



**ПОСОЛСТВО НА КРАЛСТВО БЕЛГИЯ  
EMBASSY OF THE KINGDOM OF BELGIUM**

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**BUSINESS NEWSLETTER  
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Dear friends,

The highlight of this issue is certainly the business breakfast organized for the Benelux business community with president Plevneliev. It was an opportunity to hear his vision on business and Bulgaria and an opportunity for companies to give their views on doing business here. We are very grateful to the president for giving us this opportunity. The “investor of the year” award Bulgaria Fluorite (Solvay) received, shows the success of Belgian investments.

AWEX has successfully invited representatives of the pharmaceutical sector from the region – and is preparing an economic mission to Skopje and Tirana later this spring. The mission is open for Belgian companies from the three regions. We also draw your attention to other possibilities in the water sector in Albania.

To finish, I'd like you to “save the date” for November 10-22<sup>nd</sup>, when the next Belgian days are scheduled to take place. The program is still under construction, but we already count on your participation.

Best regards,

Anick Van Calster  
Ambassador

**BENELUX-breakfast with the President**



On the 12<sup>th</sup> of February the Belgian and Dutch business communities gathered at the Sofia hotel Balkan for a breakfast meeting with President Plevneliev. In his speech the President shared his vision on the Bulgarian business climate and its major opportunities. He also pointed at some challenges. The President stressed the importance of the BENELUX, being the biggest investor in Bulgaria.

The Belgian companies Cibank and Cordeel and the Dutch companies Hunter Douglas and Belsma Furniture EOOD made a short presentation on their successful investment stories in Bulgaria. The almost 100 business representatives present then had an opportunity to engage in a lively Q&A session.





### Explore FYROM and Albania with Awex

AWEX is organizing an economic mission in Skopje and Tirana from 11<sup>th</sup> to 15<sup>th</sup> May 2014. This mission is multisectoral with a focus on the environmental sector.

- Inscriptions before 11/04/2014 – please contact:  
[c.goffinon@awex.be](mailto:c.goffinon@awex.be)
- More information :
  - o Conditions of participation to the mission
  - o Contact: [c.goffinon@awex.be](mailto:c.goffinon@awex.be)

### Bulgarian buyers in the medical sector came to Wallonia

Last week, AWEX organized for the first time a buyers' invitation in the medical sector in Wallonia, in the city of Liège. This action was organized in collaboration with the « Medical Technology Club » of AGORIA and the international cell of the Walloon Union of Enterprises.



This first edition gathered 36 Walloon enterprises and attracted about 25 buyers, coming from 15 countries of Central and Eastern Europe but also from the Commonwealth of Independent States. From Bulgaria, 2 companies participated: Medimag-MS and Sopharma Trading, active in the distribution of medical devices and drugs. Both met about 15 Walloon enterprises.

#### TRADEFLASH : Albania

On the 20<sup>th</sup> of December 2013 the World Bank Group of Executive Directors approved a loan for the total amount of 62,5 million Euro, destined to the Water Sector Investment Project. This project will improve the quality of water and wastewater services in the Durres water utility service area and improve the financial performance of Durres water utility. On the 11<sup>th</sup> of January a general procurement notice was published.

<http://www.worldbank.org/projects/P102733/water-sector-investment-project?lang=en>

## Bulgaria Fluorite receiving an Investor of the Year Award !

Each year, the Bulgarian Investment Agency (BIA) honours the best investment projects carried out in the country. This year, Solvay's Bulgaria Fluorite operation was awarded the prize "Investor of the Year" in the sphere of chemistry. Mr. Plamen Penev, CEO of the company, received the award from BIA's president. Bulgaria's Prime Minister, as well as many members of his cabinet (Minister of economy and energy, regional development, etc.) were present at the event. The prize was a recognition for Solvay's continuing investment programme in the country.



Bulgaria Fluorite became a part of the Solvay group in 2011 when an underground mine and flotation plant for extraction of calcium fluorite (fluorspar) were acquired in order to develop Solvay's fluorinated products. To date, the mine and plant employ over 100 people. The investment plan foresees to achieve a production of 50 000 t/y in the following years.



The prize is given to companies that have realised effective and sustainable investments, created new jobs and introduced high technological standards.

Solvay Sodi has also been awarded this prestigious prize twice (in 1997 and 2007).