

Appendix 4

Payment terms

1. Within the framework of the program, beneficiaries will be reimbursed for marketing expenses incurred in all regions collectively or through the selection of the beneficiary in no more than two regions (with the exception of marketing expenses incurred in Georgia, the countries of the GUAM Organization for Democracy and Economic Development, and the Commonwealth of Independent States), provided that the beneficiary in the specified region(s) as noted in the application:
 - a) will export more liters of wine during the current calendar year compared to the previous calendar year.
 - b) will ensure that increased marketing expenses are incurred compared to the previous reporting period.
2. The calculation of the reimbursable amount is conducted as follows:
 - a) The volume of wine exported (in liters) during the previous calendar year shall be subtracted from the volume of wine exported (in liters) during the current calendar year.
 - b) The marketing expenses incurred during the previous accounting period shall be subtracted from the marketing expenses incurred during the current accounting period.
 - c) The marketing expense amount, as calculated in accordance with subparagraph (b) of this paragraph, shall be divided by the volume of wine (liters) calculated in accordance with subparagraph (a) of this paragraph and the resulting amount represents the reimbursable marketing expense per liter of exported wine, as determined by the recalculation, and shall not exceed 2 GEL.
 - d) The volume of wine (in liters) calculated in accordance with subparagraph "a" of this paragraph shall be multiplied by the reimbursable marketing expense determined under subparagraph "c" of this paragraph, resulting in a refundable amount.
3. The maximum reimbursement amount allocated to each beneficiary within a calendar year shall not exceed **300,000 (three hundred thousand) GEL.**
4. In the case of a small cellar, the expenses incurred for obtaining the document required to be submitted in accordance with subparagraph "b" of paragraph 5¹ of the program shall be reimbursed to each beneficiary during the calendar year, up to a maximum amount of 300 (three hundred) GEL.
5. Within the framework of the program, the volume (in liters) of wine sold in Georgia and exported to the countries of the GUAM Organization for Democracy and Economic Development, as well as the Commonwealth of Independent States, along with the associated marketing expenses, will not be calculated.
6. In the event that the beneficiary has not incurred any marketing expenses and/or has not exported wine in accordance with the program's terms during the previous calendar year and reporting period, the last marketing expenses and the volume of exported wine no more than the past three years will be considered in the calculation.
7. A financing agreement will be executed with the potential beneficiary if the beneficiary has incurred marketing expenses in any year during the last three years and has exported wine in accordance with the terms of the program.