



GALT & TAGGART

CREATING OPPORTUNITIES

Agriculture in Georgia

March 2026



GALT & TAGGART

CREATING OPPORTUNITIES

Content

Agricultural Development Index by Galt & Taggart

Food product market overview

Challenges and opportunities



GALT & TAGGART

CREATING OPPORTUNITIES

Agricultural Development Index by Galt & Taggart



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

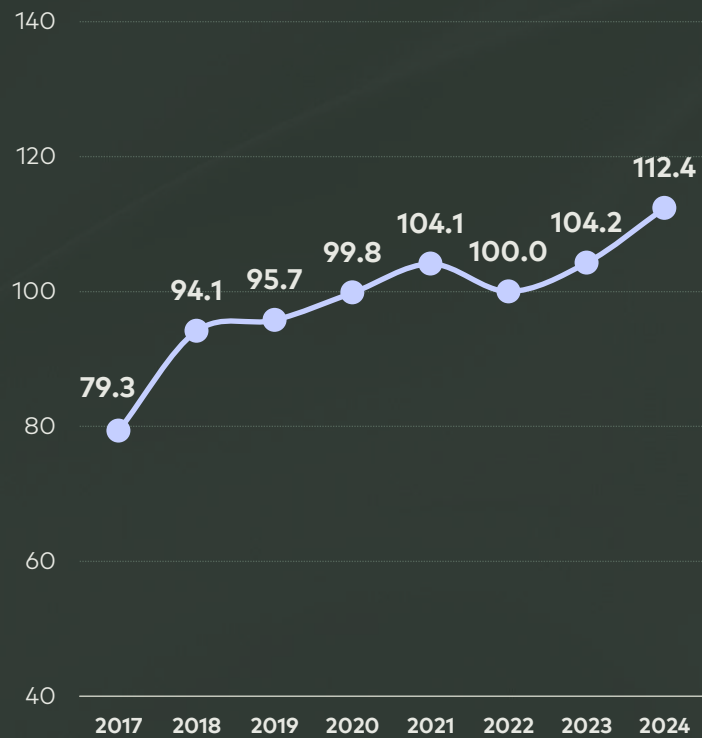


Share in government budget

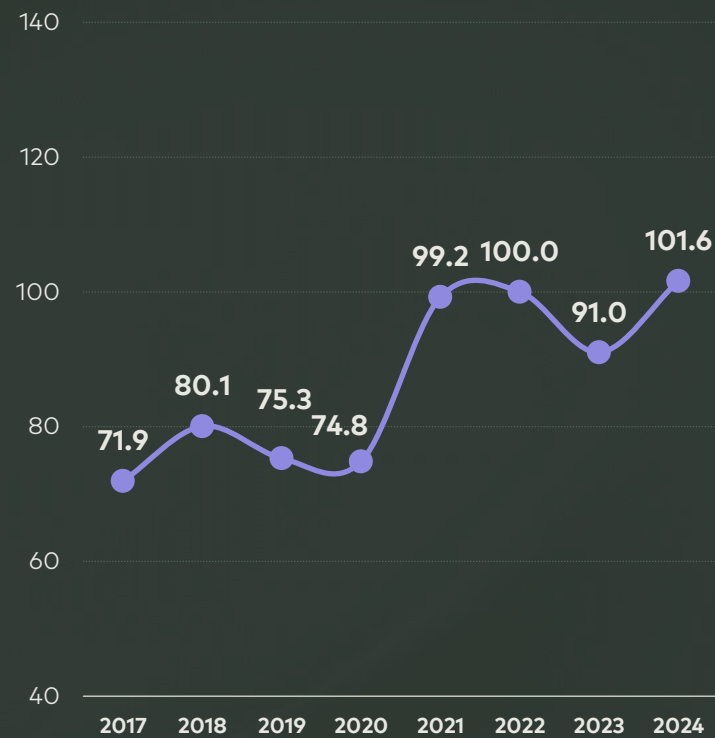


Dynamics of sub-indices

Productivity index



Price stability index

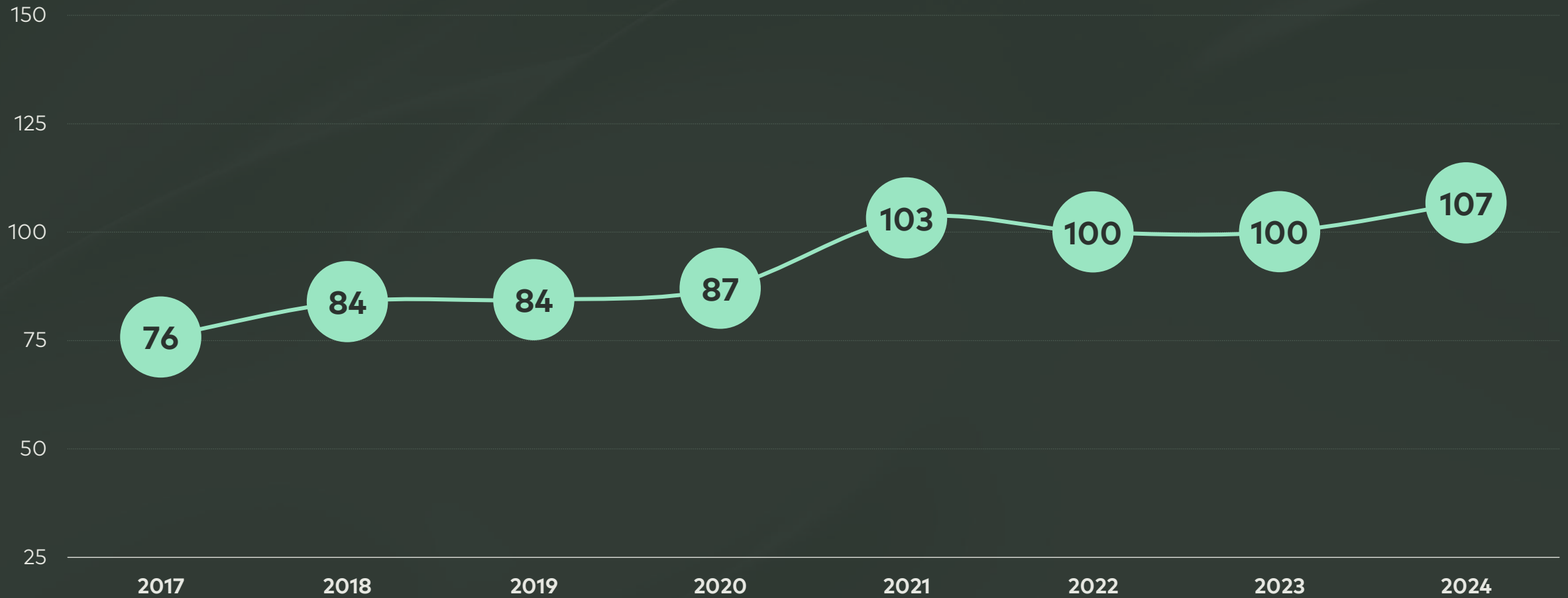


Investments index



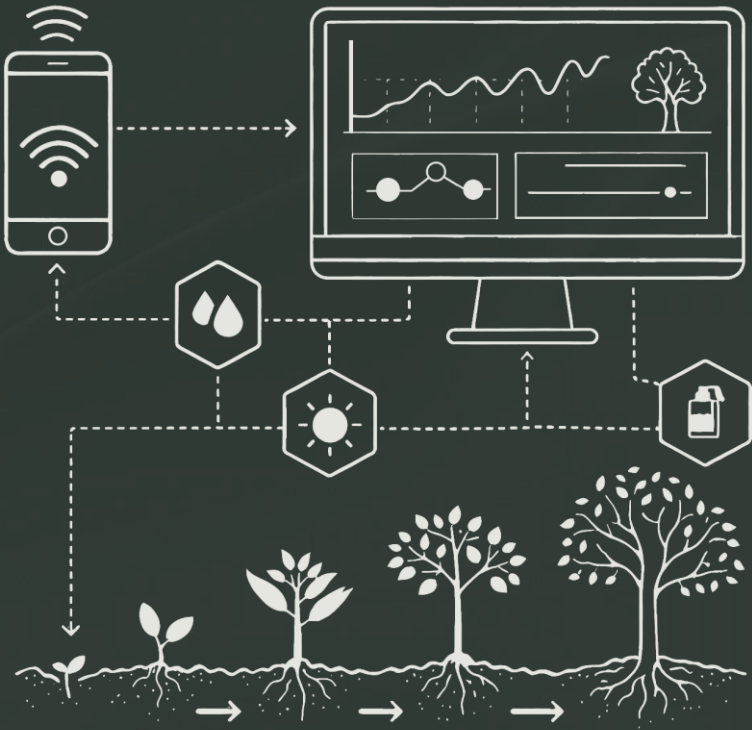


Agricultural Development Index for Georgia by Galt & Taggart





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



GALT & TAGGART

CREATING OPPORTUNITIES

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

Foreign demand ₾ 4.5bn



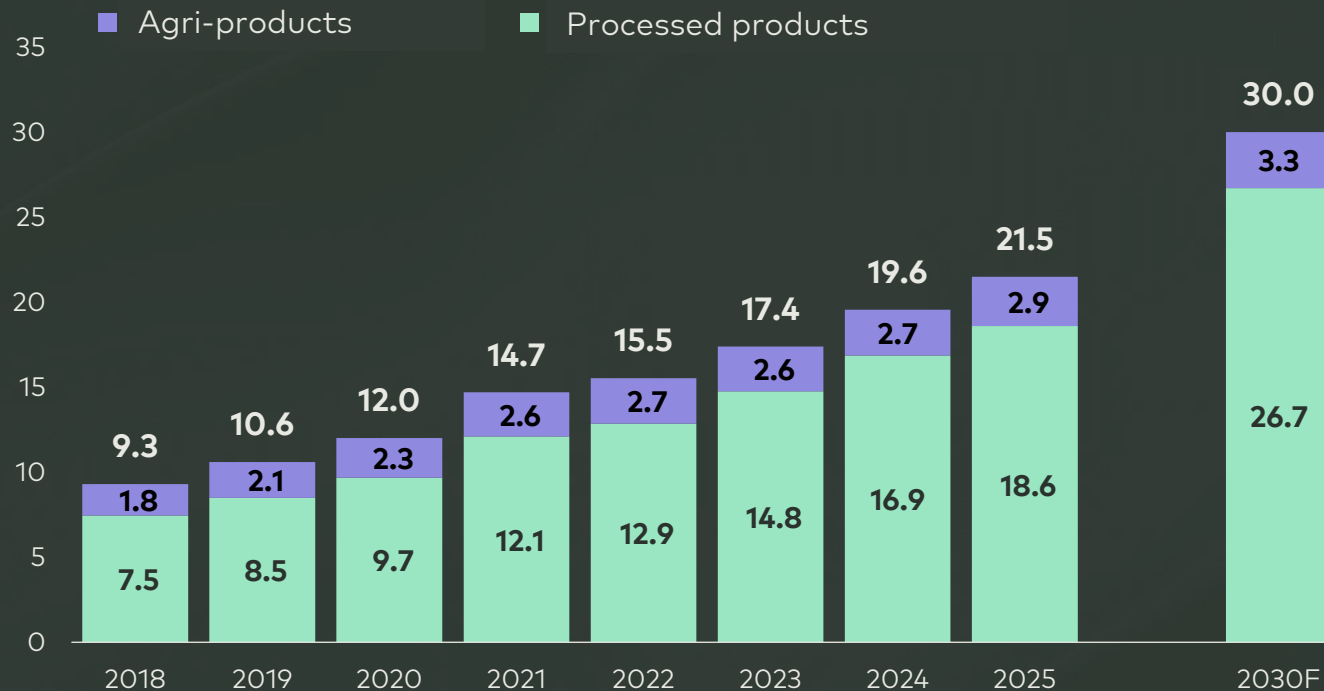
Export

₾ 4.5bn

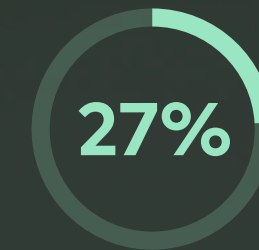


Food products market doubled in size over 2019-25 and we estimate it to reach ₪ 30bn by 2030; the consumption of processed products will remain the main source of growth

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

■ Consumption ■ Import ■ Export

Total consumption

₾ 6.4bn

Import

₾ 2.8bn

Export

₾ 3.0bn





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

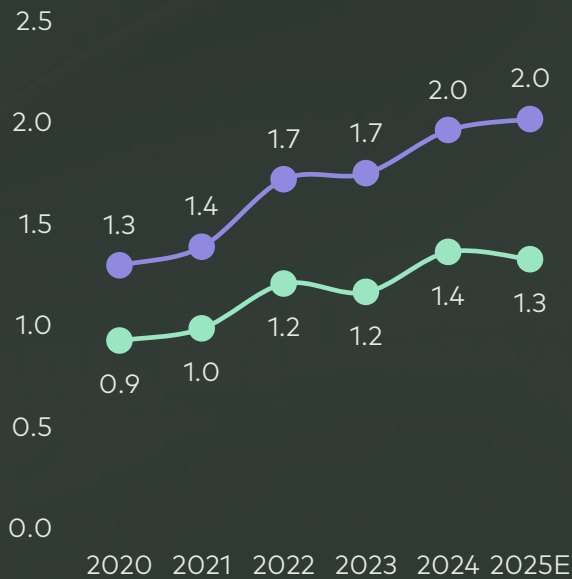
Production and consumption, bn

Consumption

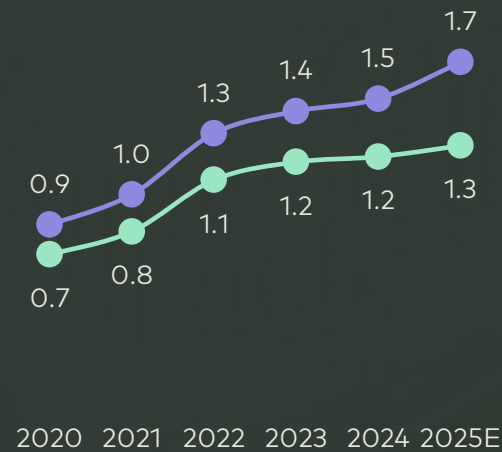
Production



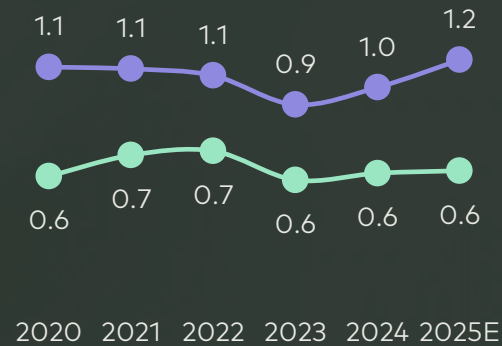
Meat



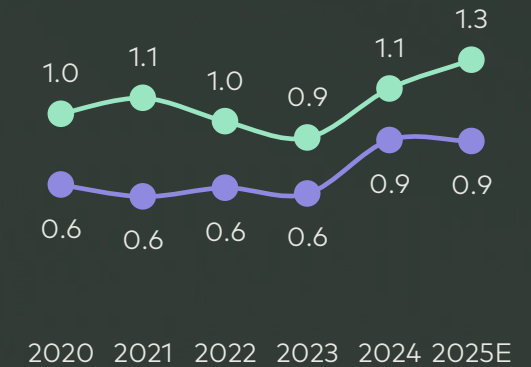
Dairy products



Vegetables & cereals



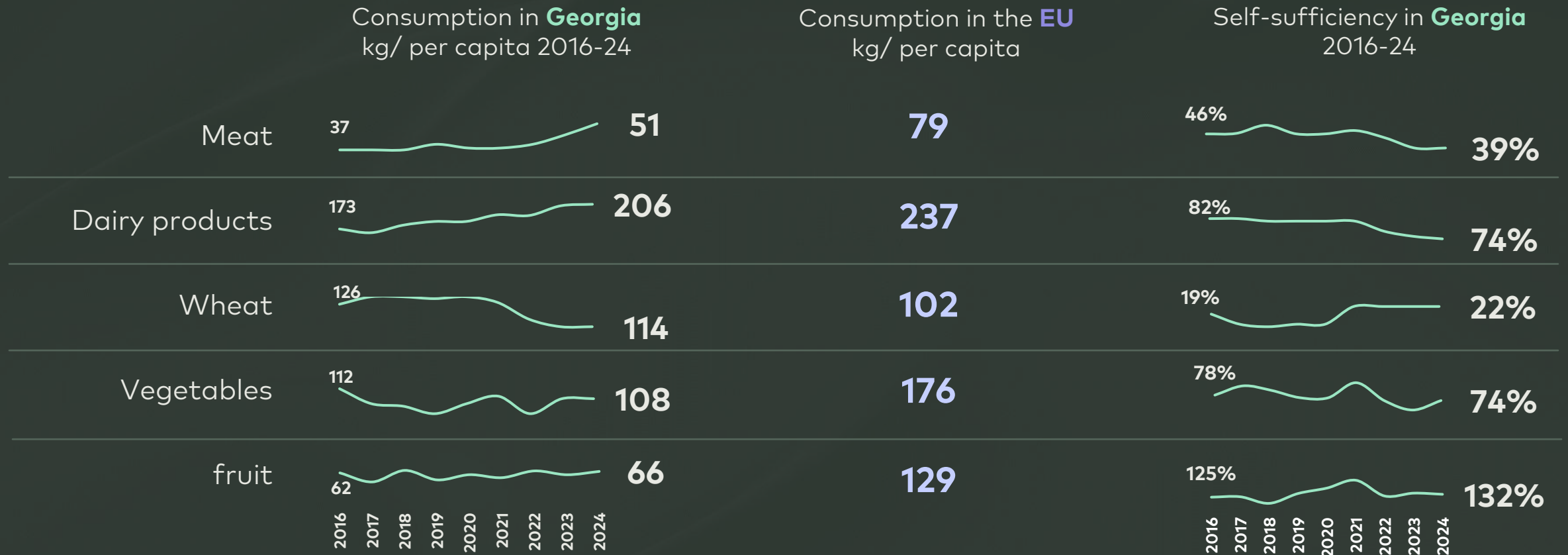
Fruits





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

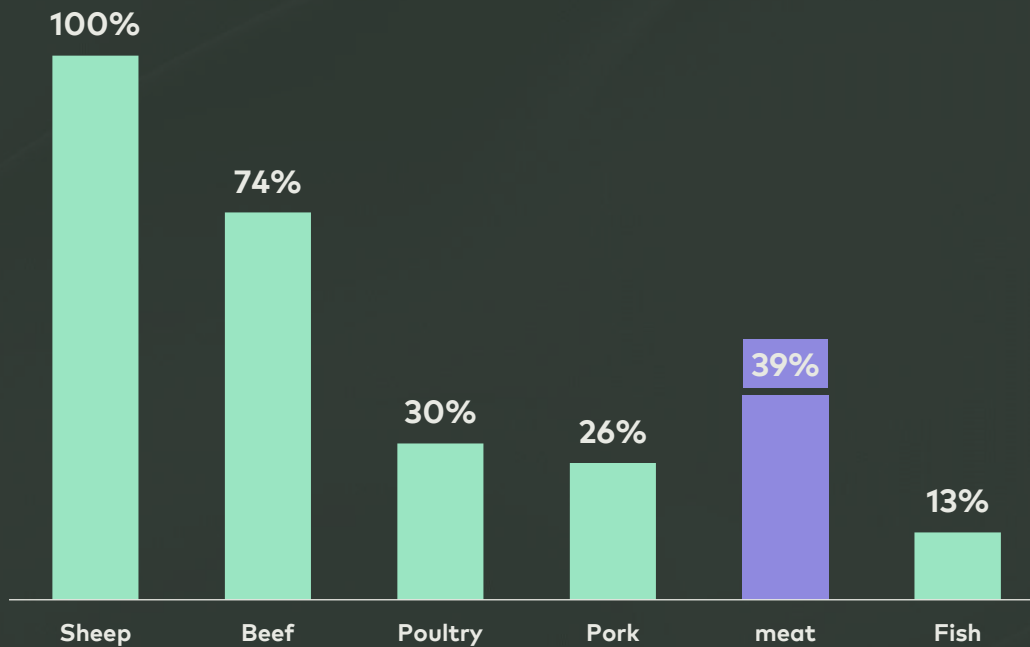




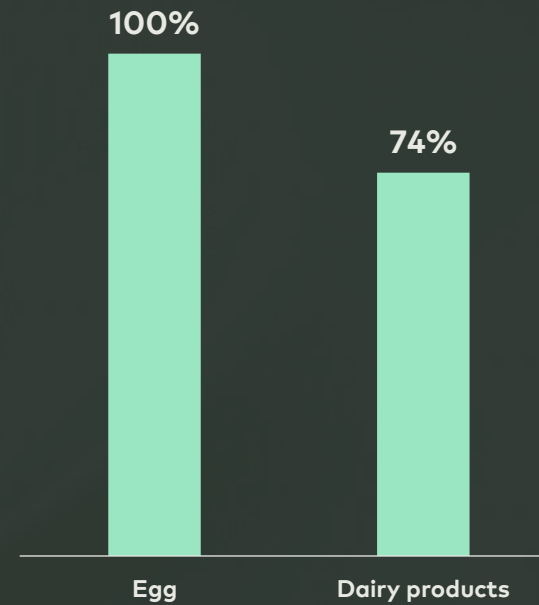
Self-sufficiency is high for certain products, however, dependence on imports for meat and fish indicates potential for expanding local production

Share of local production in local consumption, 2024

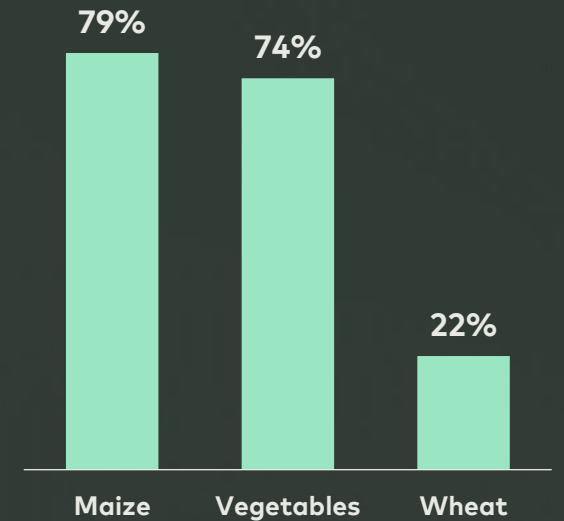
Meat



Dairy products



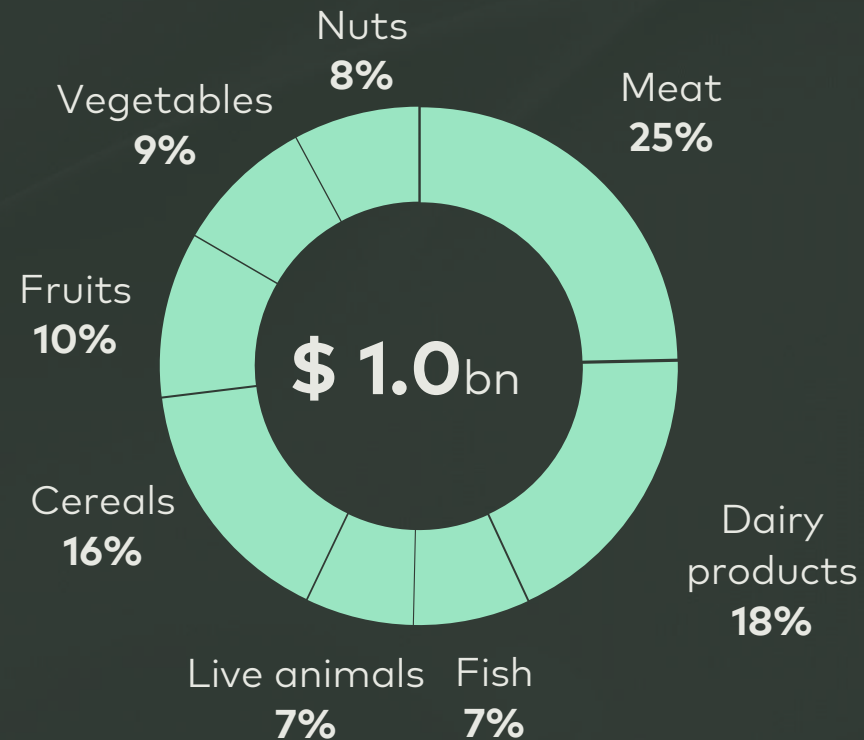
Vegetables and cereals





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%

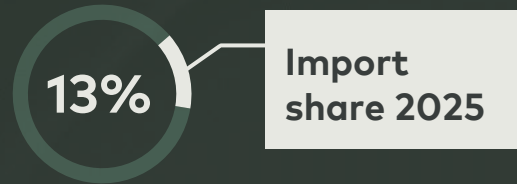


We forecast the consumption of cheese, fish, poultry and pork to reach ₪ 3bn by 2030, creating potential to expand local production by an additional ₪ 1bn



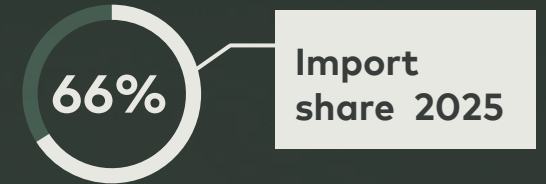
Cheese consumption

2025 ₪ 900mn
2030 ₪ 1,400mn



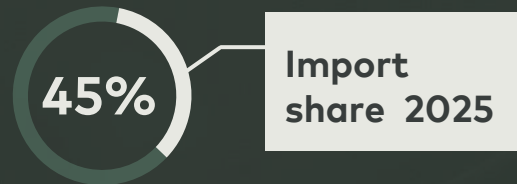
Poultry consumption

2025 ₪ 500mn
2030 ₪ 800mn



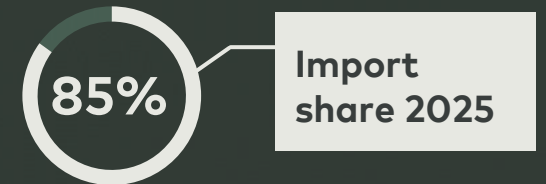
Pork consumption

2025 ₪ 400mn
2030 ₪ 500mn



Fish consumption

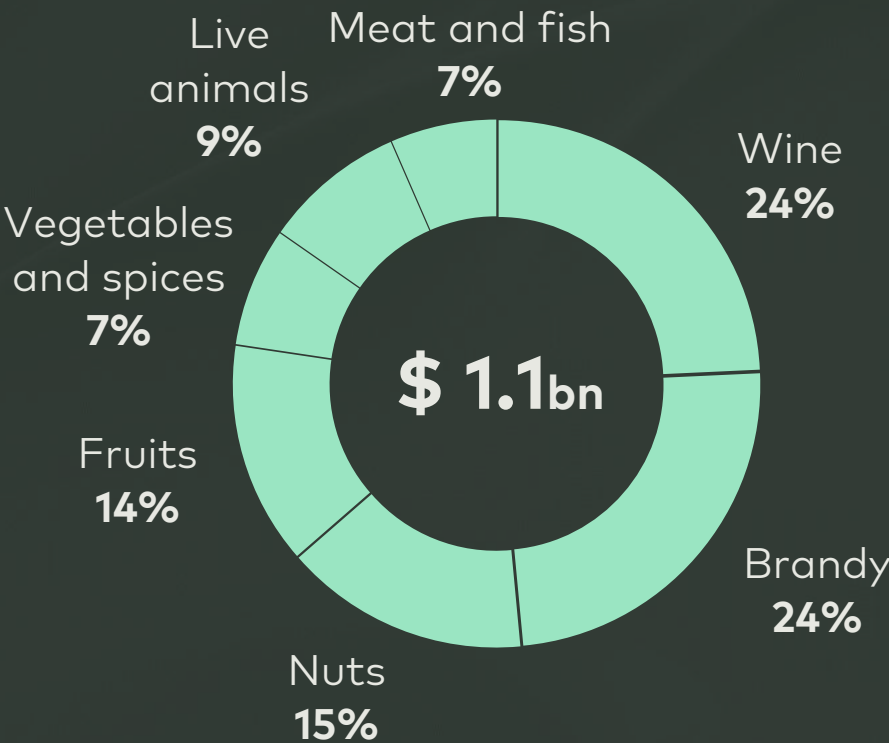
2025 ₪ 200mn
2030 ₪ 300mn





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%





GALT & TAGGART

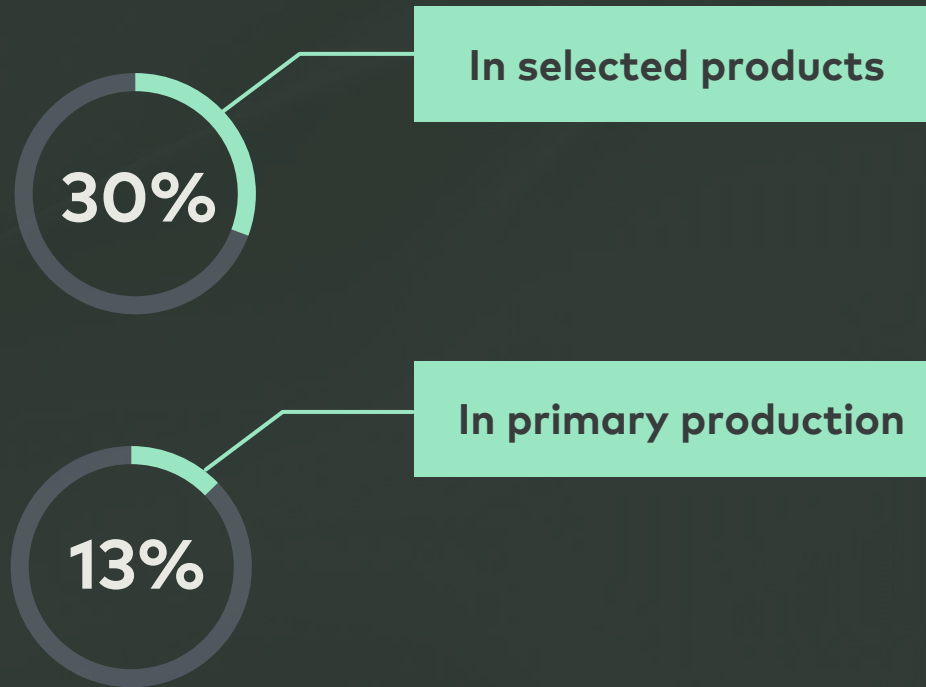
CREATING OPPORTUNITIES

Challenges and opportunities



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

Share of businesses in production



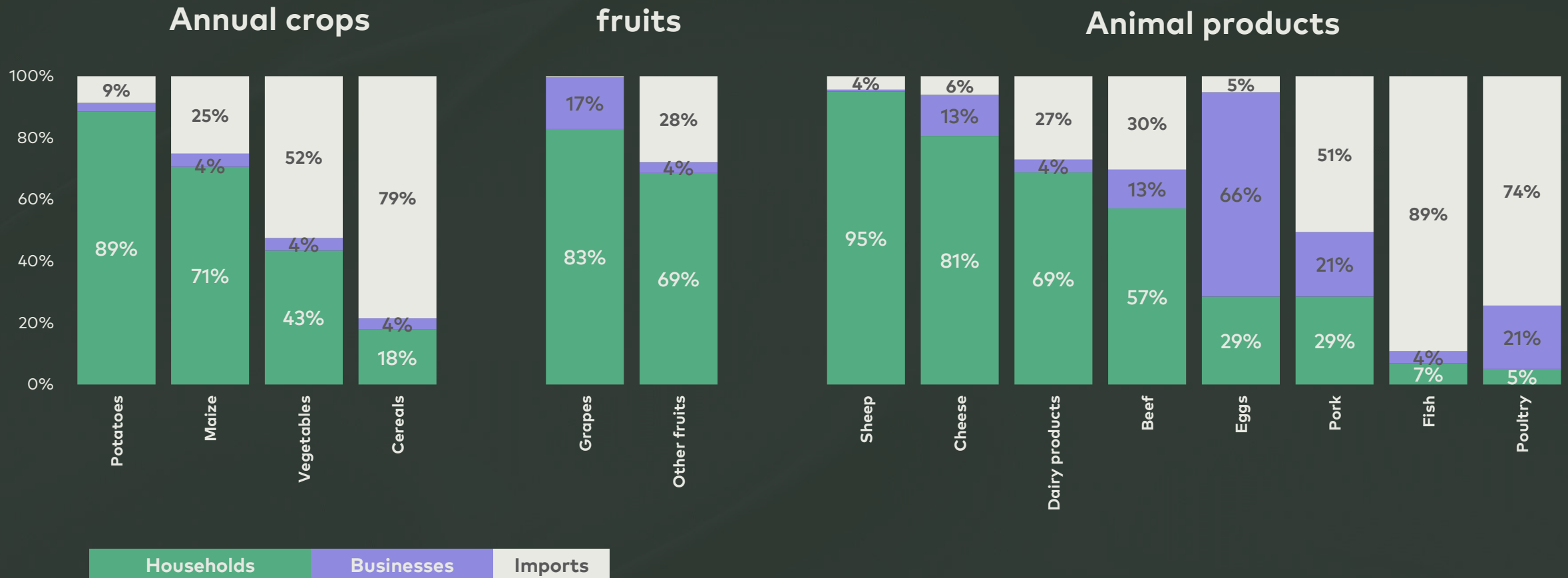
Labor productivity and yield





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

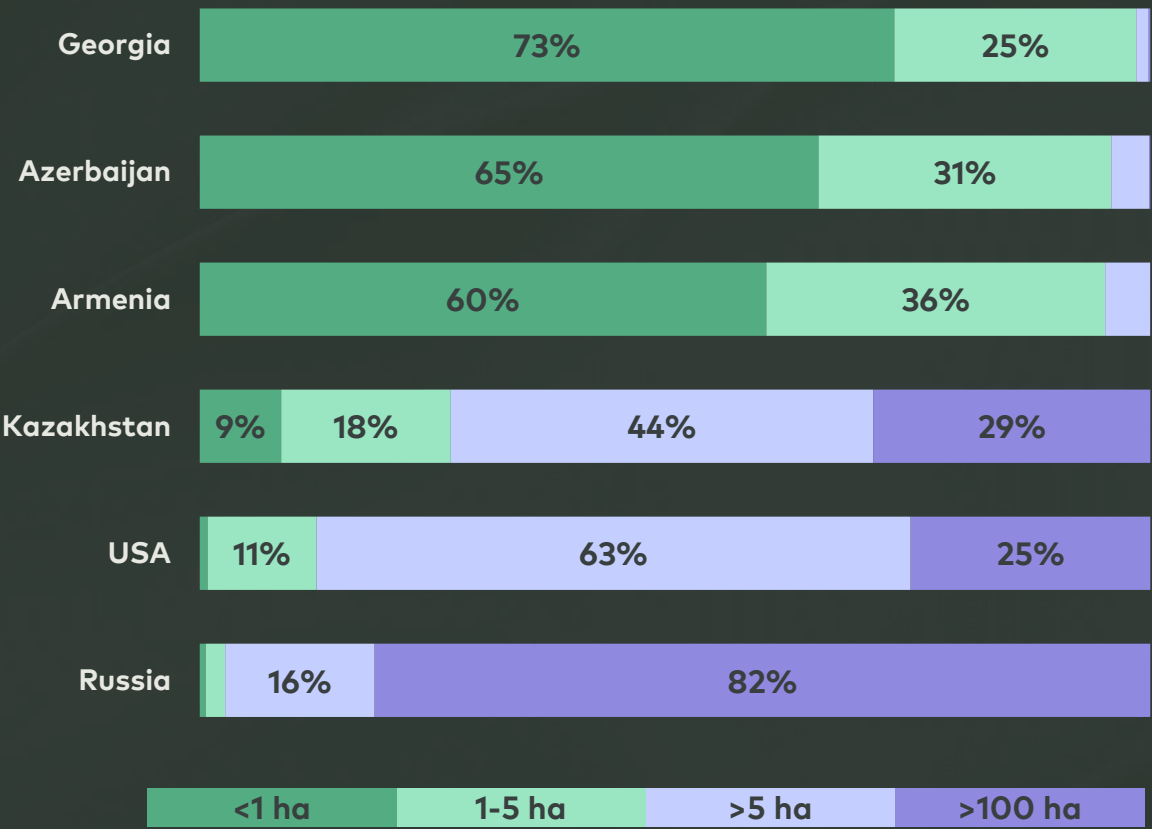
Share of households, businesses and imports in total local supply, %



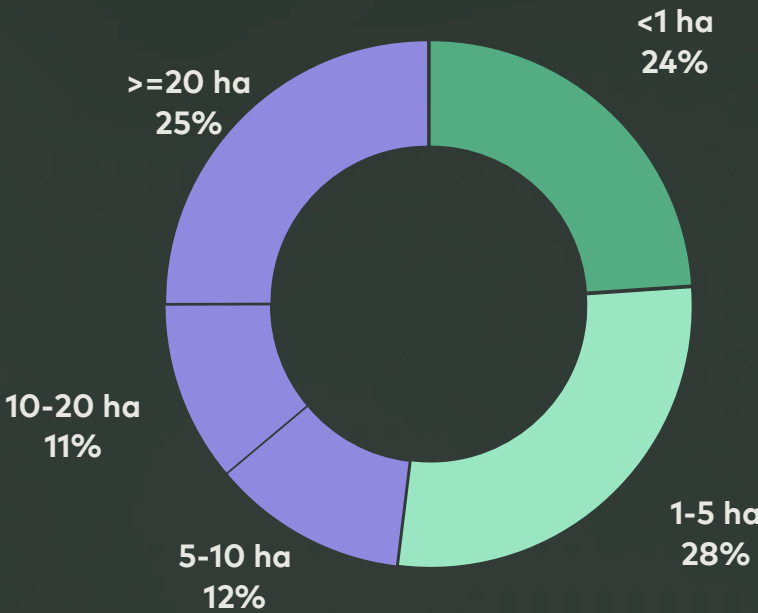


Significant share of land is fragmented and used inefficiently, which represents one of the main constraints to the sector's development

Number of farms by farm size



Land distribution by farm size in Georgia, ha



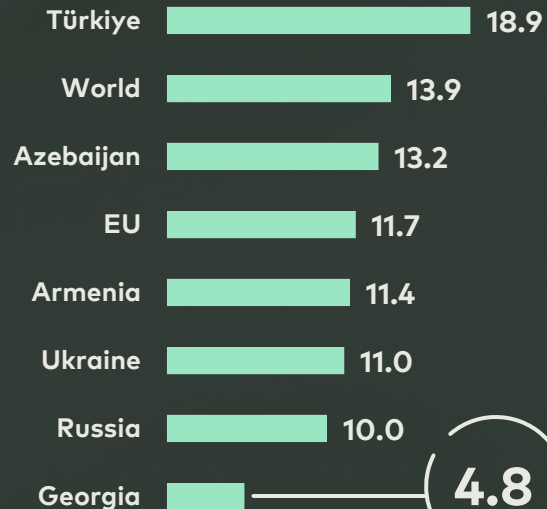


Low corporatization, lack of knowledge and lack of technology usage contribute to relatively low yields in Georgia

Average yield, ton/ha, 2024



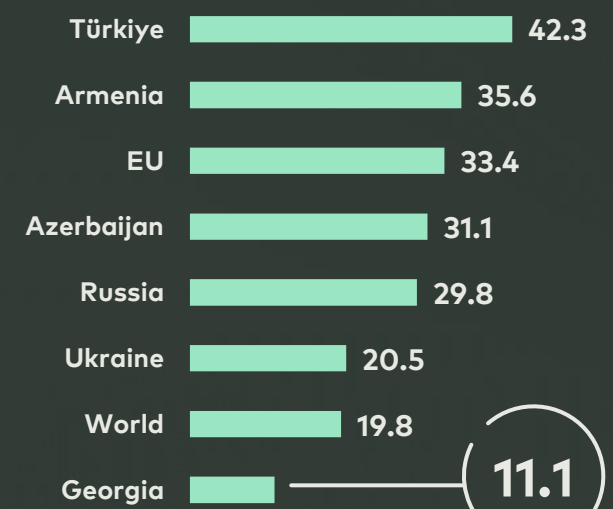
Fruits



Cereals



Vegetables





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

Cold storage facilities, 2025

Cold storage capacity, m³

295K

Share of own production

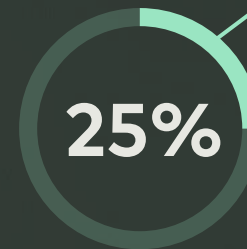
45%

Average utilization rate

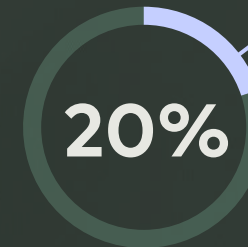
51%



Apple example



IRR in case of cold storage

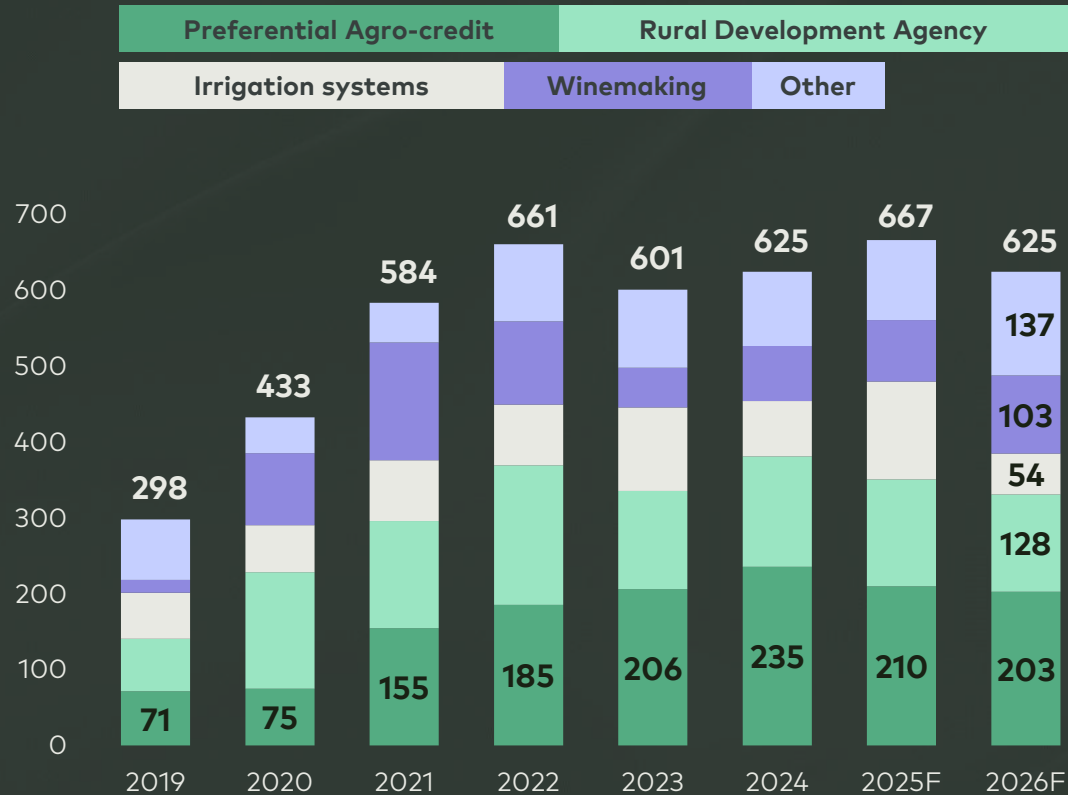


IRR without storage,
selling during the season

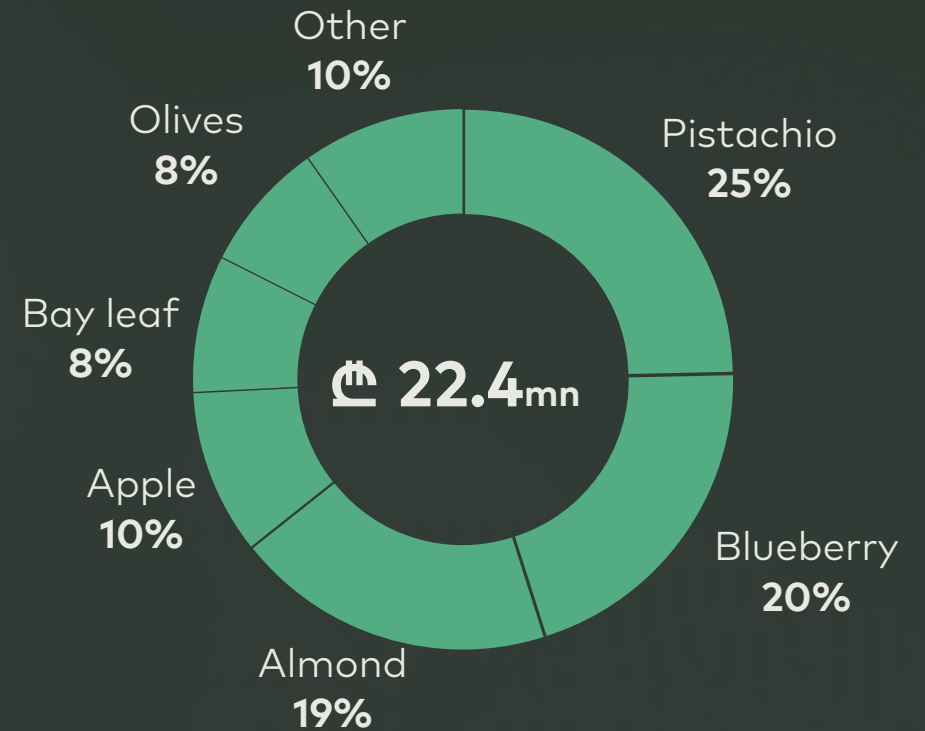


Government programs play an important role in improving sector efficiency and developing new export opportunities

Government spending on agriculture, GEL mn



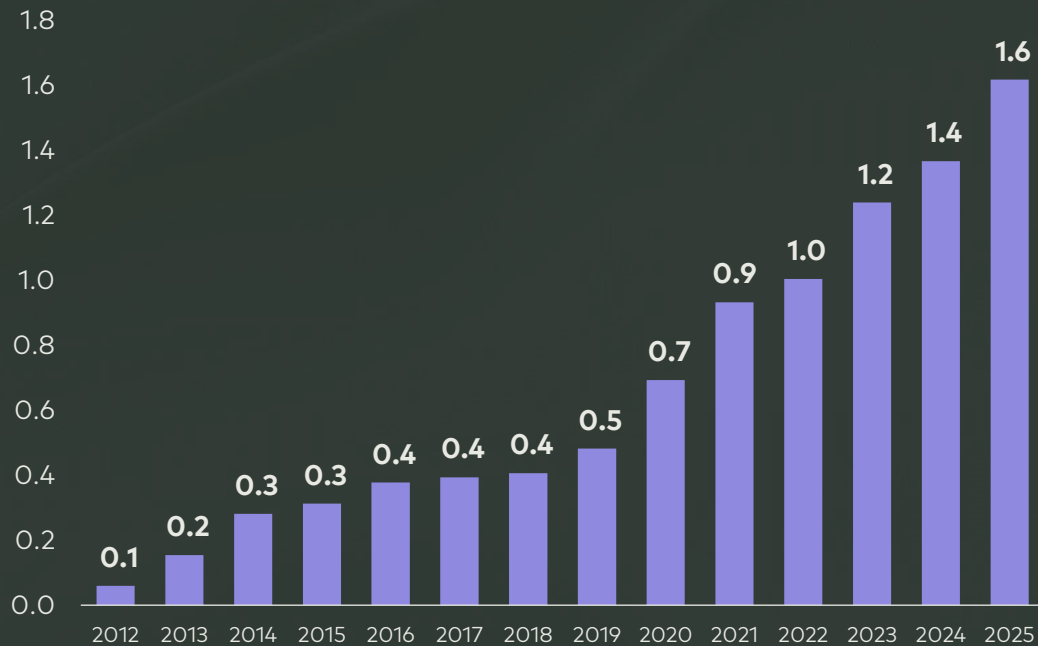
Orchards financed under the "Plant the Future" program, 2025



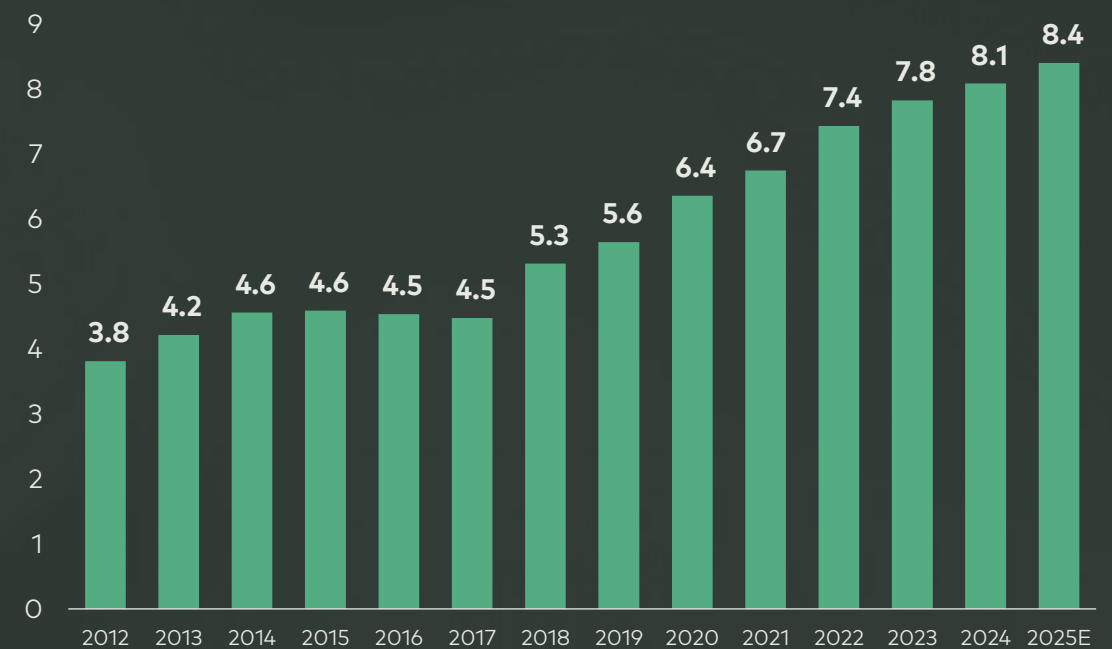


Agricultural production has doubled since 2018, supported by increased lending and government-backed agro-credit programs

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





GALT & TAGGART

CREATING OPPORTUNITIES

Head of Research

Eva Bochorishvili

evabochorishvili@gt.ge

Chief economist

Lasha Kavtaradze

lashakavtaradze@gt.ge

Head of Sector

Mariam Chakhvashvili

mchakhvashvili@gt.ge

Senior Analyst

Dachi Mujirishvili

dmujirishvili@gt.ge

Address: 3 Pushkin Street, Tbilisi, 0108, Georgia

Tel: + (995) 32 2401 111

E-mail: research@gt.ge

Disclaimer

This document is the property of and has been prepared by JSC Galt & Taggart ("Galt & Taggart"), a member of Lion Finance group PLC ("Group") solely for informational purposes and independently of the respective companies mentioned herein. This document does not constitute or form part of, and should not be construed as, an offer or solicitation or invitation of an offer to buy, sell or subscribe for any securities or assets and nothing contained herein shall form the basis of any contract or commitment whatsoever or shall be considered as a recommendation to take any such actions.

Galt & Taggart is authorized to perform professional activities on the Georgian market. The distribution of this document in certain jurisdictions may be restricted by law. Persons into whose possession this document comes are required by Galt & Taggart to inform themselves about and to observe any and all restrictions applicable to them. This document is not directed to, or intended for distribution, directly or indirectly, to, or use by, any person or entity that is a citizen or resident located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction.

Investments (or any short-term transactions) in emerging markets involve significant risk and volatility and may not be suitable for everyone. The recipients of this document must make their own investment decisions as they believe appropriate based on their specific objectives and financial situation. When doing so, such recipients should be sure to make their own assessment of the risks inherent in emerging market investments, including potential political and economic instability, other political risks including without limitation changes to laws and tariffs, and nationalization of assets, and currency exchange risk.

No representation, warranty or undertaking, express or implied, is or will be made by Galt & Taggart or any other member of the Group or their respective directors, employees, affiliates, advisers or agents or any other person as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of this document and the information contained herein (and whether any information has been omitted from this document) and no reliance should be placed on it. This document should not be considered as a complete description of the markets, industries and/or companies referred to herein. Nothing contained in this document is, is to be construed as, or shall be relied on as legal, investment, business or tax advice, whether relating to the past or the future, by Galt & Taggart any other member of the Group or any of their respective directors, employees, affiliates, advisers or agents in any respect. Recipients are required to make their own independent investigation and appraisal of the matters discussed herein. Any investment decision should be made at the investor's sole discretion. To the extent permitted by law, Galt & Taggart, any other member of the Group and their respective directors, employees, affiliates, advisers and agents disclaim all liability whatsoever (in negligence or otherwise) for any loss or damages however arising, directly or indirectly, from any use of this document or its contents or otherwise arising in connection with this document, or for any act, or failure to act, by any party, on the basis of this document.

The information in this document is subject to verification, completion and change without notice and Galt & Taggart is not under any obligation to update or keep current the information contained herein. The delivery of this document shall not, under any circumstances, create any implication that there has been no change in the information since the date hereof or the date upon which this document has been most recently updated, or that the information contained in this document is correct as at any time subsequent to the date on which it is supplied or, if different, the date indicated in the document containing the same. No representation or warranty, expressed or implied, is made by Galt & Taggart or any other member of the Group, or any of their respective directors, employees, affiliates, advisers or agents with respect to the accuracy or completeness of such information.

The information provided and opinions expressed in this document are based on the information available as of the issue date and are solely those of Galt & Taggart as part of its internal research coverage. Opinions, forecasts and estimates contained herein are based on information obtained from third party sources believed to be reliable and in good faith, and may change without notice. Third party publications, studies and surveys generally state that the data contained therein have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data. Accordingly, undue reliance should not be placed on any such data contained in this document. Neither Galt & Taggart, any other member of the Group, nor their respective directors, employees, affiliates, advisers or agents make any representation or warranty, express or implied, of this document's usefulness in predicting the future performance, or in estimating the current or future value, of any security or asset.

Galt & Taggart does, and seeks to do, and any other member of the Group may or seek to do business with companies covered in its research. As a result, investors should be aware of a potential conflict of interest that may affect the objectivity of the information contained in this document.

Unauthorized copying, distribution, publication or retransmission of all or any part of this document by any medium or in any form for any purpose is strictly prohibited.

The recipients of this document are responsible for protecting against viruses and other destructive items. Receipt of the electronic transmission is at risk of the recipient and it is his/her responsibility to take precautions to ensure that it is free from viruses and other items of a destructive nature.