

ITC by Country Report

Bulgaria

05/12/2014



International
Trade
Centre

Table of Contents

1. Country / Territory Brief

2. People and Economy

2.1 People

2.2 Economy

3. Trade Performance

3.1 General Trade Performance

3.2 Sector Trade Performance

4. Trade Strategy and Policy

4.1 Trade and Development Strategies

4.2 Domestic and Foreign Market Access

4.3 Trade Facilitation

4.4 Business and Regulatory Environment

4.5 Infrastructure

5. ITC and the Country/Territory

5.1 ITC Projects

5.2 Events

5.3 ITC Contacts

6. Trade Information Sources and Contacts

6.1 Trade Information Sources

6.2 Trade Contacts

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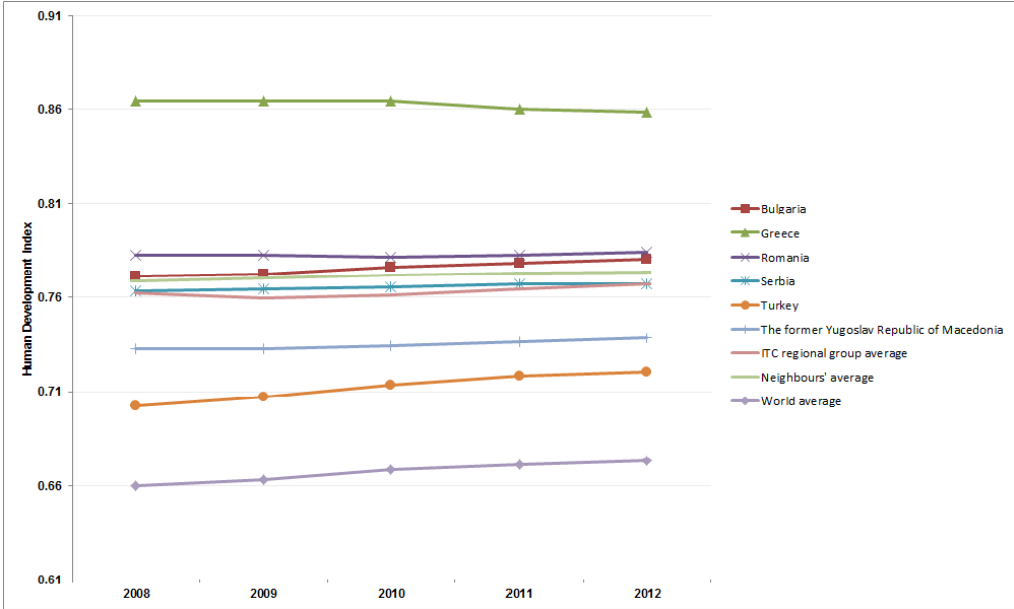
1. Country / Territory Brief



“ITC aims to assist Bulgaria in creating sustainable trade linkages with the developing world by sourcing good quality products from these growing export markets. This page contains trade performance and investment data as well as highly innovative trade flow trends and analysis specially developed by ITC. This country page also makes use of ITC’s LegaCarta tool, which offers a country-specific analysis of the global multi-lateral rules impacting cross-border trade. You can also find information relating to the organizations working in Bulgaria dedicated to assisting Bulgarian importers of goods and services from the developing world as well as those organisations hoping to assist developing-country exporters who wish to sell their product or service in Bulgaria.”

2. People and Economy

2.1 People

Total population (growth rates per annum)	7,623,395 in 2012 with growth rates of -1.1% p.a during 2008-2012
Population density (people per sq. km of land area)	70 in 2012
Female population	51.3% in 2012
Population below 15 years of age	13.5% in 2008 ; 13.3% in 2012
Urban population	71.6% in 2012
Population living below \$1.25 a day at purchasing power parity (PPP)	N.A.
Ranking in the Human Development Index (HDI)	57 out of 186 in 2012
Evolution of the Human Development Index (HDI)	 <p>Source: United Nations Development Programme Human Development Indicators Note: The Human Development Index measures the overall development of a nation and ranges from 0 (low level of development) to 1 (highest level of development). The United Nations Development Programme (http://hdr.undp.org) provides a detailed explanation. ITC Regional group refers to ITC definition</p>
Health	Life expectancy at birth (years) (74); Mortality rate, under-5 (per thousand live births) (12.1) in 2012
Education	Life expectancy at birth (years) (74); Mortality rate, under-5 (per thousand live births) (12.1) in 2012
Income level	GNI per capita in PPP terms (constant 2005 international \$) (11,759) in 2012
Inequality	Inequality-adjusted HDI (rank) (36 out of 191) in 2012
Poverty	N.A.
Gender	Gender inequality index (rank) (111 out of 191) in 2012
Sustainability	N.A.

2.2 Economy

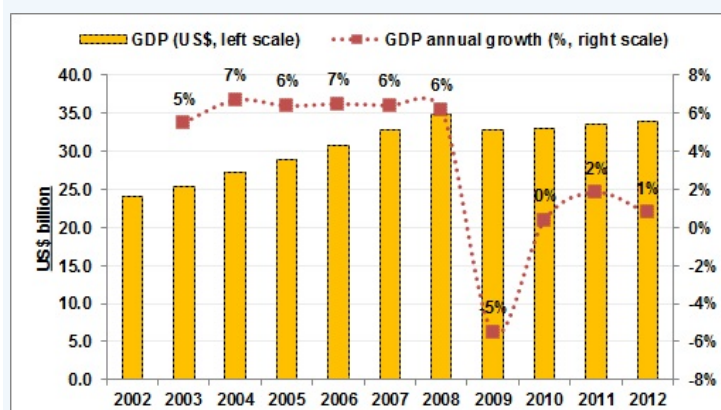
**Added value per sector
(current US\$ and % of GDP)**

Sector added value	2004		2008		2012	
	US \$	%GDP	US \$	%GDP	US \$	%GDP
Agriculture	2,151	10	3,090	7.2	N.A.	N.A.
Industry	5,928	27.6	13,452	31.2	N.A.	N.A.
Manufacturing	3,622	16.8	6,200	14.4	N.A.	N.A.
Services	13,432	62.4	26,635	61.7	N.A.	N.A.

Source: World Bank World Development Indicators (WDI)

Note: Added value is US\$ terms are expressed in million, GDP US\$, and "6,976 to be read 6'976"

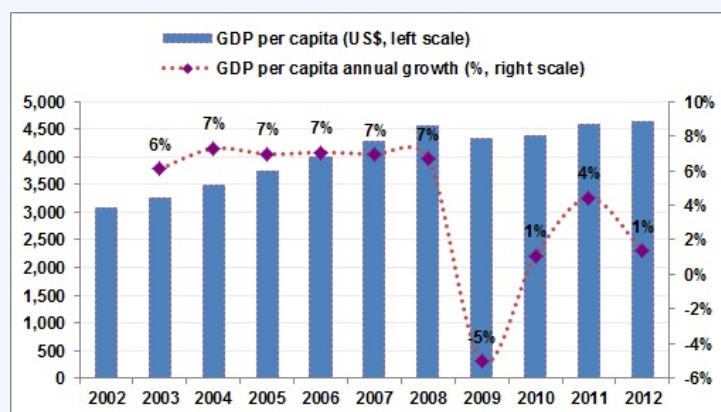
**Evolution of GDP
(constant 2005 US\$)**



Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on the World Bank WDI

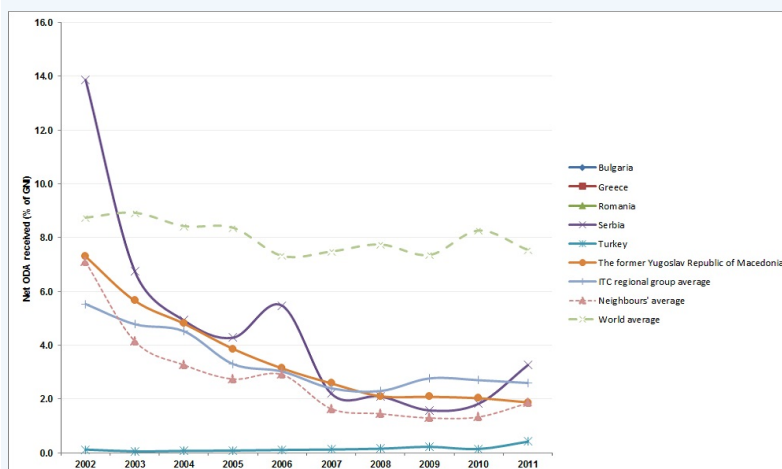
**Evolution of GDP per capita
(constant 2005 US\$)**



Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on the World Bank WDI

Aid Dependency (Official Development Assistance/Gross National Income)



Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on the World Bank WDI. Regional group refers to ITC definition

Remittances as a Share of GDP Remittances as a Share of GDP

	2004	2008	2012
Remittance (\$ millions)	1,723	1,919	N.A.
Remittance (% GDP)	681.4	370.2	N.A.

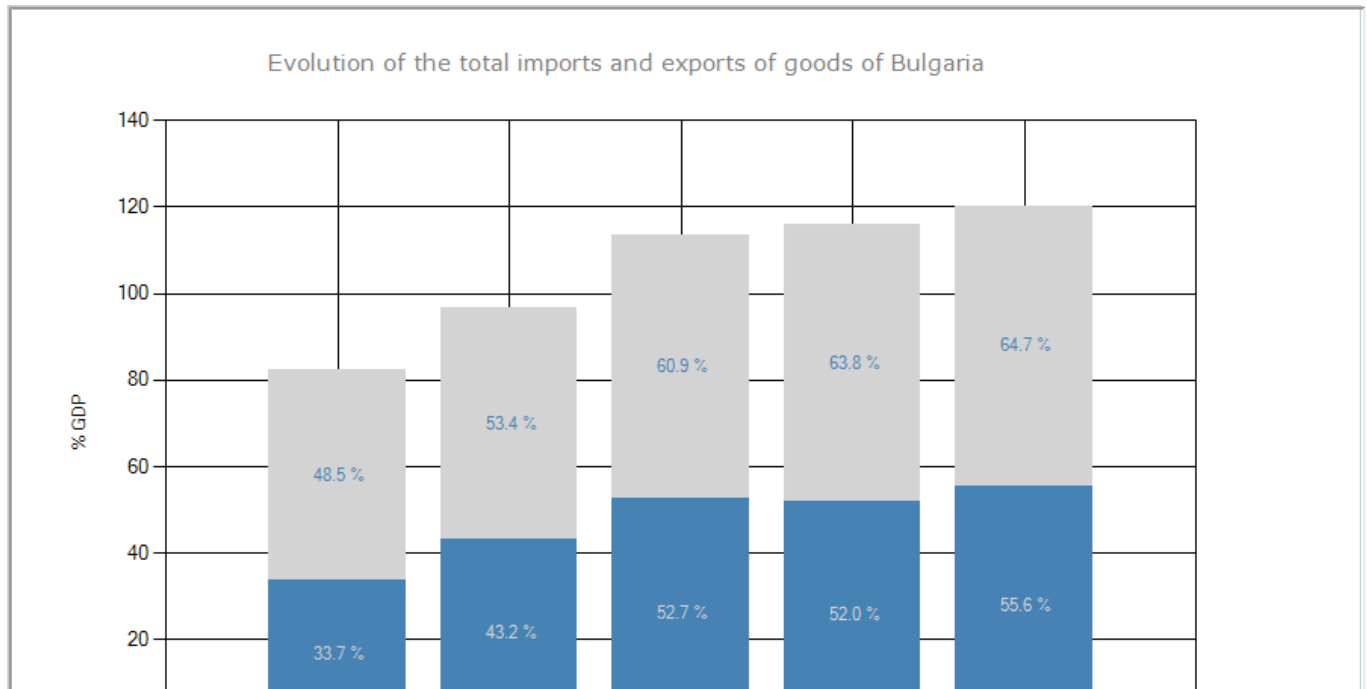
Source: World Bank World Development Indicators (WDI)

Note: ITC calculations based on World Bank WDI, IMF BOP statistics, and "6,976 to be read 6'976"

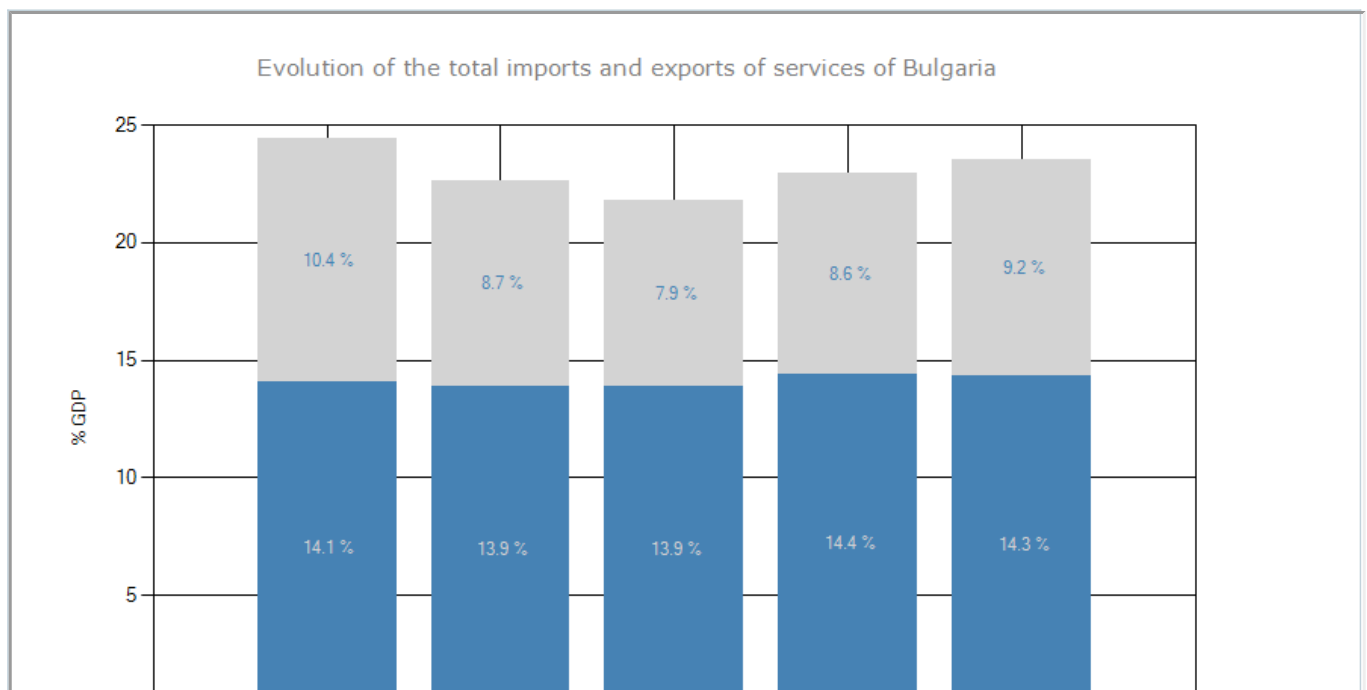
3. Trade Performance

3.1 General Trade Performance

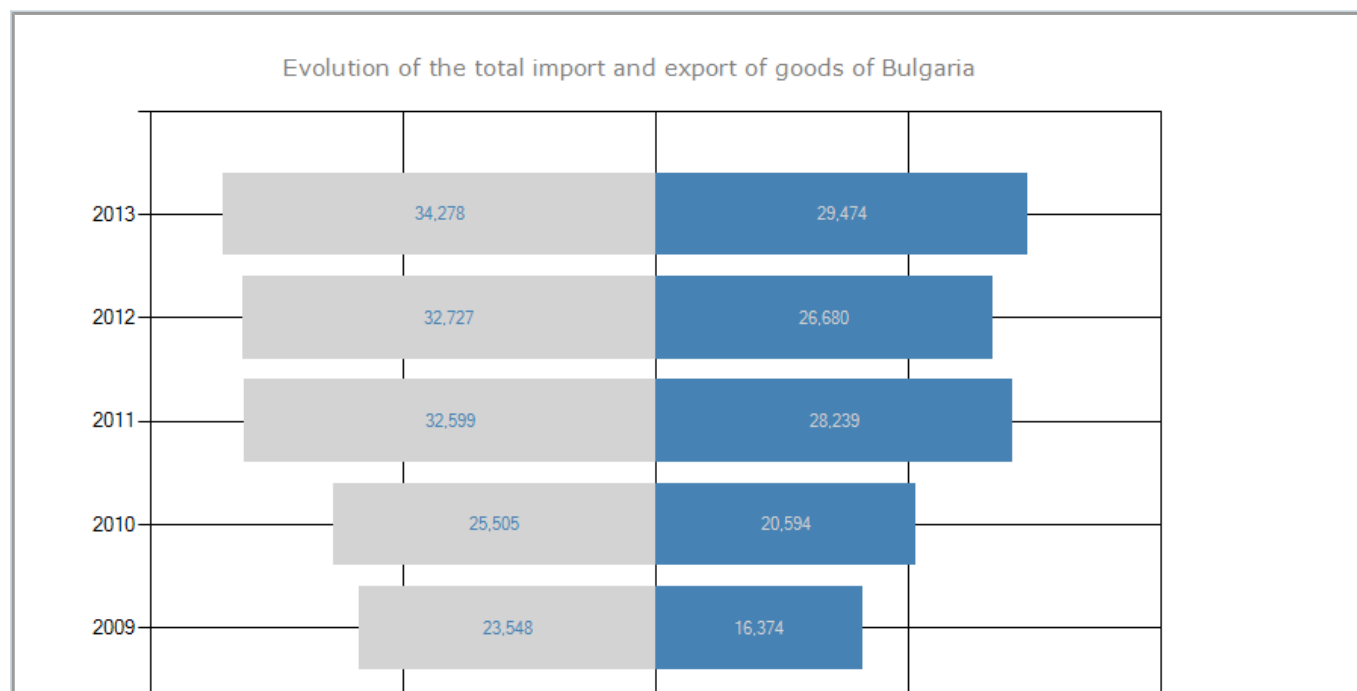
3.1.1 Evolution of Trade Ratio to GDP - Goods



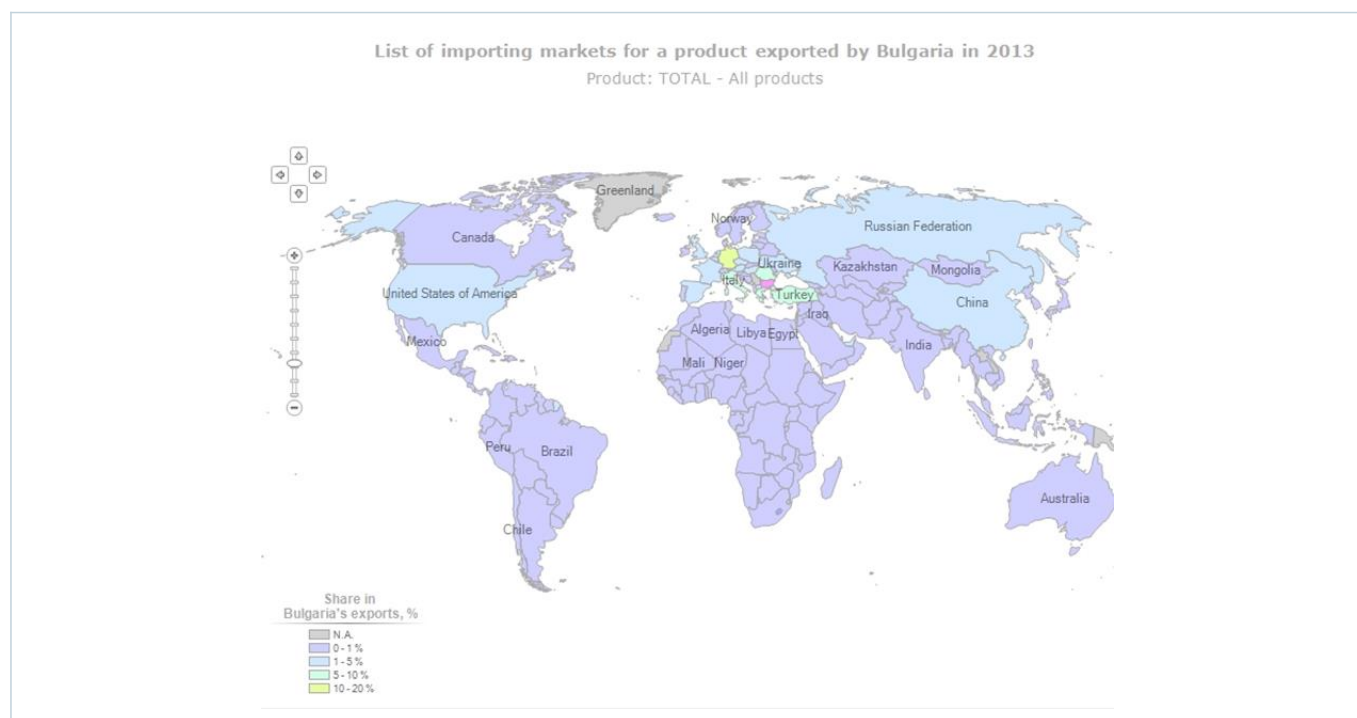
3.1.2 Evolution of Trade Ratio to GDP - Services



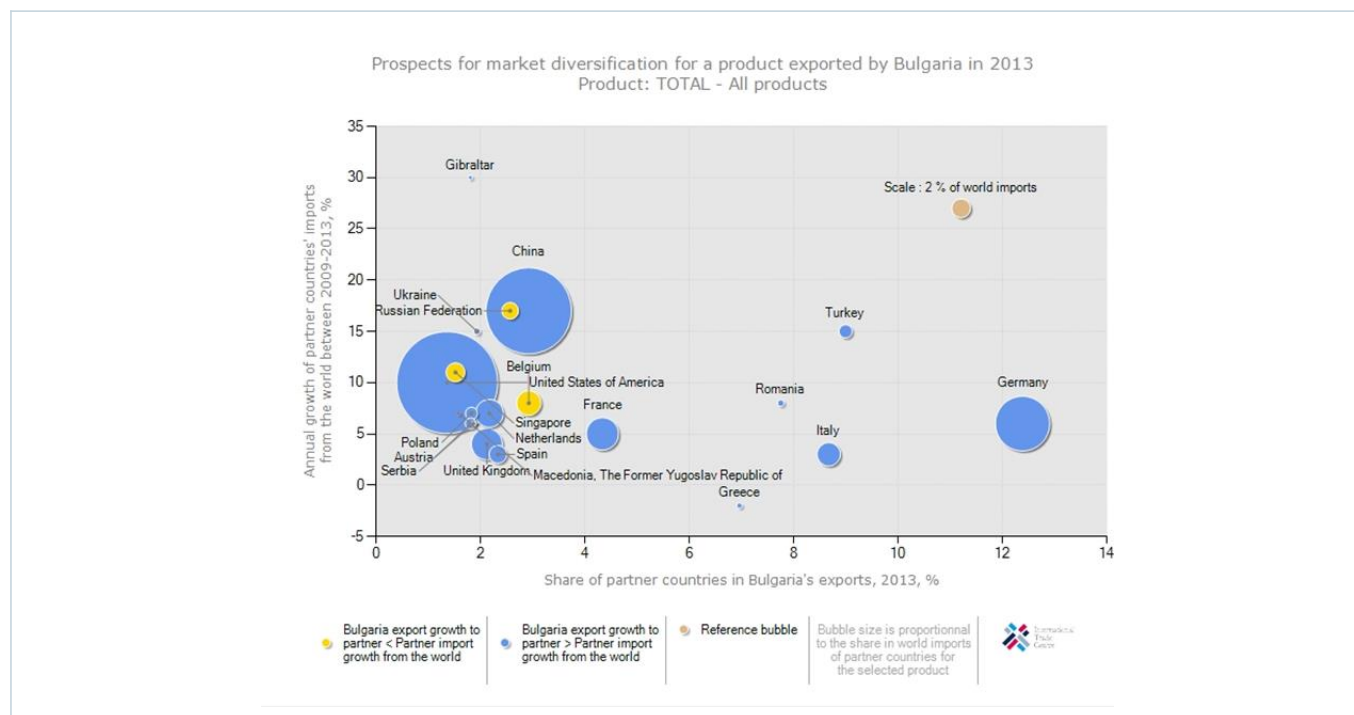
3.1.3 Evolution of Total Trade



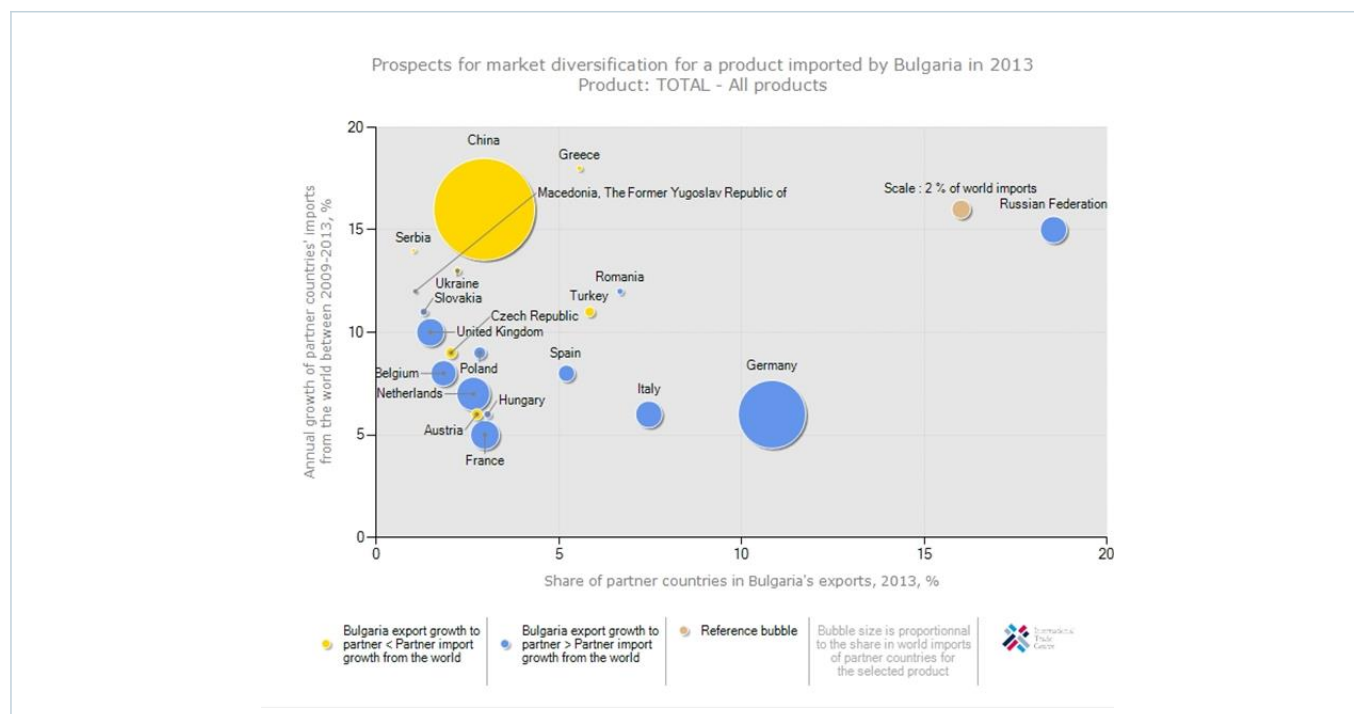
3.1.4 Trade Map



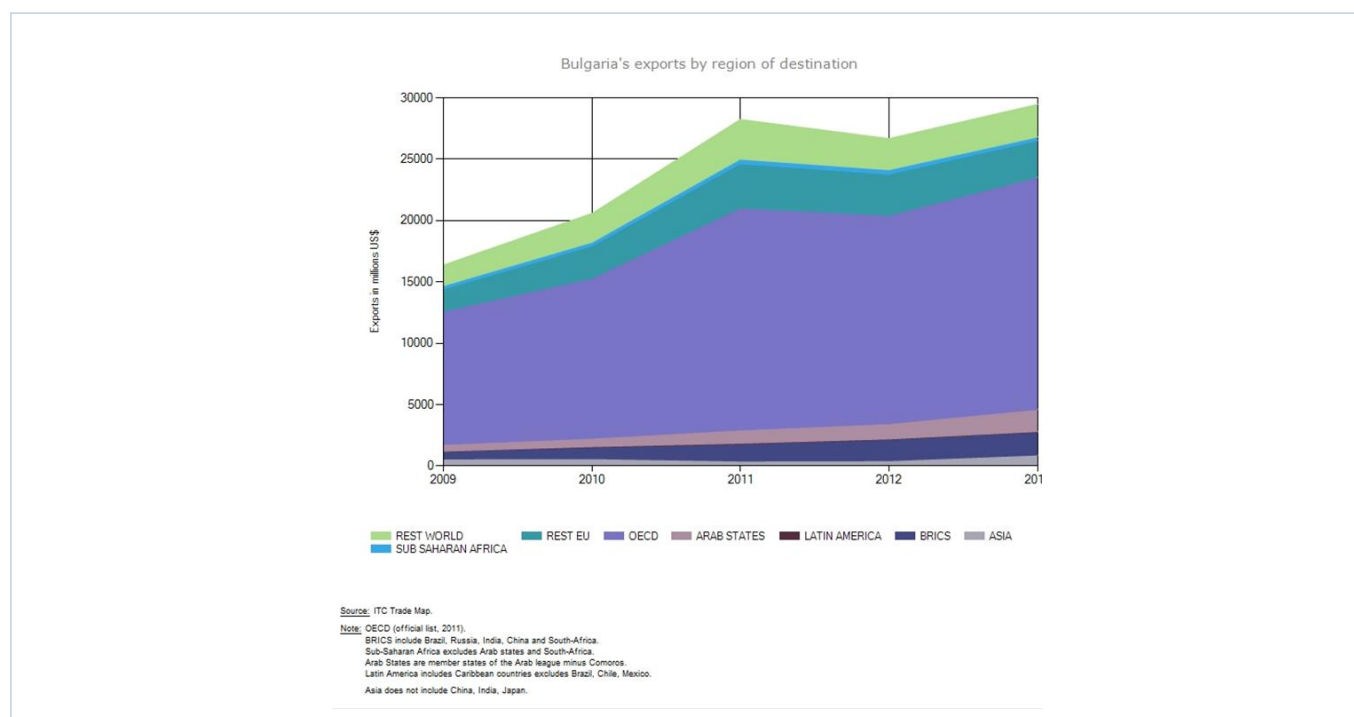
3.1.5 Export and Import by Leading Destination - Export



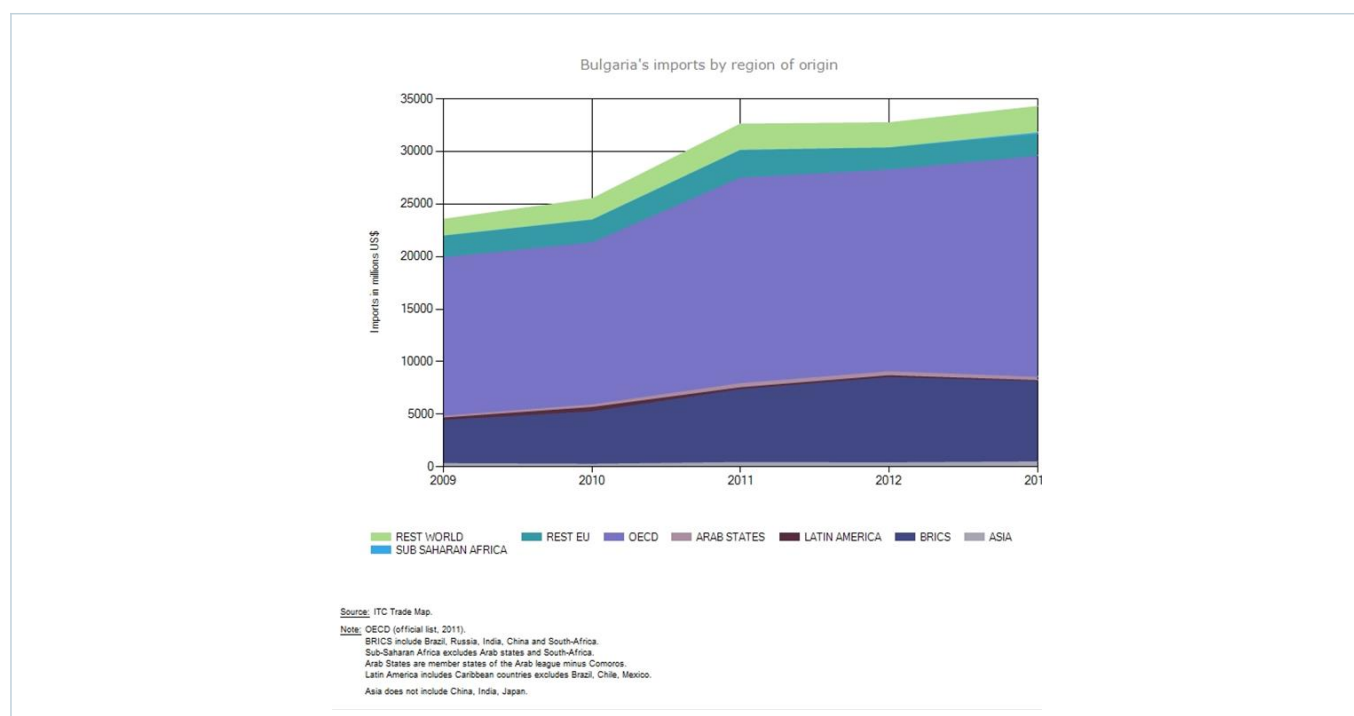
3.1.6 Export and Import by Leading Destination - Import



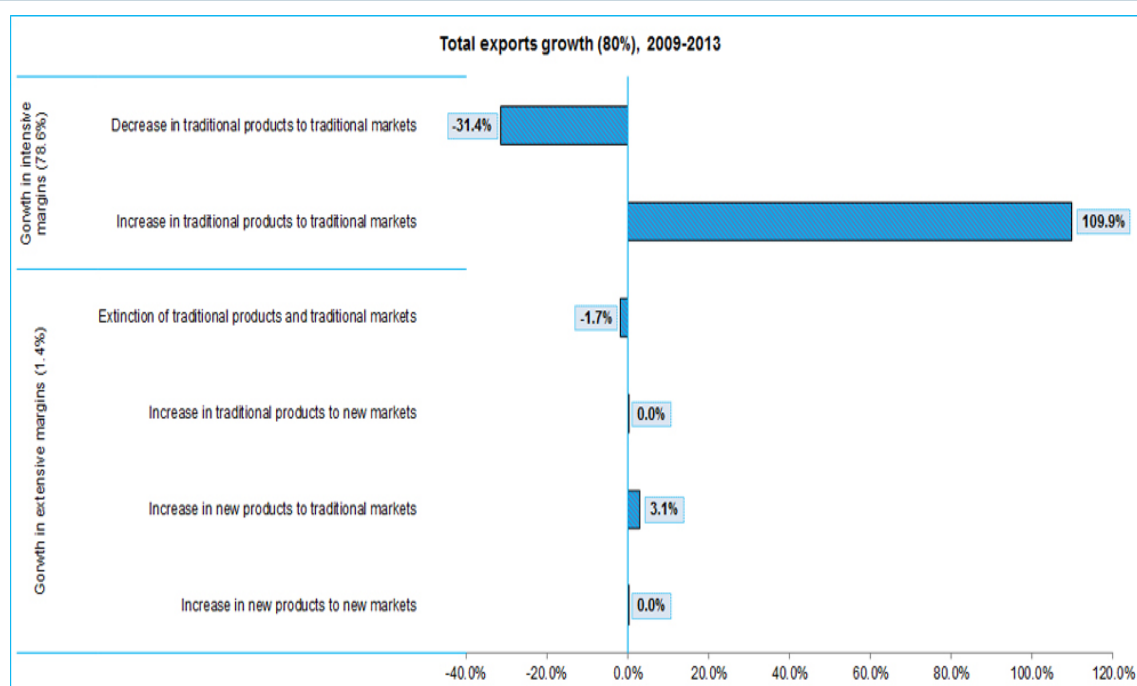
3.1.7 Evolution of Exports and Imports by Destination - Export



3.1.8 Evolution of Exports and Imports by Destination - Import



3.1.9 Total Export Growth



Source: ITC, calculations based on ITC's Trade Competitiveness Map data.

Note: Graph shows decomposition of the country's export growth in value terms by diversification pattern over the indicated period.

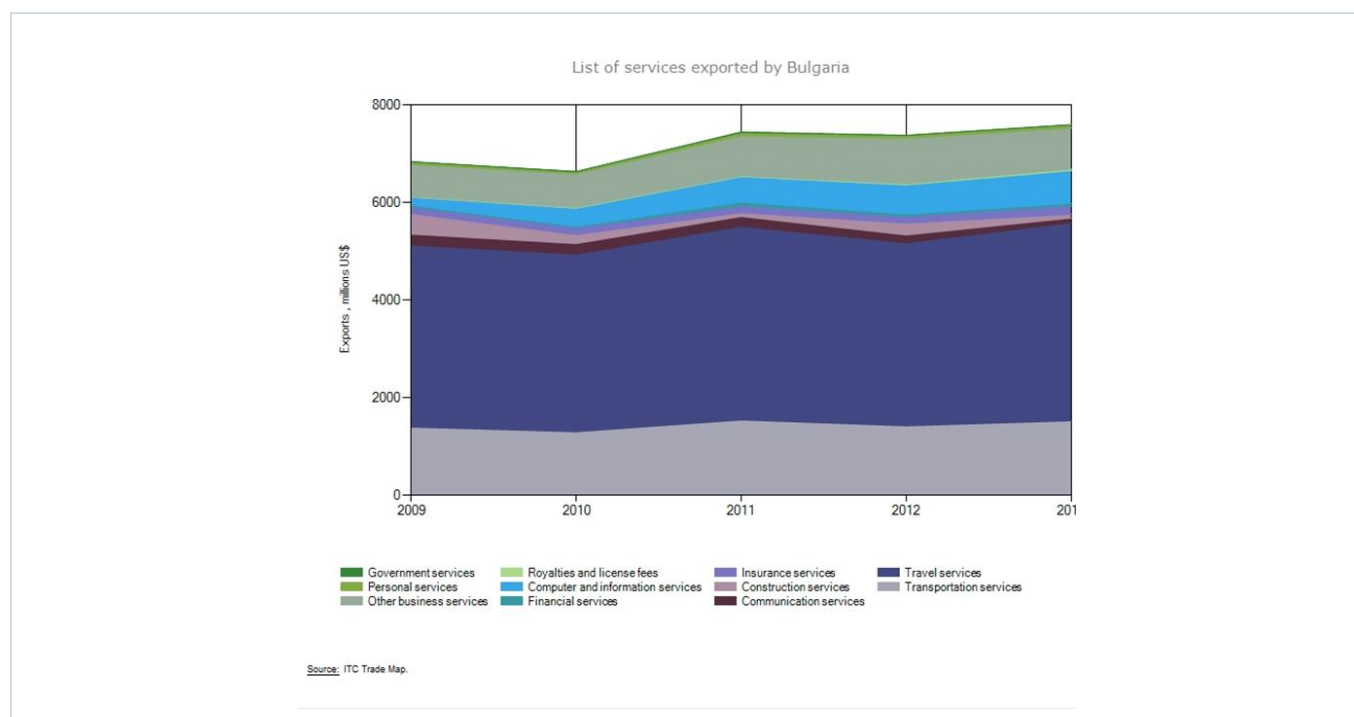
3.1.10 Marginal Export Growth

From 2009 to 2013, the country's total export in value Increased by 80.0%		
Marginal Growth Due to	US\$ change	% change
Growth due to world trade's growth	7,988,570.1	48.8
Growth due to product specialisation	77,446.3	0.5
Growth due to geographic specialisation	-1,498,900.0	-9.2
Growth due to competitiveness	6,532,995.6	39.9
Sum of the marginal growths	13,100,112.0	80.0

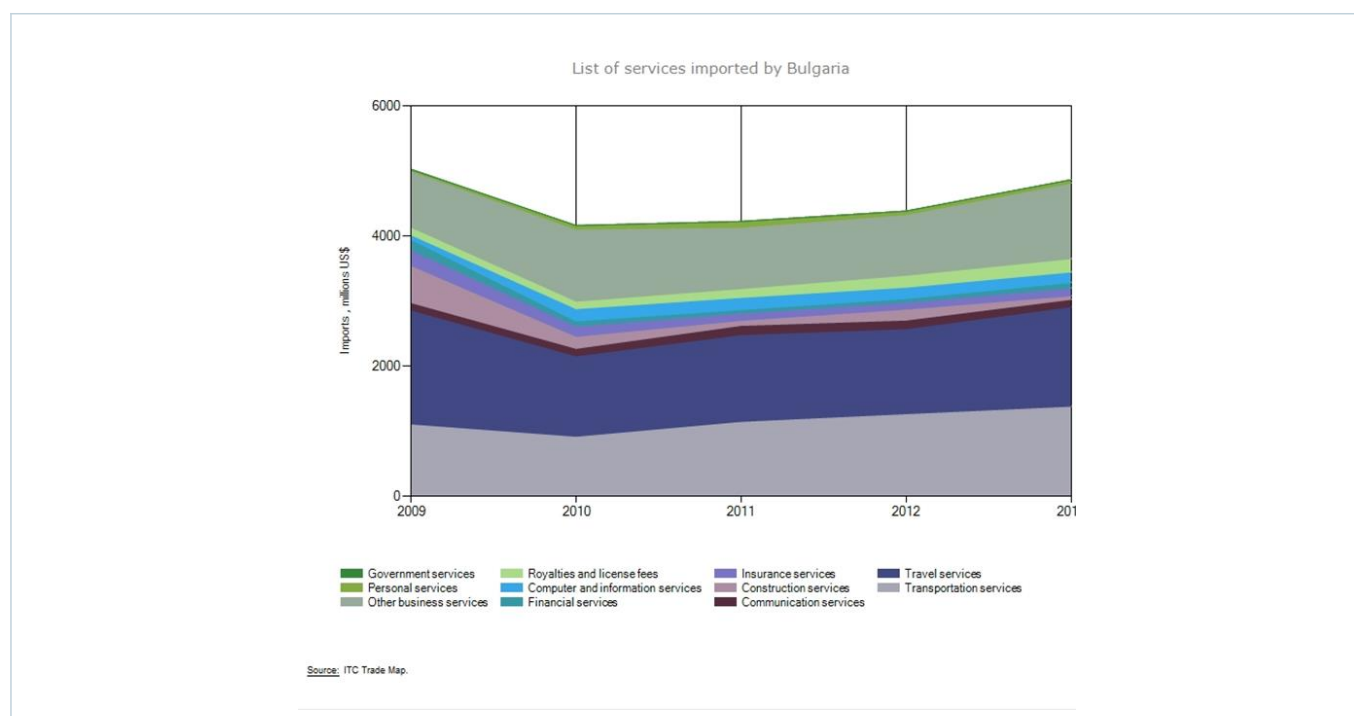
Source: ITC, calculations based on ITC's Trade Competitiveness Map data.

Note: Graph shows decomposition of the country's export growth in value by structural driving effects over the indicated period. Values are in US\$ thousands.

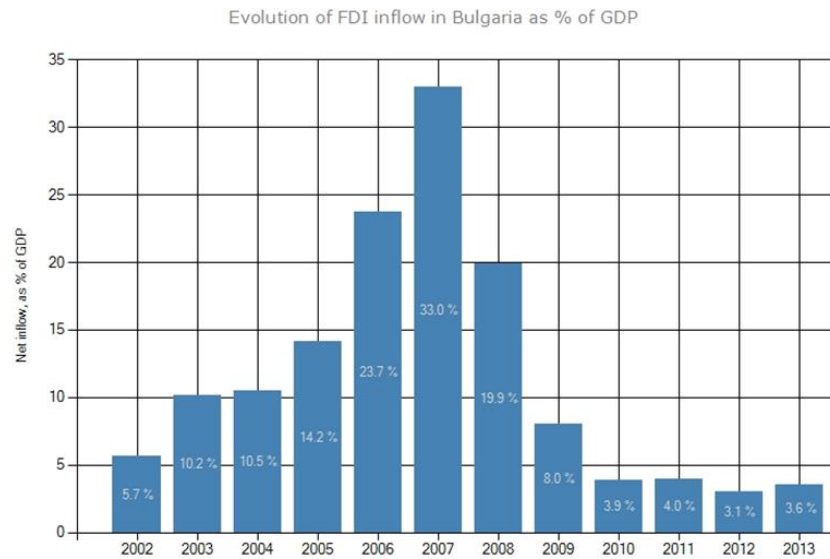
3.1.11 Composition of Trade in Services - Export



3.1.12 Composition of Trade in Services - Import



3.1.13 Evolution of FDI



Source: ITC based on World Bank WDI.

3.2 Sector Trade Performance

4. Trade Strategy and Policy

4.1 Trade and Development Strategies

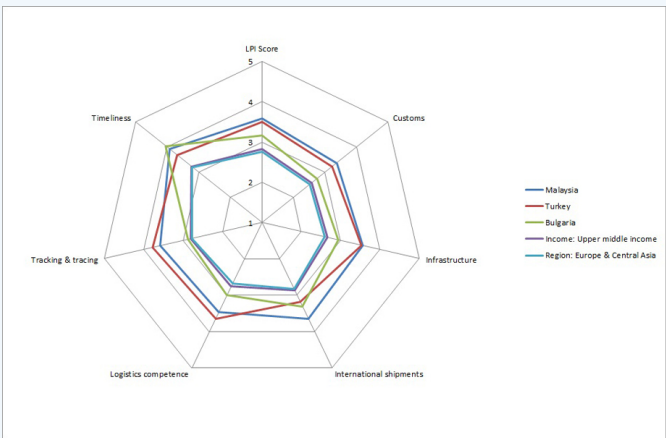
4.2 Domestic and Foreign Market Access

Overview: Trade Policy and Business Environment

INDICATOR, UNITS	RANK/132	SCORE
Domestic Market Access <i>The pillar assesses the level and complexity of a country's tariff protection as a result of its trade policy. This component includes the effective trade-weighted average tariff applied by a country, the share of goods imported duty free and the complexity of the tariff regime, measured through tariff variance, the prevalence of tariff peaks and specific tariffs, and the number of distinct tariffs.</i>	46	4.89
Foreign Market Access <i>The pillar assesses tariff barriers faced by a country's exporters in destination markets. It includes the average tariffs faced by the country as well as the margin of preference in destination markets negotiated through bilateral or regional trade agreements or granted in the form of trade preferences.</i>	97	1.92
Tariff rate (%) <i>This indicator is calculated as a trade-weighted average of all the applied tariff rates, including preferential rates that a country applies to the rest of the world. The weights are the trade patterns of the importing country's reference group (2012 data). An applied tariff is a customs duty that is levied on imports of merchandise goods.</i>	5	0.84
Complexity of tariffs , index 1-7 (best) <i>This indicator is calculated as the average of the following indicators: Tariff dispersion, Specific tariffs and Number of distinct tariffs. See description of each individual indicator for more details. Prior to averaging, values for each indicator were transformed to a 1-7 score, using the min-max method.</i>	110	3.08
Tariffs dispersion (standard deviation) <i>This indicator reflects differences in tariffs across product categories in a country's tariff structure. The variance is calculated across all the tariffs on imported merchandise goods, at the 6-digit level of the Harmonized Schedule.</i>	55	8.36
Tariffs peaks (%) <i>This indicator is the ratio of the number of tariff lines exceeding three times the average domestic tariff (across all products) to the MFN (most-favoured nation) tariff schedule. The tariff schedule is equal to the total number of tariff lines for each country. These tariffs are revised on a yearly basis.</i>	104	10.63
Specific tariffs (%) <i>This indicator is the ratio of the number of Harmonized System (HS) tariff lines, with at least one specific tariff, to the total number of HS tariff lines. A specific tariff is a tariff rate charged on fixed amount per quantity (as opposed to ad valorem)</i>	107	11.01
Number of distinct tariffs <i>This indicator reflects the number of distinct tariff rates applied by a country to its imports across all sectors.</i>	109	1755.00
Share of duty-free imports (%) <i>Share of trade, excluding petroleum, that is imported free of tariff duties, taking into account MFN tariffs and preferential agreements. Tariff data is from 2013 or most recent year available and imports data is from 2012</i>	42	65.38
Tariffs faced (%) <i>This indicator is calculated as the trade-weighted average of the applied tariff rates, including preferential rates that the rest of the world applies to each country. The weights are the trade patterns of the importing country's reference group (2012 data). A tariff is a customs duty that is levied by the destination country on imports of merchandise goods</i>	73	5.47
Index of margin of preference in destination markets, 0-100 (best) <i>This indicator measures the percentage by which particular imports from one country are subject to lower tariffs than the MFN rate. It is calculated as the average of two components: 1) the trade-weighted average difference between the MFN tariff and the most advantageous preferential duty (advantage score), and 2) the ratio of the advantage score to the trade-weighted average MFN tariff level. This allows capturing both the absolute and the relative margin of preference.</i>	96	9.14

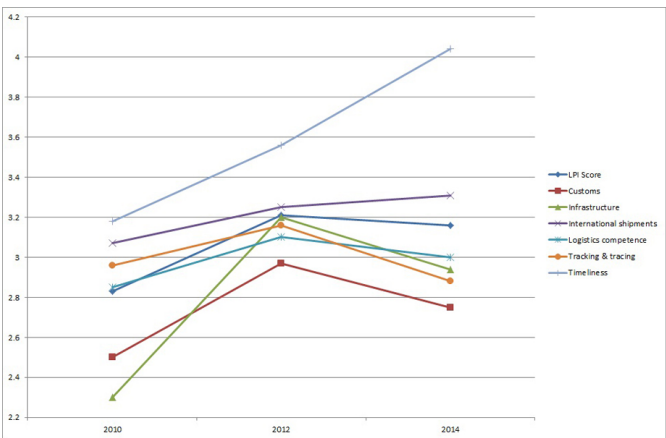
4.3 Trade Facilitation

Logistics Performance Index (LPI): Country Comparison



Source: World Bank, Logistics Performance Index (LPI)

Logistics Performance Index – Evolution



Source: World Bank, Logistics Performance Index (LPI)

4.4 Business and Regulatory Environment

Multilateral Trade Instruments

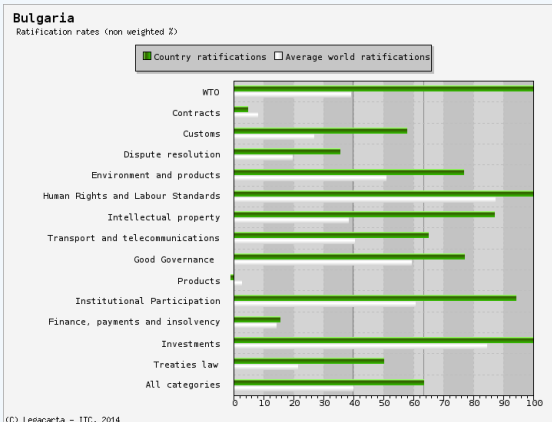
Abstract

The *Trade Treaties Map* tool is a web-based system on multilateral trade treaties and instruments designed to assist trade support institutions (TSIs) and policymakers in optimizing their country's legal framework on international trade

Instrument ratified :	166 / 266 instruments		
Ratification rate :	62.4%		
Weighted score :	75.6/100		
		Ratification Rate Rank	Weighted Score Rank
In World :		19 / 193	19 / 193
In Region :	Europe	19/ 45	19/ 45
In Development level :	Transition economy	5/ 28	5/ 28

Graph

Presents a visual illustration breaking down a country's ratification level according to various categories and compares it to the world average.



Instruments ratified

[Click here for a full list and more details about these multi-lateral trade instruments](#)

4.5 Infrastructure

Indicator	Value	Rank/148
Quality of overall infrastructure <i>How would you assess general infrastructure (e.g., transport, telephony, and energy) in your country? [1 = extremely underdeveloped—among the worst in the world; 7 = extensive and efficient—among the best in the world] 2012–13 weighted average.</i>	4.14	55
Quality of roads <i>How would you assess roads in your country? (1 = extremely underdeveloped; 7 = extensive and efficient by international standards) 2010, 2011.</i>	2.95	103
Quality of railroad infrastructure <i>How would you assess the railroad system in your country? (1 = extremely underdeveloped; 7 = extensive and efficient by international standards) 2010, 2011.</i>	3.05	52
Quality of port infrastructure <i>How would you assess port facilities in your country? (1 = extremely underdeveloped; 7 = well-developed and efficient by international standards). For landlocked countries, this measures the ease of access to port facilities and inland waterways 2010, 2011.</i>	3.92	78
Quality of air transport infrastructure <i>How would you assess passenger air transport infrastructure in your country? (1 = extremely underdeveloped; 7 = extensive and efficient by international standards) 2010, 2011.</i>	4.19	78
Individuals using Internet (%) <i>Internet users are people with access to the worldwide network.</i>	148.13	21
Mobile telephone subscriptions/100 pop <i>According to the World Bank, mobile cellular telephone subscriptions are subscriptions to a public mobile telephone service using cellular technology, which provides access to switched telephone technology. Postpaid and prepaid subscriptions are included. This can also include analogue and digital cellular systems but should not include non-cellular systems. Subscribers to fixed wireless, public mobile data services, or radio paging services are not included.</i>	55.15	52
Fixed broadband Internet subscriptions/100 pop: <i>The International Telecommunication Union considers broadband to be any dedicated connection to the Internet of 256 kilobits per second or faster, in both directions. Broadband subscribers refers to the sum of DSL, cable modem and other broadband (for example, fiber optic, fixed wireless, apartment LANs, satellite connections) subscribers.</i>	17.95	37

5. ITC and the Country/Territory

5.1 ITC Projects

5.1.1 Current projects

No Current Projects Found!

5.1.2 Recent projects

No Recent Projects Found!

5.2 Events

5.2.1 Upcoming events

No data

5.2.2 Recent events

No data

5.3 ITC Contacts

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boutrimova@intracen.org

6. Trade Information Sources and Contacts

6.1 Trade Information Sources

This section provides a list of country specific print and online publications on trade-related topics, including both ITC and external sources.

6.1.1 ITC publications

Bulgaria: A Trading Partner for Developing Countries



Survey of trade opportunities offered by Bulgaria to developing countries. Gives overview of economic conditions; discusses features of Bulgarian foreign trade, trade with developing countries and prospects. Reviews various forms...

[Read more](#)

The High Potential of Health and Beauty Tourism in Bulgaria



Paper presented at ITC Executive Forum : 'Export of Services : Hype or High Potential? Implications for Strategy-Makers' , Montreux, Switzerland, 5-8 October, 2005 - reviews the health and beauty...

[Read more](#)



Paper presented at ITC Executive Forum : 'Export of Services : Hype or High Potential? Implications for Strategy-Makers' , Montreux, Switzerland, 5-8 October, 2005 - focuses on Bulgarias competitive advantage...

[Read more](#)

Best Practice Case Studies in Tourism



Paper presented at ITC Regional Executive Forum : 'Small States in Transition : From Vulnerability to Competitiveness' , Port of Spain, Trinidad and Tobago, 18-21 January 2004 - reports on...

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Bulgarie: un partenaire commercial pour les pays en développement



Etude des débouchés commerciaux offerts par la Bulgarie aux pays en développement. Donne un aperçu général des conditions économiques, des caractéristiques principales du commerce extérieur bulgare, du commerce avec les...

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Estudio de oportunidades comerciales que ofrece Bulgaria a los países en desarrollo. Brinda una panorámica de condiciones económicas; analiza características del comercio exterior de Bulgaria y comercio y perspectivas con...

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Bulgaria : Creating Value : Moving from Comparative to Competitive Advantage



Paper contributed by Bulgaria National Team, presented at ITC Executive Forum : 'Managing Competitive Advantage: The Values of National Strategy', Montreux, Switzerland, 25-28 September, 2002 - locates Bulgaria on the...

[Read more](#)

Bulgaria : Eco-Tourism : A Window to the Future



Paper contributed by Bulgaria National Team, presented at ITC Executive Forum : 'Business for Development : Implications for Export Strategy-Makers', Cancún, Mexico, 6-9 September, 2003 - addresses the development...

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Paper presented at ITC Regional Executive Forum : 'The International Competitiveness of Economies in Transition ; The Untapped Potential : A Challenge for Business and Government' , Sofia, Bulgaria, 12-15...

[Read more](#)

Export : A Challenge to Bulgarian Women Entrepreneurs



Paper presented at ITC Executive Forum : 'Competitiveness through Public-Private Partnership: Successes and Lessons Learned' , Montreux, Switzerland, 26-29 September, 2004 - examines the profile of the Bulgarian women entrepreneurs...

[Read more](#)

Identifying Trade and Economic Partners : The Bulgarian Approach



Paper contributed by Bulgaria Strategy Team, presented at ITC Executive Forum : 'Competitiveness through Public-Private Partnership: Successes and Lessons Learned' , Montreux, Switzerland, 26-29 September, 2004 - assesses Bulgarian competitiveness...

[Read more](#)



Paper contributed by Bulgaria Strategy Team, presented at ITC Executive Forum : 'Competitiveness through Public-Private Partnership: Successes and Lessons Learned' , Montreux, Switzerland, 26-29 September, 2004 - describes the establishment...

[Read more](#)

Bulgaria : Direct or Indirect Export of ICT Services : Two Sides of the (Winning) Coin? : The Seller's Perspective



Paper presented at ITC Executive Forum : 'Export of Services : Hype or High Potential? Implications for Strategy-Makers' , Montreux, Switzerland, 5-8 October, 2005 - highlights factors for international competitiveness...

[Read more](#)

6.1.2 Selected printed information sources

- 2006 Bulgaria: Organic Products
- 2008 - Tait, N The Bulgarian Clothing Industry - One year on from accession
- 2007 - Gligorov, Vladimir Special Issue on Economic Prospects for Central, East and Southeast Europe : Private Consumption and Flourishing Exports Keep the Region on High Growth Track
- 2004 Searching for Innovations in Governance and Public Administration for Poverty Reduction: Concepts, Experiences and Lessons for the Future
- 2001 WTO Accessions and Development Policies
- 2009 Bulgaria Investment Guide 2009 - Business environment and key sectors
- 2010 Bulgaria: Food and Beverages Factsheet
- 2005 Improving Transport and Logistics for Trade : Final Report for the Special Study on the Impact of Transport and Logistics on Trade Competitiveness
- 2002 Towards a Knowledge-Based Economy: Bulgaria
- 2002 - Villeneuve A et al. Mountains and the law - emerging trends
- 2009 Mercado de la marroquinería en Bulgaria
- 1999 OECD Economic Surveys: Bulgaria
- 2005 The Textiles and Clothing Industries in an Enlarged Community and the Outlook in the Candidate States. - Part 1
- 2003 Bulgaria Country Evaluation: Assessment of Development Results
- 2014 Emerging Europe Monitor: South-East Europe
- 2000 - Krastev R; Gray C Evaluating and Enhancing Bulgaria's Competitiveness

- 2007 Bulgaria: Report on EU Accession Impact
- 2001 - Grinspun A ed Choices for the Poor: Lessons from national poverty strategies

6.1.3 Selected online information sources

- Bulgaria. Ministry of Agriculture and Food -Organic Farming
- eufeds
- Southeast Europe Online
- Bulgaria. Bioselena - Foundation for Organic Agriculture
- Balkan Biocert
- Bulgarian Small and Medium Enterprises Promotion Agency (BSMEPA)
- Bulgarian Fashion and Textile Industry Marketplace
- Black, Caspian Seas and Central Asia Silk Association
- Bulgarian Chamber of Commerce and Industry (BCCI)
- Bulgaria. National Statistical Institute (NSI)
- Bulgarian Fashion Portal
- Invest Bulgaria Agency (IBA)
- Bulgarian National Customs Agency

6.2 Trade Contacts

Official Name	Address	City	Phone Number	Fax Number	Email	Website
Business Support Centre for SMEs	14 Kresna Str.	Russe	359 82 821 472	359 82 821 472	bsc@elits.rousse.bg	http://www.bsc.ruse.bg/
Central Cooperative Union	99, G. S. Rakovski Str.	Sofia	359 2 9266700	359 2 9873244	info@ccu-bg.com	http://www.ccu-bg.com/
Craft Chamber of Burgas	Alexandrovskia Str. 7 Et. 3	Burgas	359 56 840 311		rzkbs@abv.bg	http://www.rzkbs.org/
Craft Chamber of Russe	Alexandrovskia 28 Et. 3	Russe	359 82 826 718		rzkrs@abv.bg	http://www.rzk.ruseinfo.net/english/index.html
National Association of Small and Medium Business	14-A Nikolay V. Gogol Str., floor 1, app. 2	Sofia	359 2 9491 42 13	359 2 9491 42 12	nasmb@abv.bg	http://www.nasmb-bg.org/
National Chamber of Skilled Crafts	Bldv. Vitosha 23, et.3, app. 8	Sofia	359 2 9862160	359 2 9863700	nzk@abv.bg	http://www.nzkgb.org/?lang=bg&id_sess=a252c470a5118d18de52db11ef4b18a2
National Union of Worker Producers' Cooperatives in Bulgaria (NUWPC)	11 Dondukov blvd.	Sofia	359 2 987 9700	359 2 987 0320	uniontpk@uniontpk.com	http://www.uniontpk.com/
Association of Accounting Houses in Bulgaria	172 Nishka Str.	Sofia	359 2 952 05 92/8 12 06	359 2 916 67 99/8 12 06	askb@bulmar.com	www.aac-bg.org/
Association of Advertising Agencies	13 Veliko Tarnovo Str.	Sofia	359 2 943 28 13	359 2 943 46 44	ara@arabulgaria.org	www.arabulgaria.org/
Association of Apparel & Textile Producers & Exporters	36, Dagan Tsankov Blvd	Sofia	359 2 969 3161	359 2 969 3181	p_shishkov@bgtextiles.org	www.bgtextiles.org
Association of Reg Dvp Agencies & Business Centres BARDA	4, Vitosha Blvd	Sofia	359 2 983 0342	359 2 983 0341	barda@barda.net	http://www.barda.bg
Branch Chamber of Woodworking and Furniture Industry in Bulgaria	20 Julio Kiuri Str	Sofia	359 2 865 0695	359 2 816 42 80	timberchamber@sinetbg.com	www.bkdmp-bg.org/
Bulgarian Association of Food and Drink Industry (BAFDI)	29, Vladayska Str	Sofia	359 2 971 26 61	359 2 952 09 89	bafdi@mbia-bg.com	www.bafdi.com

Bulgarian Association of Information Technologies (BAIT)	7 Mizia Str.	Sofia	359 2 946 1513	359 2 946 14 51	bait@bait.bg	www.bait.bg/\$
Bulgarian Association on Project Management	39 Dunav str	Sofia	359 2 983 53 24	359 2 983 10 94	bpma@project.bg	www.project.bg
Bulgarian Business Leaders Forum	42, Slavyanska Str.	Sofia	359 2 986 52 02	359 2 986 56 25	office@bblf.bg	www.bblf.bg
Bulgarian Export Insurance Agency	55, Al. Stamboliiski.	Sofia	359 2 923 69 11	359 2 987 06 65	baez@baez-bg.com	www.baez-bg.com/
International Association of Professional and Business Women in Bulgaria	25 Charles Darwin str. bl. 2	Sofia	359887374958	359 2 971 11 94	iapbwb@lycos.com	www.iapbwb.com
InvestBulgaria Agency	31 Aksakov Street	Sofia	359 2 985 5500	359 2 980 1320	iba@investbg.gov.bg	www.investbg.gov.bg
Union of the Processors of Fruits & Vegetables	13, prof. Tzvetan Lazarov Str	Sofia	359 2 978 5456	359 2 978 3314	union@tea.bg	www.canning.bafdi.com
Wine and Producers and Merchants Association	19, Lavele St	Sofia	359 2 987 90 34	359 2 981 05 74	awine@mb.bia-bg.com	www.bia-bg.com/bia/branch/vine_chamb.htm
Women's Alliance for Development Foundation	42 Yanko Sakasov Blvd	Sofia	+359 284 31178	+359 2944 6544	wad@women-bg.org	www.women-bg.org
Business and Professional Women - Bulgaria	jk. Strelbiste bl.96 entr.A, ap.40	Sofia	+359 2 583907	+359 2 52 61 14	bpw_bg@hotmail.com	http://www.bpw-international.org
Balkan Biocert Ltd	Str. Christo Danov Nr. 13	Plovdiv	+359 32 625 888	+359 32 625 818	balkanbiocert@evrocom.net	www.balkanbiocert.com
Bulgaria	floor 1		359 361 66966	359 361 66965	atararov@ariri.org	www.ariri.org
General Directorate for Development of Small and Medium Enterprises, Bulgarian Small and Medium Enterprises Promotion Agency	1		359 2 / 9329 267	359 2 9329 264	v.minev@sme.gov.bg	www.sme.gov.bg
Bulgarian Association of Software Companies	51 Chemi Vrah Blvd., fl. 6	Sofia	359 2 962 41 56	359 2 862 11 94	chairman@basscom.org	www.basscom.org
Bulgarian Chamber of Commerce and Industry	9 Iskar Str	SOFIA	3592 9872631	3592 9873209	bcci@bisi.bg	www.bccibg
Bulgarian Industrial Association	16-20, Alabin Street	Sofia	+359 2 932 09 11	+359 2 9872604	office@bia-bg.com	http://www.bia-bg.com
Bulgarian Small and Medium Enterprises Promotion Agency	2-4 Lege Street	Sofia	+359 2 940 7940	+359 2 940 7993	office@sme.gov.bg	http://www.sme.gov.bg/en/

Varna Chamber of Commerce and Industry	135, Primorski Blvd	Varna	+359 52 612173	+359 52 612146	office@vcci.bg	http://www.vcci.bg
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