



ITALIA
EXPO MILANO 2015



CONFINDUSTRIA

INCONTRO CON DELEGAZIONE IMPRENDITORIALE BULGARA

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Confindustria – Viale dell’Astronomia, 30

Preliminary List of Participants

1. Kiril DOMUSCHIEV

**CHAIRMAN OF THE MANAGING BOARD
CONFEDERATION OF EMPLOYERS AND
INDUSTRIALISTS IN BULGARIA (KRIB)** - The biggest organization of large and medium-sized enterprises in Bulgaria, uniting 11 000 economic operators, 68 branch organizations, producing more than 3/4 of the GDP of Bulgaria. KRIB is an independent employers' organization, a social-economic partner working in favour of the business and society.

**CO-FOUNDER AND CO-SHAREHOLDER
ADVANCE PROPERTIES GROUP OF COMPANIES**
“Advance Properties” Ltd. (The Holding) is established in 1990 with hundred percent private Bulgarian capital.. The holding owns strategic shares in several companies and the market price of its assets exceeds 1 billion EUR.
The structure of the holding ensures flexibility and effectiveness of the management process, taking investment decisions and developing new markets, technologies and products. The results of this structure reflect in the main advantage of "Advance Properties" Ltd. - strategic investing, based on financial strength and flexibility.
The companies of the holding are strongly committed to integrity, quality of manufacture and customer satisfaction. The flagship products of the companies are sold in global competitive markets.
“Advance Properties” Ltd. and its predecessor companies have been successful in acquiring, restructuring and disposing of various corporate assets during the past 20 years.
The Holding has a commitment to make valuable each of these investments by: organization and business restructuring; disposing of various assets; innovations; strategic investment in the companies’ technological modernization and strengthening of their management skills; maintaining a strict financial discipline.

CEO

HUVEPHARMA EOOD

HUVEPHARMA is a fast-growing global pharmaceutical company with a focus on developing, manufacturing and marketing human and animal health products. These pillars are the basis of our company name, Huvepharma: HUman and VEterinary PHARMAceuticals. Huvepharma places equal emphasis on the creation and marketing of products for animals and for humans. The company also manufactures and markets enzymes for food, feed and industrial applications. Huvepharma is a privately-owned company, headquartered in Sofia, Bulgaria.

Huvepharma's manufacturing subsidiary, Biovet, is headquartered in Peshtera, Bulgaria, and it had four independent manufacturing units at four locations. Its modern fermentation plants provide a high capacity for production of major molecules including purification and downstream processing. The production subsidiary also has extensive R&D, quality assurance and packaged good facilities. The expertise lies in the creation of a close partnership with the customer and in the emphasis the company places on best addressing a customer's total requirements for pharmaceuticals and feed additives. In each of our locations, Huvepharma employs highly skilled individuals with extensive experience in the animal health industry and with knowledge of their local markets and customers.

Huvepharma has offices and subsidiaries in Bulgaria, Belgium, Poland, China, Taiwan, Thailand, USA, Russia, India and Brazil. Huvepharma and its representatives worldwide are responsible for marketing of a wide range of products. This sales and marketing network allows Huvepharma to distribute its products and services to customers worldwide.

CHAIRMAN OF THE SUPERVISORY BOARD

BIOVET PLC

BIOVET PLC is a leading European manufacturer and marketer of medicated and nutritional feed additives, enzymes, bulk active substances and pharmaceuticals for animal productivity and health.

The company offers intermediates, active ingredients and medicines for the human pharmaceuticals industry. Biovet PLC provides enzymes, enzyme complexes and other ingredients for the baking, wine, brewing, detergents, and textiles industries.

The company headquarters is located in the town of Peshtera, Bulgaria, 120 km southeast of the country's capital, Sofia. Most administrative and manufacturing activities are carried out at headquarters. The R&D center is

also located in Peshtera. In addition to Peshtera, Biovet has manufacturing facilities in two other locations in Bulgaria and one in Macedonia. Biovet's second manufacturing facility in Bulgaria is in Botevgrad and it is dedicated to the manufacturing of enzymes. Biovet's third manufacturing location in Bulgaria is in Razgrad. The company acquired Balkanpharma – Razgrad from Actavis (Iceland) in July 2005. Biovet's fourth manufacturing location is in Shtip, Macedonia. This plant was also acquired from Actavis (Iceland).

**MAJOR SHAREHOLDER AND THE CHAIRMAN
THE SUPERVISORY BOARD OF NAVIGATION
MARITIME BULGARE JSC**

Navigation Maritime Bulgare (NAVIBULGAR) is the successor to a shipping company established in 1892. Until August 14, 2008 the company was the biggest State Ship Owning Company with over a century-old tradition and experience in the shipping industry. Presently, being a private company with 70% German - Bulgarian capital, 120 years inheritance and adopting the principles of a private key market player, NAVIBULGAR has an even stronger position in Bulgaria and on the international scene.

NAVIBULGAR has developed and maintained its Safety Environmental Protection and Quality Management System (SEPQM System) according to the requirements of International Management Code for the Safe Operation of Ships and for Pollution Prevention (ISM Code), International Standard for Quality Management System (ISO 9001) and International Standard for Environmental Management System (ISO 14001) as well as its Security Management System (SecMS) - according to the requirements of International Ship and Port Facility Security Code (ISPS Code). The company and its vessels have been audited for compliance with the ISM Code, ISPS Code, ISO 9001 and ISO 14001 by: DNV-GL, Bulgarian Maritime Administration and RINA.

NAVIBULGAR is a member of: The Bulgarian Delegation at the meetings of the International Maritime Organization (IMO) and BIMCO.

2. Ognian DONEV

**CHAIRMAN OF THE MANAGING BOARD
CONFEDERATION OF EMPLOYERS AND
INDUSTRIALISTS IN BULGARIA (KRIB) - 2010-2014
PERIOD**

**PRESIDENT AND CEO
SOPHARMA GROUP**

Sopharma Group is a leading Bulgarian producer, exporter and local distributor of pharmaceutical products with a strong presence in Eastern and South-eastern Europe, offering a wide range of prescription medicines and OTC products.

The Group operates in the following areas: production of pharmaceutical products including medicines, primarily generics, herbal-based substances and food supplements, which is primarily done by Sopharma AD (the Company) and to a lesser extent by its production subsidiaries including Unipharm AD in Bulgaria, OAO Vitamins in Ukraine and Ivanchich and Sons D.O.O. in Serbia; distribution of pharmaceuticals, medical supplies, sanitary materials, vitamins, food supplements and cosmetics, which is mainly performed by Sopharma Trading in Bulgaria and Briz SIA in Latvia; production and distribution of non-pharmaceutical products, primarily medical supplies such as syringes and other disposables used in medicine, which is mainly performed by Momina Krepost AD, and other complementary activities to the production of pharmaceutical products and distribution of pharmaceutical products.

210 innovative medicines of almost all pharmaceutical therapeutic groups are included in the mother company's product portfolio, 25% of which are self developed original herbal medicines.

Sopharma's products are manufactured in 15 modern facilities using innovative technologies based in Bulgaria and abroad, employing almost 4000 people. In the whole group, SOPHARMA provides over 8000 working places. SOPHARMA is a strong regional player and exports its products in countries among which leaders in sales are the CIS countries.

SOPHARMA is a public company whose shares are traded on the Bulgarian Stock Exchange – Sofia and on the Warsaw Stock Exchange. The shares are included in the major indices and with the highest weight in the Index of companies with best Corporate Governance on the BSE-Sofia.

Public recognition of the role of SOPHARMA is evidenced by numerous awards and invitations to a number of initiatives extended to the company's management.

**3. Elina
DRUMEVA**

**MANAGER
ABRITES LTD.**

ABRITES LTD. is an innovative company founded in 2005 whose main goal is to develop diagnostic equipment of

electronic components integrated into cars, trucks, bikes, etc. The equipment functionality of the company is influenced both by the specific requirements of the partners and the rapid development of automotive electronics. The company offers practical solutions for optimizing, standardizing and simplifying of the work process.

The main subject of activity is the development of automotive diagnostics software, as well as the development of interfaces and the production of data reading cables. The business strategy of the company is development in two main streams – adding new diagnostic solutions for the newer car models and expanding the market for it's current products.

Abrites Ltd. is constantly investing in expanding it's activity dealing with automotive diagnostics software. As a prerequisite for that the company has competitive advantage in terms of expertise, technical equipment and innovative potential. Since 2014 Abrites Ltd. is a member of the European Lockmaster Group, community of companies whose quality products are based on innovative ideas and strict control.

The company is continually striving to expand its activities in the field of automotive diagnostic software. Abrites LTD. is defined as a "true leader" according to ICAP Bulgaria. Abrites Ltd. is in top 300 of the most profitable companies for 2013 in Bulgaria. Since 2012 the number of the employees has increased and the company's credit rating has gone up and it has become a leader in the field.

The company has a distribution network in Australia, New Zealand, Great Britain, France, Italy, Spain, Portugal, Greece, Israel, Slovakia, Poland, Russia, Mexico, USA, Brazil and others.

Abrites Ltd. regularly participates in many international exhibitions such as the annual Security Exhibition in Essen, Germany; the exhibition of the European Locksmith Federation in Israel, Poland, Great Britain, Spain and other countries. By using the its products the clients of the company have the opportunity for unified diagnostics and diagnostic procedures that are inaccessible or insufficiently developed by the equipment provided by the automobile manufacturers

Trying to exceed the clients' expectations, Abrites Ltd. plans to develop and maintain their products to be compatible with operating systems such as "Ios", "Linux", "Android", etc. Thanks to the enhanced teamwork, in 2014 Abrites Ltd. opened a training and customer service center in Paris and in June 2015 the company opened a new production building in Sofia.

4. Peter IVANOV

MEMBER OF THE MANAGING BOARD
**CONFEDERATION OF EMPLOYERS AND
INDUSTRIALISTS IN BULGARIA (KRIB)**

CHAIRMAN OF THE MANAGING BOARD
**BULGARIAN ASSOCIATION OF INFORMATION
TECHNOLOGIES (BAIT)**

THE BULGARIAN ASSOCIATION OF INFORMATION TECHNOLOGIES (BAIT) is the biggest, most representative and influential branch organization in the sphere of information and communication technologies in Bulgaria.

Established in 1995, presently 135 member companies and organizations are enlisted in it. The Association includes companies in the trend of hardware, software, system integration, networks, telecommunications, Internet suppliers, etc. A great part of them provide their own solutions, products and services. BAIT companies are getting more and more successfully positioned finding an increasingly welcome presence at foreign markets in all sectors of the information and communication technologies. Bulgarian agencies of leading world manufacturers are among its members, too.

The companies, members of BAIT make for over 69% from the ICT market in Bulgaria. The prevailing part of the most substantial projects from Public Orders contracts in the ICT field are undertaken by BAIT member-companies and the amount of their share income surpasses 80%.

The mission of BAIT is to protect the general interests of its members by actively working for the establishing of information society in this country, for the development of the Bulgarian ICT industry and of the ICT market in general.

PRESIDENT
SOLITRON

Solytron is a well-established distributor of over 30 world famous IT brands. The company is in Top 3 distributors in Bulgaria according to ComputerWorld's Top 100 of the Bulgarian ICT industry and has a double digit growth for fourth consecutive year.

The main goal of the company is to be Value added distributor number 1 in Bulgaria, adapting to market demands and incorporating novelties. As a two tier distributor Solytron approaches the market in an advanced and driven by innovation way. We utilize opportunities and niches, drive changes and work proactively with the stakeholders. We are constantly on the lookout for new opportunities in our fast-moving industry.

BULGARIAN ASSOCIATION OF SOFTWARE COMPANIES - BASSCOM

The Bulgarian Association of Software Companies - BASSCOM was established in 2001. BASSCOM is a non-profit industry association representing more than 70 leading companies developing software products and systems and offering comprehensive IT solutions, and over 100 associated members, among which universities, foundations, venture capital funds, etc.

The software industry is among the few Bulgarian industries with competitiveness worldwide, providing exceptional opportunities for professional development and the development of people working in it. The main objectives of the Association are to promote the Bulgarian software industry, to work for the improvement of the educational system and the introduction of e-government in the country, to participate in creating and implementing policies for effective IT investments for the benefit the entire society. BASSCOM is actively working to popularize Bulgaria as a high-tech destination where software companies develop their own products and services with high added value.

5. Svetoslav GLOSOV

**CHAIRMAN OF THE MANAGING BOARD
BULGARIAN CONSTRUCTION CHAMBER**

The Bulgarian Construction Chamber /BCC/ is a legal person, established on the grounds of the Chamber of Builders Act. BCC is an independent, voluntary professional association and an official representative of Builders in Bulgaria. It comprises over 1900 members in 27 regional offices in the country.

The basic objectives of the Chamber are: identification and transparency of the activities of persons who perform construction works; improvement of construction activities management, increase of the responsibility of builders with regard to the achievement of the essential requirements regarding construction sites and the quality of building structures; protection of the interests of construction service users; enhancing the qualification of its members;

With regard to the execution of its activity, the Chamber shall actively work with the representatives of the legislative and executive authorities, with the commercial agencies of the diplomatic missions, with affiliate non-governmental associations here and abroad. The Chamber is a member of FIEC (European Construction Industry Federation), the Confederation of Employers and Industrialists in Bulgaria (CEIB), the Bulgarian Industrial Association (BIA), and the Bulgarian Chamber of Commerce and Industry (BCCI).

The Bulgarian Construction Chamber is a member of the European Construction Industry Federation /FIEC/ and the European International Constructors /EIC/.

**MANAGER
BIAD-S LTD.**

BIAD-S Ltd. is a construction company founded in 1993 and duly registered with resolution of Sofia City Court under company case 17878 from 1993.

In the course of its almost twenty years of activity, our company has built and carried out construction activities covering over 378 000 m² gross developed area.

The company has at its disposal outstanding engineers and technical personnel with extensive experience in the development of sites in the field of residential, cultural & communal, infrastructural and industrial building. The company employs highly qualified workers from all building specialties.

The activities of BIAD-S Ltd. include development of a number of construction sites, reconstruction and rehabilitation works.

**6. Stoyan
STAVREV**

**MEMBER OF THE MANAGING BOARD
CONFEDERATION OF EMPLOYERS AND
INDUSTRIALISTS IN BULGARIA (KRIB)**

**MANAGER
BULGARIAN CONSULTANCY ORGANIZATION
(BCO)**

Starting in 2007 BCO is currently offering a diverse spectrum of consultancy services: Complete project cycle for managing of funds by European Union, donor programs and Republican budget; exploring financing options for public and private organizations; Regional Development; Integrated plans for urban development; Unit responsible for energy efficiency strategies, environment and urban planning; Agriculture.

Investment Cycle - preparation of technical documentation for a complete investment cycle – design, feasibility studies, technical specifications, construction and supervisory works
Cleantech - smart and intelligent solution services for startup companies and SME.

Innovation, strategic partnerships among different cluster companies that work in the field of clean technologies ITC - Software, hardware, IT security, VPN and other IT related services.

Platform solutions for data storage and integration of distant locations within an organization.

Event management - Complete range of services related to planning and organizing events, trainings and other

Clients of the Company are: Private companies; Public institutions - the Council of Ministers, various ministries and agencies; Public companies like „Bulgarian Ports Infrastructure Company”, National Railroad Infrastructure Company; Municipal administrations – over 50 municipal administrations; Bodies of the judicial system; Universities
Bulgarian Consultancy Organization (BCO) is a member of the Managing Board and the Supervisory Board of the Arbitration Court the Confederation of Employers and Industrialists in Bulgaria (KRIB) and International Chamber of Commerce.