



ПОСОЛСТВО НА КРАЛСТВО БЕЛГИЯ
EMBASSY OF THE KINGDOM OF BELGIUM

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BUSINESS NEWSLETTER
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On the occasion of the meetings between Wallonie-Bruxelles International (WBI) and Bulgaria, there will be a festive bilateral moment at the end of this year, with an exhibit, a concert and a cocktail to which you are all invited. We hope to see you there.

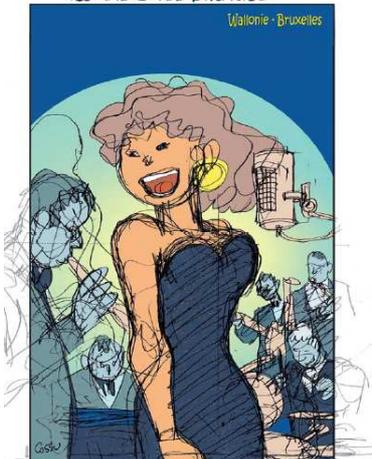
In the business field there were two very impressive realizations over the last month: the opening of Bulgaria Mall, built by contractor Cordeel, and the tender that Cicade won to execute aerial photography for the ministry of Agriculture. The contacts Eric Santkin had in Belgium showed that there is still a great interest from Belgium companies for Bulgaria. We hope many companies will register for the economic mission to Bulgaria and FYROM next spring.

As the end of the year means shopping – and also sharing, we'd like to give you a taste of some initiatives in favor of people who can use your help. Congratulations to the team that very successfully organized the Belgian stand at this year's IWC Charity Bazaar.

I wish you all a Merry Christmas and a happy, healthy and prosperous New Year,

Anick Van Calster

BULLES JAZZ BLUES
QUAND LA BD SWINGUE!



Bulles Jazz Blues: comics, jazz and cocktail

The "Federation Wallonie-Bruxelles" organizes an exhibition "Bulles Jazz Blues: when comic books swing!" in Sofia, in cooperation with the Belgian Comic Strip Museum and the Bulgarian Ministry of Culture. The exhibition is the perfect example of how well Belgian jazz music and comic strips melt into one existing mix of passion, inspiration and creativity. We are pleased to invite you to opening reception of the exhibition, followed by a jazz concert, on Wednesday 19 December at 19h at the Vivacom Art Hall, ul Gurko. Please RSVP by e-mail at sofia@diplobel.fed.be. You will receive an electronic version of the invitation, which you have to show at the entrance.

Exposition produite par
Wallonie-Bruxelles International
avec la collaboration
du Centre Belge de la Bande Dessinée



Bravo for Belgium

The Belgian stand was again a great success at the 2012 IWC Charity Bazaar. Ideally positioned in Hall 3 of Inter Expo Center, the stall worked as a magnet to visitors who like chocolate, waffles and beer (not necessarily in that order). By 17 h, everything was sold and a grand total of 10.500 leva was raised for charitable causes. This remarkable result would not have been possible without the enthusiasm and vending skills of our Belgian volunteers: bravo!



Contacts days in Wallonia -Belgium and Luxembourg

The contact days of our trade representative Eric Santkin in Belgium were very successful (see November newsletter). More than 35 companies and clusters from Wallonia and Luxembourg showed interest for the Bulgarian market.

Among them is a company in the automotive sector: Ecoplast Technology www.ecoplast.be . Ecoplast designs, develops and produces car parts such as spoilers, front skirts, fog light covers, back skirts, sills, diffusers, dashboard consoles, etc... The company

managed to raise their turnover with 35% compared to 2011, mainly in emerging markets. They managed to beat the crisis by being innovative in a niche market for top brands such as Renault-Nissan, Ford, Honda, and Beneteau sailing yachts.

Most interest came from industrial equipment companies, with 9 companies represented. One of them is Lasea www.laser-ea.com, creating amazing applications in the welding of material, the identification of surgical instruments, the cutting of watch escapement mechanisms or surface treatment.

Also the clusters and competitiveness poles of Wallonia were well represented, for example with Mecatech www.polemecatech.be who are looking for an international partnership to be involved in European projects. VAL+ , is a cluster of 60 companies specialized in solid waste treatment for municipalities. One of its members, Projetec www.projetec.be, is a general contractor designing turnkey projects on waste handling and is already active in Albania and Macedonia. End of April 2013 Awex will organize a multisectoral trade mission to Bulgaria and Macedonia, with a focus on solid waste management and waste water treatment. For further details on the companies met during these contact days please contact the Awex Sofia office. sofia@awex.bg tel. 02 9797435



Online guide for buying property in Bulgaria

A great new tool has been developed for people who want to acquaint themselves with the snares and pitfalls of buying and managing property in Bulgaria. The Bulgarian Registry Agency, in cooperation with the ministry of Justice and foreign embassies, has developed a [website](#) with useful general and legal advice on Bulgarian real estate. The information is available in English, Bulgarian and Russian. Buying a house or apartment in Bulgaria is an undertaking that requires the necessary precaution. Many foreign embassies, including the Belgian one, have been confronted with complaints from people in the process of buying a piece of real estate.

Bulgaria Mall is open

Whether you are a shopaholic or just looking for some last Christmas presents: the Bulgaria Mall might be the right place for you. The new shopping venue, built by Cordeel Bulgaria, opened on 30 November with an interesting flash mob performance and a speech by president Plevneliev. The mall offers 33.000 m² leasable area to retailers, a 5600 m² Carrefour hypermarket and more than 1100 parking lots. It is strategically located between the city centre and some of the more affluent Sofia suburbs. An extension with 22.000 m² of office space is under construction. <http://www.bulgariamall.bg/>





Cicade wins tender for aerial photography

The Belgian digital mapping company CICADE won the tender of the Bulgarian Ministry of Agriculture and Food for “updating the color digital orthophotomap of the country in the period 2012-2015”. For its bid, the

company joined forces with its French subsidiary AeroScan and two Bulgarian Companies, GeoCAD and Geophoto Systems. The aim of the photo survey is to help the Bulgarian government to fulfill its obligations under the Land Parcel Identification System (LPIS), which is part of the European Common Agricultural Policy (CAP). Over a period of four years, CICADE will fly over a quarter of the territory of Bulgaria each year (25-30.000 km² annually) and take aerial images with a 40 cm resolution. The flights will be done with a twin-engine Beechcraft King Air equipped with a large-format camera of Optech. The images will be processed, accurately geo-referenced and stitched together to form a mosaic of the whole country, which is called an orthophotomap. Without this survey, the MAF would not meet its obligations towards the European Commission and this could jeopardize the disbursement of European funds to Bulgarian farmers.

Cicade (established in 1985) is an aerial photography and mapping company specializing in oblique photography, orthophotos, photogrammetry and 3D city modeling. It operates mainly in France and the Benelux but is active throughout Europe, the Middle East and North Africa. CICADE is based in Charleroi (Belgium). It is the only independent Walloon company active in the field of aerial photography and photogrammetry.



Awards for Aurubis

The copper production plant Aurubis (formerly Cumerio) received a special prize for its contribution to the development of the Bulgarian industry. The award was received by executive director Nicolas Tréand during the “Mr. and Mrs. Economy

Award 2012”, organised by Standard Newspaper on 28 November in the Bulgarian National History Museum. In the beginning of December, Aurubis also received an Award from the Bulgarian Chamber of Commerce and Industry for its sales performance in the category “TOP 10X6”.

The copper plant in Pirdop was acquired in 1997 by the Belgian Union Minière Group after privatisation by the Bulgarian government. In 2008 it became the property of the Norddeutsche Affinerie AG. Over € 400 million has been invested in the company over the past ten years to modernize production and make eco-efficiency improvements. Aurubis employs over 800 people.

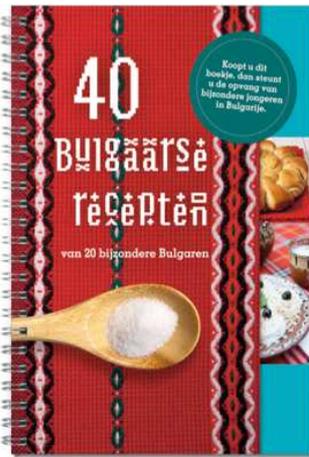


Institut de la Francophonie
pour l'Administration
et la Gestion

IFAG new member of BBL Business Club

The Belgium Bulgaria Luxemburg Business School is happy to welcome the French language management school IFAG as a new member. The Sofia based Institut de la Francophonie pour l'Administration et la Gestion offers three master programs in French: 1. European Public Administration, in cooperation with the University of Liège, 2. Business Administration, in cooperation with the University of Nantes and 3. Social and

Solidarity Economy, in cooperation with the University Lumière Lyon 2. IFAG provides a source of highly qualified francophone young professionals in Bulgaria and is looking forward to working together with the Belgian-Bulgarian business community. More info on the programs can be found [here](#).



Bulgarian cuisine in Dutch language

The Dutch freelance journalist Hellen Kooijman published a Bulgarian cookbook in Dutch. The book contains 40 Bulgarian recipes and portrays 20 residents of a daycare center for disabled people near Troyan. The benefits of the book go entirely to the daycare center and will be used to do repairs and buy materials needed to work with the residents of the center. This could be the perfect gift for your relatives or friends and, by doing so, you support the Christmas spirit for the daycare center as well. For more information on the book and the social project, please check the website: <http://www.bulgaarskookboek.nl/Bulgaars/home.html>



BNP PARIBAS

BNP Paribas Soup kitchen opens its doors

Like every year BNP Paribas has opened its soup kitchens in Sofia and Varna on 1 December. Until the end of March, the soup kitchens will distribute warm meals to 1750 disadvantaged citizens per day. The charitable project is financed by the employees of BNP Paribas, the bank itself and many partners. In a similar vein, BNP this year set up a Food Bank (www.bgfoodbank.org). It collects surplus groceries and other products from food producers and distributors, hotels, restaurants, catering services, etc. and delivers them free of charge to the socially disadvantaged people through distribution points. Picadilly (Delhaize) is one of the many companies that support the project. The Sofia municipality and the Foundation BNP Paribas Bulgaria help with the logistics and the International Womens's Club (IWC) and Sofia Accueil deliver the volunteers. Contact: Krasimira.Antimova@bnpparibas.com, Foundation BNP Paribas Bulgaria, 0888458555



New inscription in the consular register

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