



Business Newsletter 2016/4 — May-June 2016



Dear friends,

The business activity during this spring season is very sustained with the successful trade mission lead by M. Pieter De Crem and the future visit of a delegation of the Walloon Business Federation accompanying companies active in the water sector. Water is one of the most challenging topics of the moment, just like energy. It is not surprising to see many seminars and conferences organized round these themes, with the participation of Belgian companies as they have a lot of expertise in this field. As discussed on several occasions during the VOKA mission, there are many other examples of business opportunities in this region. On the other side, Belgium also proposes investment projects, such as the port of Antwerp. Finally, the European Championship Football is approaching. Many experts designate our Red Devils as one of the challengers of the competition. Join us on 13 June to verify this together.

Best regards,

Anick Van Calster,

Trade mission VOKA lead by M. Pieter De Crem

As mentioned in our previous newsletter, a trade mission organized by the Belgian Federation of Chambers of Commerce, and the Chamber of Commerce of Antwerp-Waasland took place in Bulgaria and the former Yugoslav Republic of Macedonia between 16 and 20 May. The mission was lead in Bulgaria by M. Pieter De Crem, Secretary of State for Foreign Trade. The first day was dedicated to contacts with members of the Bulgarian government (including the Prime Minister) and to a visit to the Belgian construction company Cordeel. M. Jansen, president of the Belgium-Bulgaria-Luxembourg Business Club, and CFRO of Cibank, presented his experiences on the Bulgarian business climate.



The day ended with a networking reception at the residence of our ambassador in the presence of Deputy Prime Minister Mrs. Kuneva and representatives of the Belgian business community and the Bulgarian authorities.



On the second day, the delegation went to Plovdiv where they met the Governor and the Mayor. This gave them the opportunity to discover the charm of the city, but also the business opportunities in the region.

On Wednesday 18th, M. De Crem was invited by Turbo Trucks to make the "first dig" for the construction of the new plant of this company. Turbo Trucks is a subsidiary of the Belgian "Turbo's Hoet" and is exclusive distributor of DAF trucks in Bulgaria and specialized in maintenance of turbochargers for trucks as well. The delegation was received on the same day by the Bulgarian President, M. Plevneliev. Topics of this meeting were doing business in Bulgaria and economic and trade relations between our two countries.

Finally, the delegation travelled to Skopje to discover the former Yugoslav republic of Macedonia and its business environment. The visit started with a business seminar organized by Deputy Prime Minister and Minister of Economy M. Stavreski. Participants to the mission got opportunities for B2B contacts. One of the highlights of the mission was the visit to Van Hool's factory in Skopje. This Belgian company is one of the world leaders in manufacturing busses and employs currently 880 workers in Skopje. A new investment of 17 M€ is planned, which will create 450 new direct jobs in the future.

Fifth Annual Water Conference



“Enabling Substantial Change in the Water Sector : turnaround models for reaching efficiency and service coverage” was the theme of the Fifth Annual Water Conference that took place on 26 May in Sofia . After the official opening by the Minister of Environment and Water and the Minister of Regional Development and Public Works, the audience assisted to the presentation of case studies. M. Patrick Swartenbroeckx, general manager of the Belgian company Hydrosan presented one of these studies under the topic “accelerated achievement of environmental compliance”.

European Mining Business Forum

The fourth consecutive edition of the European Mining Business Forum will be held in Sofia, Bulgaria, at the Hilton Hotel on 13 September 2016 under the aegis of the Minister of Energy H.E. Temenuzhka Petkova. Main themes of the forum are: markets, investments, risk, competitiveness of the raw materials industry, reindustrialization, the role of the mining industry, horizon 2020, opportunities, European Innovation Partnership (EIP), sustainable development, responsible mining industry and best practices. The seminar will also offer networking opportunities. More information is available at the event’s website www.embf.eu



Visit of a delegation of the Walloon Business Federation and Water Companies



A delegation of 6 Walloon companies active in the water sector will come to explore the Bulgarian market from 6 to 8 June : Aquawal, www.aquawal.be, Adam Pumps, www.adampumps.com, CMI Balteau, www.cmigroupe.com/en/p/cmi-balteau, Gesplan, www.gesplan.be, Hydro +, www.hydro-plus.be et Hydrosan, www.hydrosan.be. The program of the mission has been prepared by the office of Awex in Sofia together with the Bulgarian Water Association and the Walloon Business Federation. Further details can be provided by Anne Defourny (sofia@awex-wallonia.com).

New investment opportunities in the Port of Antwerp

The Port of Antwerp decided recently to actively promote two new investment opportunities. The Churchill Industrial Zone is a centrally situated site of almost 88 ha, is easily accessible by road and rail and is located near a major pipeline and dock complex. The Delwaide Development Zone, currently still used as a deep-sea container terminal, covers approx. 173.61 ha and is easily accessible by road and rail. www.portofantwerp.com



Join us to support our Red Devils



Our national football team, the Red Devils, will play its first match on Monday 13 June 2016 at 10pm (Bulgarian time) . We invite you to cheer our Red Devils with us in the bar « Kanaal », bld Madrid 1. Everyone is welcome, and the first glass will be on the embassy.

Just confirm your attendance by e-mail to : sofia@diplobel.fed.be. Hope to see you there.