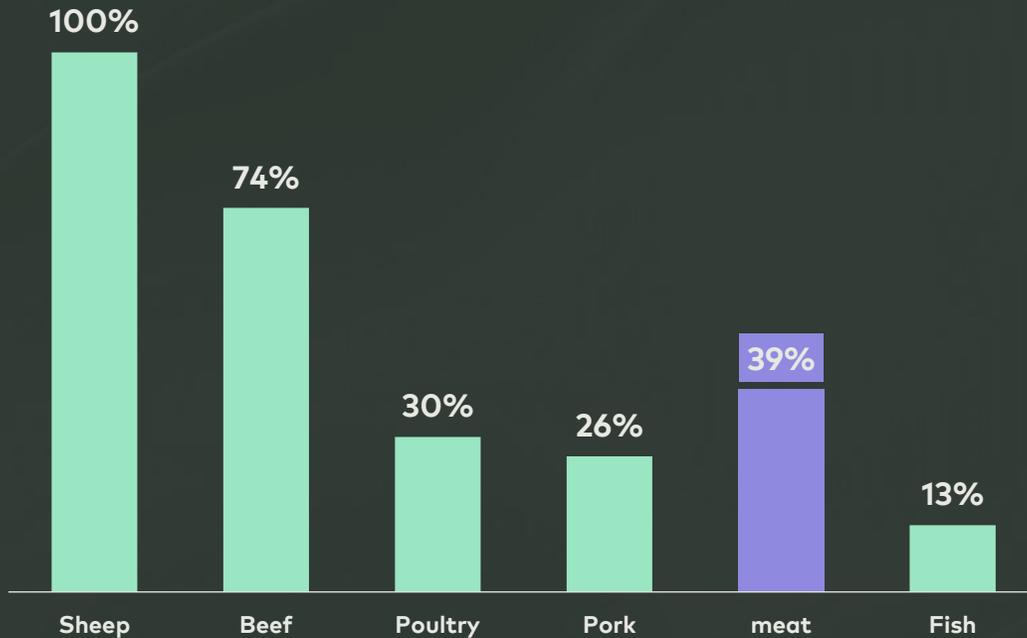




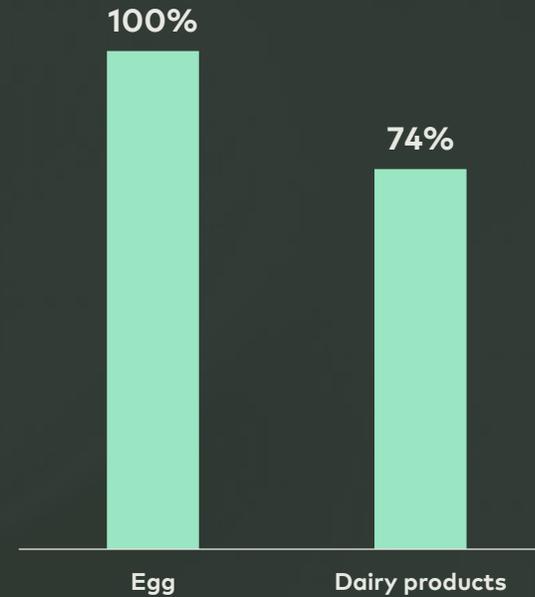
Self-sufficiency is high for certain products, however, dependence on imports for meat and fish indicates potential for expanding local production

### Share of local production in local consumption, 2024

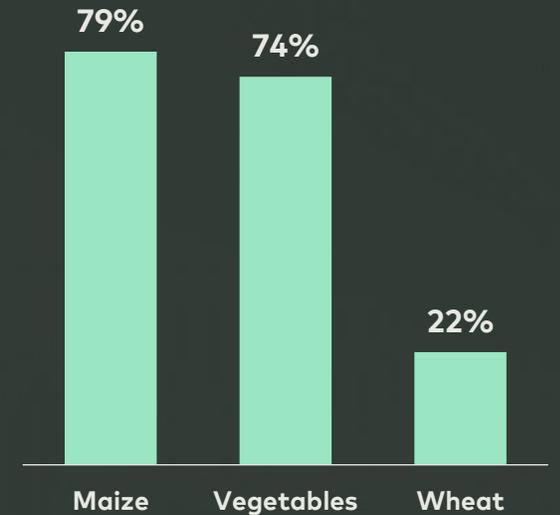
#### Meat



#### Dairy products



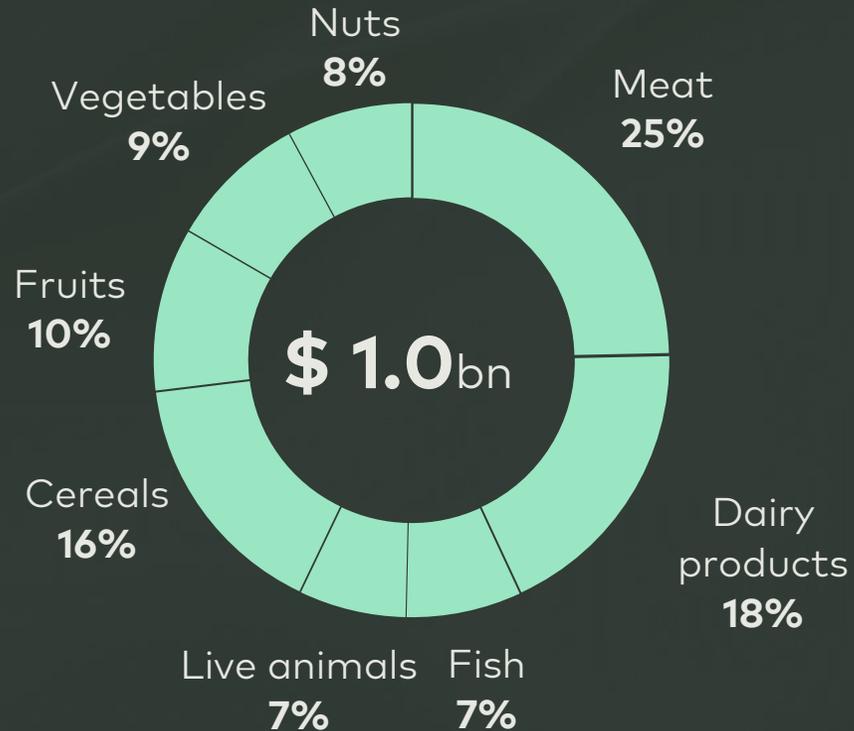
#### Vegetables and cereals





Main imported products are meat, dairy products, cereals and fruits

### Imports by products, 2025



### Top supplier countries and their shares in total imports

Products	Country	Share
Meat	Brazil	33%
Dairy products	France	14%
Fish	Norway	18%
Live animals	Russia	73%
Cereals	Russia	72%
Fruit	Ecuador	42%
Vegetables	Turkey	53%
Nuts	USA	39%



We forecast the consumption of cheese, fish, poultry and pork to reach € 3bn by 2030, creating potential to expand local production by an additional € 1bn



### Cheese consumption

2025 € 900mn

2030 € 1,400mn

13%

Import  
share 2025



### Poultry consumption

2025 € 500mn

2030 € 800mn

66%

Import  
share 2025



### Pork consumption

2025 € 400mn

2030 € 500mn

45%

Import  
share 2025



### Fish consumption

2025 € 200mn

2030 € 300mn

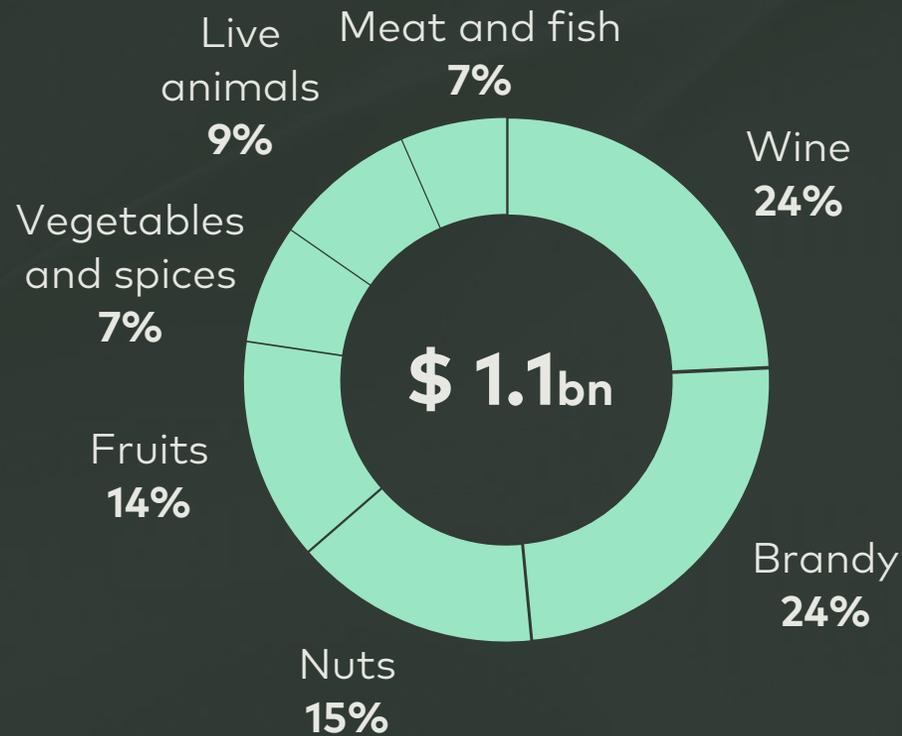
85%

Import  
share 2025



Exports are heavily concentrated in wine, brandy and nuts, while diversification across export markets remains a challenge

### Exports by products, 2025



### Top export destinations and their share in total

Product	Country	Share
Wine	Russia	64%
Brandy	Russia	56%
Nuts	Italy	21%
Fruits	Russia	74%
Vegetables	Russia	35%
Live animals	Azerbaijan	44%
Meat and fish	Armenia	31%





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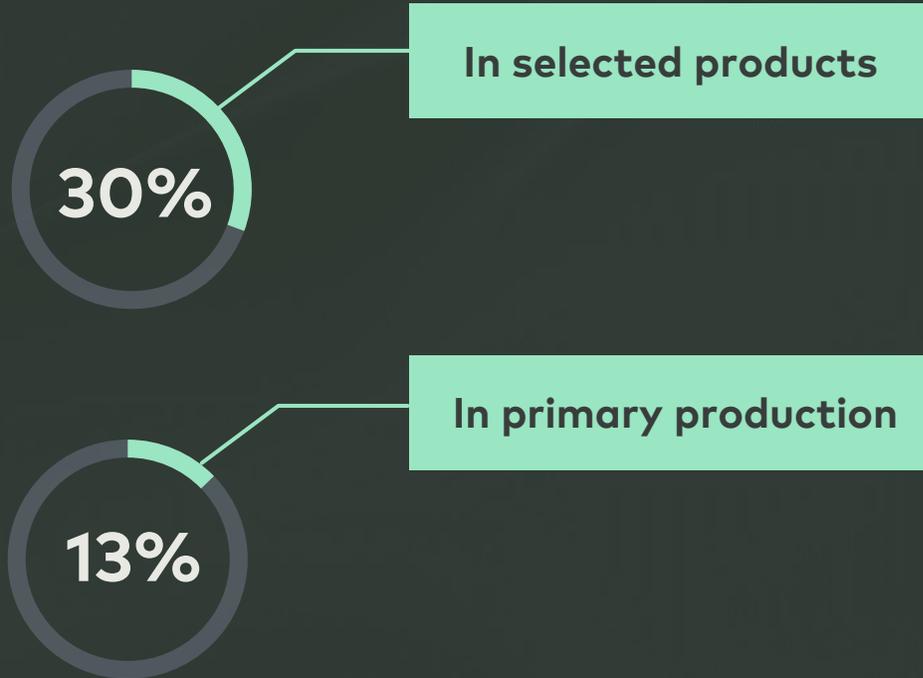
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**Challenges and opportunities**



Large portion of production comes from households, whose productivity is significantly lower compared to commercial farms

### Share of businesses in production



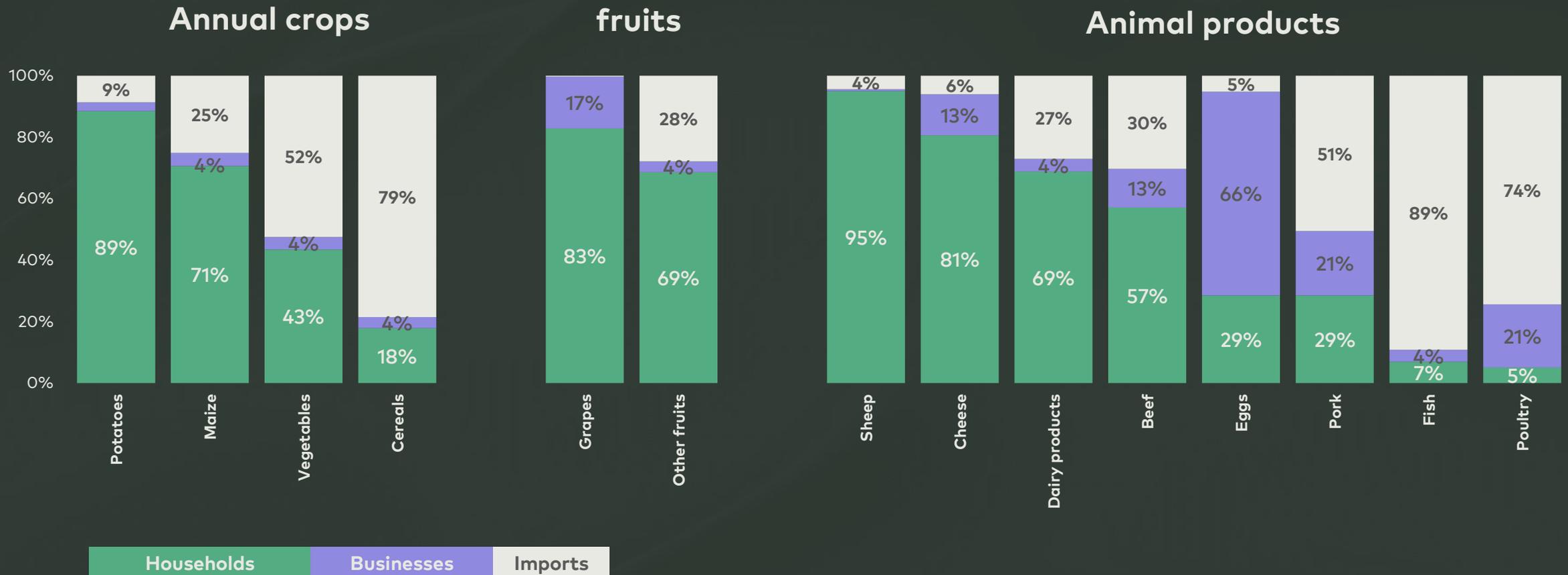
### Labor productivity and yield





Productivity growth largely depends on strengthening the role of businesses and transitioning to a more corporatized production model

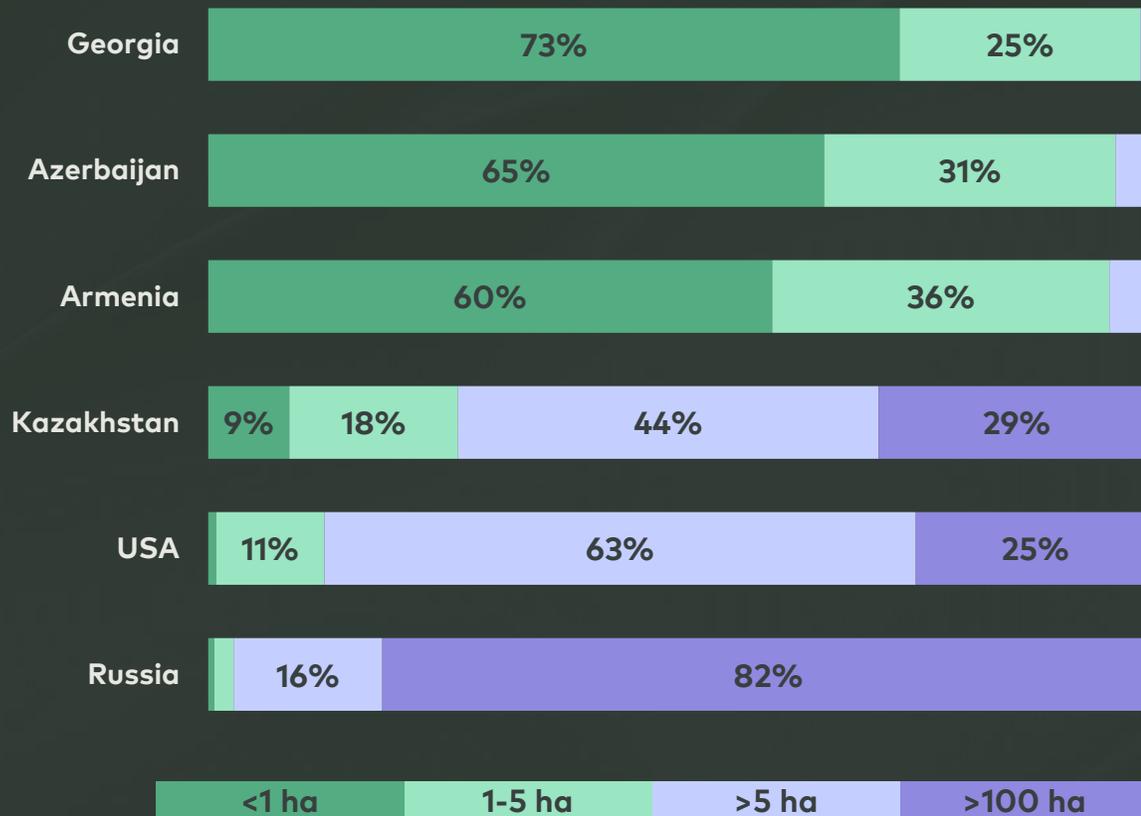
### Share of households, businesses and imports in total local supply, %



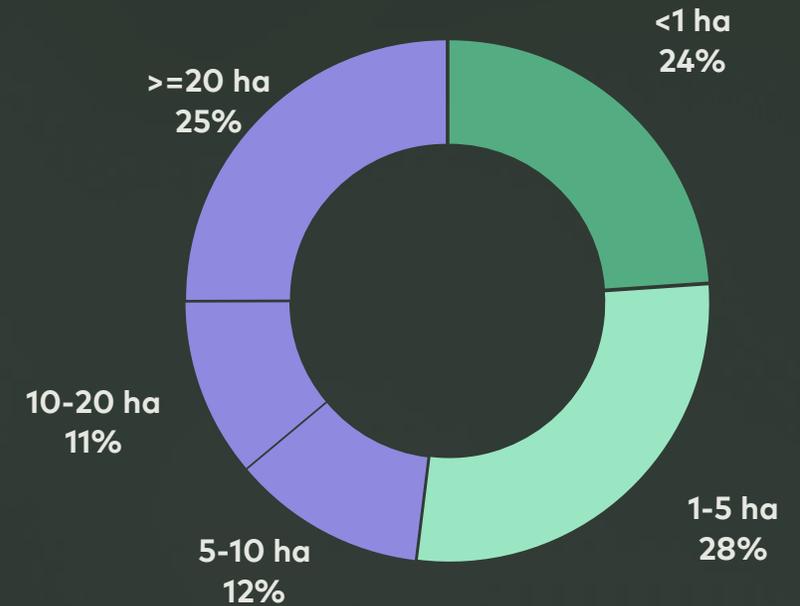


Significant share of land is fragmented and used inefficiently, which represents one of the main constraints to the sector's development

### Number of farms by farm size



### Land distribution by farm size in Georgia, ha



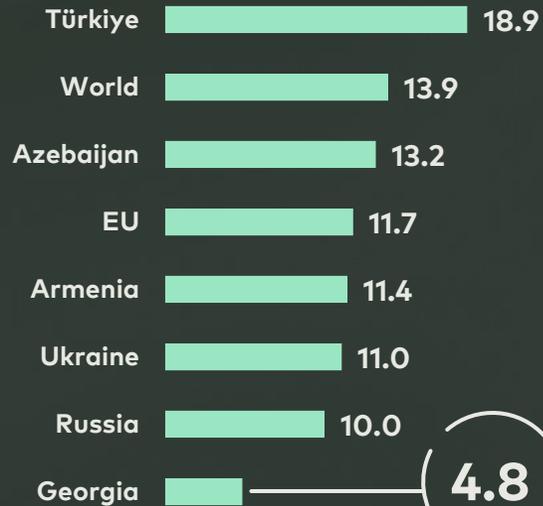


Low corporatization, lack of knowledge and lack of technology usage contribute to relatively low yields in Georgia

### Average yield, ton/ha, 2024



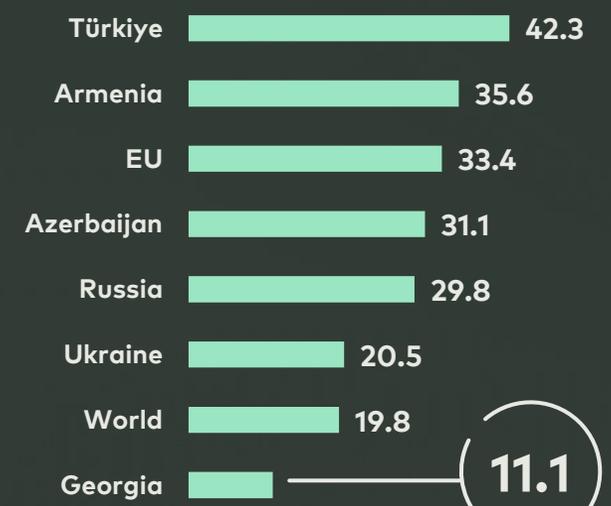
#### Fruits



#### Cereals



#### Vegetables





# Development of cold storage infrastructure increases product selling prices and business profitability

## Cold storage facilities, 2025

Cold storage capacity, m<sup>3</sup>

**295K**

Share of own production

**45%**

Average utilization rate

**51%**



## Apple example



IRR in case of cold storage

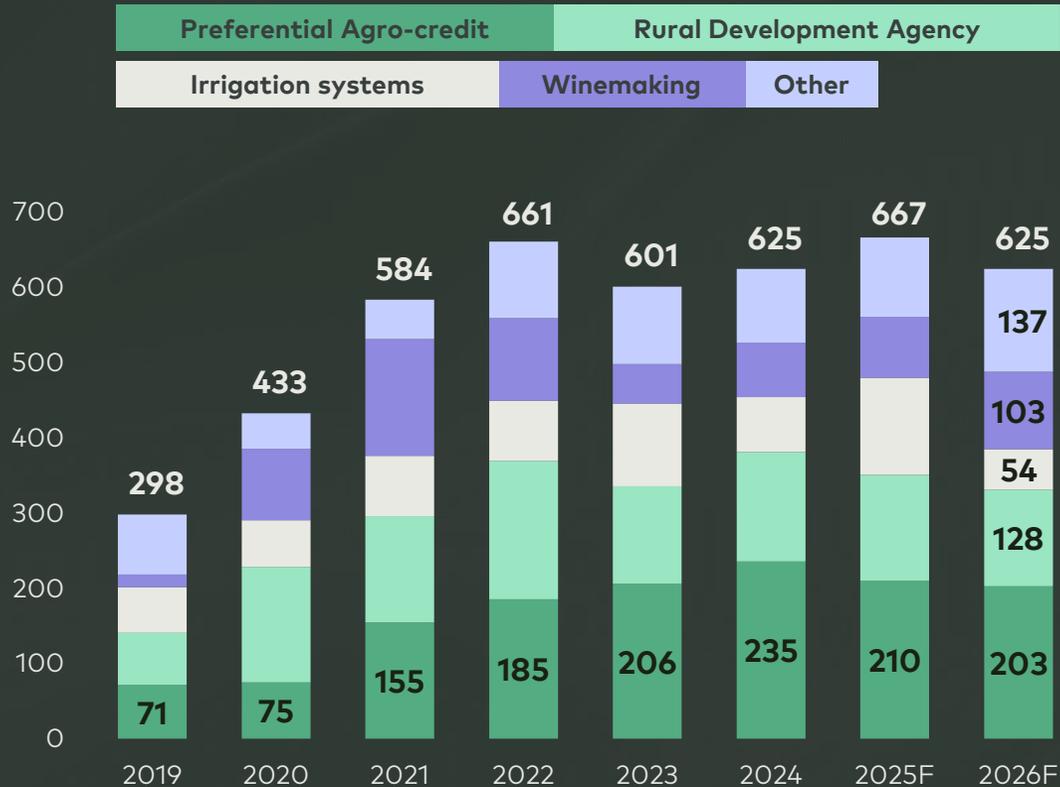


IRR without storage,  
selling during the season

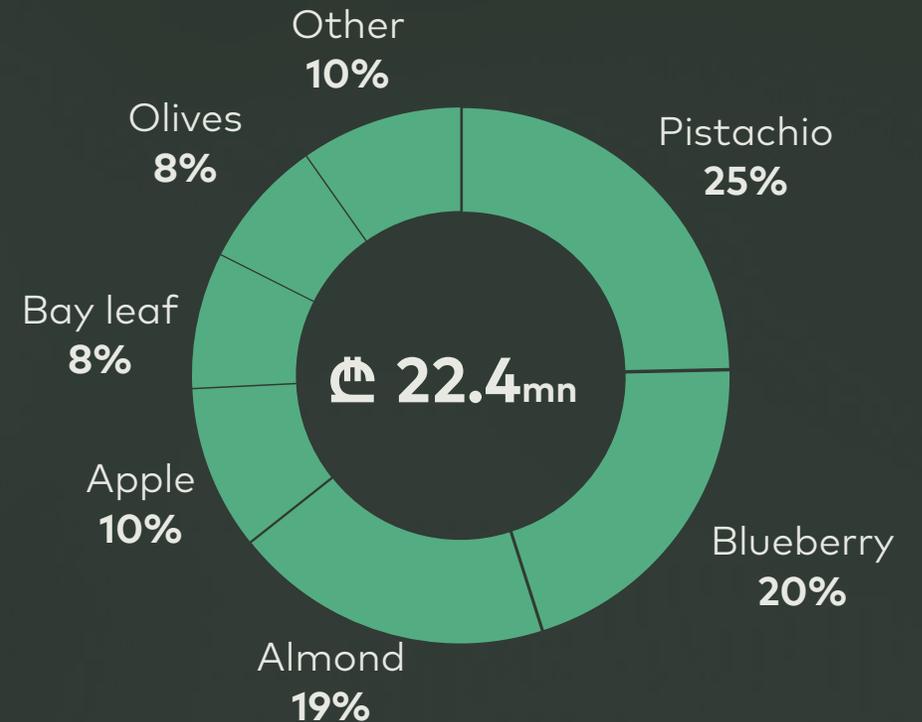


Government programs play an important role in improving sector efficiency and developing new export opportunities

### Government spending on agriculture, GEL mn



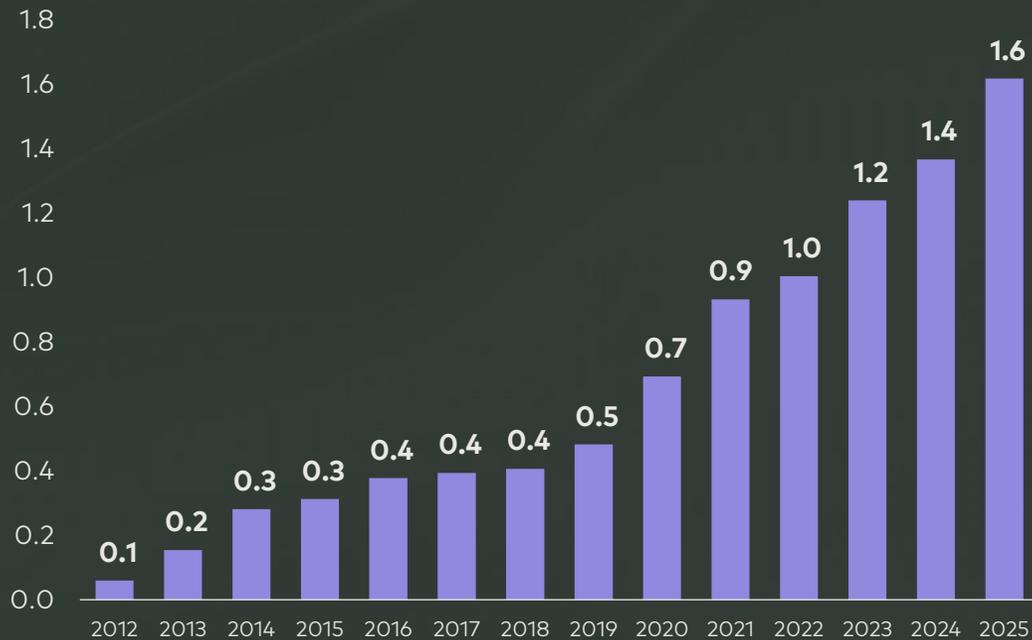
### Orchards financed under the "Plant the Future" program, 2025





Agricultural production has doubled since 2018, supported by increased lending and government-backed agro-credit programs

### Bank lending to agriculture, GEL bn



### Gross agricultural output, GEL bn





Key priority for agricultural development is to increase productivity and diversify exports



## Challenges

**Low corporatization**

**Lack of knowledge/data**

**Low technological intensity**

**Irrigation**

**Crisis management**



## Opportunities

**Accessing new export markets**

**Development of logistics**

**Government support**

**Import substitution**

**Vertical integration**



# Business expansion and increased investment will double the growth rate of agriculture

## Real growth of the agricultural sector





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## Head of Research

Eva Bochorishvili

[evabochorishvili@gt.ge](mailto:evabochorishvili@gt.ge)

## Chief economist

Lasha Kavtaradze

[lashakavtaradze@gt.ge](mailto:lashakavtaradze@gt.ge)

## Head of Sector

Mariam Chakhvashvili

[mchakhvashvili@gt.ge](mailto:mchakhvashvili@gt.ge)

## Senior Analyst

Dachi Mujirishvili

[dmujirishvili@gt.ge](mailto:dmujirishvili@gt.ge)

**Address:** 3 Pushkin Street, Tbilisi, 0108, Georgia

**Tel:** + (995) 32 2401 111

**E-mail:** [research@gt.ge](mailto:research@gt.ge)

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