

**Bulgaria - Azerbaijan**  
**trading and investment partners**

**20 May 2020**

# Agenda

## **- Official opening**

Mr. Tsvetan Simeonov, President of the Bulgarian CCI

H.E. Nargiz Gurbanova, Ambassador of Azerbaijan to Sofia

## **- Presentation of the trade and economic relations between Bulgaria and Azerbaijan**

Mrs. Gabriela Dimitrova, Director International relations and international organizations, BCCI

## **- Presentation of the Economic and Investment climate of Azerbaijan**

Mr. Zohrab Gadirov - Director of Investment Promotion Department, Azerbaijan Export and Investment Promotion Foundation, AZPROMO

## **- Presentation of Agricultural Trade Company from Azerbaijan**

Mrs. Leyla Mammadova - The member of the board of directors, "Agro Procurement and Supply" OJSC

## **- Presentation of Bulgarian bio producers**

Mrs. Daniela Radeva, International Sales and Marketing, BONONIA ESTATE LTD.

Mr. Blagoy Rusev, ORBELUS Organic Winery

Mrs. Militza Zikatanova, Vila Melnik Winery

## **Q & A session**



# The Bulgarian Chamber of Commerce and Industry

**125 years reliable partner  
and source of information  
for entrepreneurs**



A powerful  
and balanced  
voice for business



# Embassy of the Republic of Azerbaijan in the Republic of Bulgaria



H.E. Nargiz Gurbanova

Ambassador of the Republic of Azerbaijan to  
the Republic of Bulgaria

## BCCI in turbulent times

- Active 28 Regional Chambers of Commerce and Industry
- Servicing companies on-line and in the Chamber offices
- Security measures for staff and visitors
- Constant dialogue with the Government for reducing the negative impact of COVID-19 on economy
- Most of the proposed measures are taken into consideration on national and European level
- Priority – guaranteed movement of goods and raw materials along the trans European corridors and maintaining the import/export activities
- Regular update of the measures proposed after consultations with regional, sector organizations as well as European and international partners



# Force-Majeure Certificates

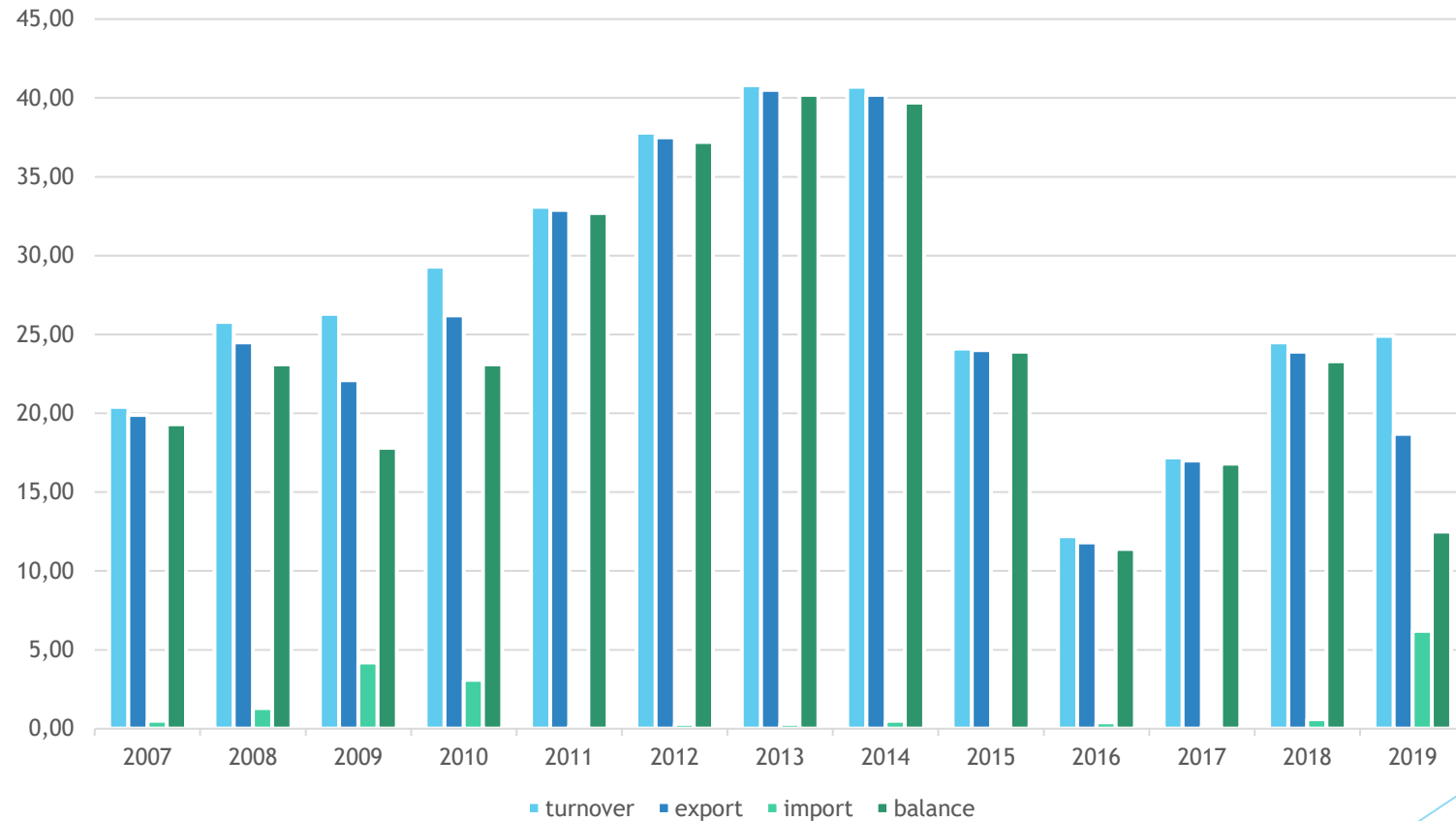
- ▶ In accordance with the international practice and in the capacity of an independent organization - member of ICC, Eurochambres and other international organizations and institutions, the Bulgarian Chamber of Commerce and Industry issues Force-Majeure Certificates.
- ▶ The Force-Majeure Certificate is a document for relieving of responsibility for failure to perform one's obligations or delay in the performance of obligations under a transaction caused by some unpredictable circumstance.
- ▶ Unpredictable (force majeure) circumstance is an unforeseen and irresistible event of emergency nature arisen after the conclusion of the contract, thus impeding its execution.

# BG BARCODE



- ▶ On-line platform
- ▶ Manufacturers and brand owners from various sectors upload information about their products
- ▶ the information is comprehensive
- ▶ the attributes are in compliance with the requirement of Regulation 1169/2011
- ▶ Any type of product with a barcode starting with 380 can be included in the platform
- ▶ The information is useful for consumers, trade partners, retailers, online platforms, regulators, etc.

# Turnover Bulgaria - Azerbaijan



mln. USD



# Import – Export 2019

## Export from Bulgaria to Azerbaijan

- ▶ Pharmaceuticals
- ▶ Tobacco products
- ▶ Textile products
- ▶ Machines and temperature appliances

## Traditions in the export of:

- ▶ Confectionary
- ▶ Food products
- ▶ Beauty products
- ▶ Transport vehicles
- ▶ Construction vehicles

## ▶ Import from Azerbaijan to Bulgaria

- ▶ Fertilizers
- ▶ Essential oils
- ▶ Raw tobacco
- ▶ Vegetables - onion, garlic etc.

## Traditions in the import of:

- ▶ Packaging
- ▶ Machines for tobacco processing
- ▶ Food products

# Potential for export development from Bulgaria

- ▶ Food products
- ▶ Machines and equipment for the food industry
- ▶ Wine and spirits
- ▶ Medical products
- ▶ Clothing and shoes
- ▶ Furniture
- ▶ Construction materials
- ▶ Electrical and electronic devices
- ▶ Lifting devices, machines etc.

## Other sectors of interest

- ▶ **Infrastructure - building and construction**
- ▶ **Agriculture**
- ▶ **Food processing**
- ▶ **ITC**
- ▶ **Petrol and gas industry**
- ▶ **Energy**
- ▶ **Tourism**



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**Q & A session**





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