8th OPEN AIR BALKANS INTERNATIONAL WINE & FOOD FESTIVAL 5-9 June SOFIA 2019

WHY THE BALKANS?

The BALKANS can be proud of the most ancient wine history in the world

BECAUSE



- The BALKANS' local grape varieties are at least as rich as rich is the spirit of the people
- With nearly 1.8 million tons wine production per year, the BALKANS rank 5th in the world, right after the largest wine producing countries Italy, France, Spain and USA
- For the last decade the BALKANS made enormous progress in the quality of their wines and can state their claims as a key player on the world wine map



THE BALKANS INTERNATIONAL WINE COMPETITION

8th edition SOFIA 5-9 June 2019 BALKAN WINE FESTIVAL



EACH YEAR MORE THAN 5000 ATTENDEES AND GUESTS OF BIWC



Guests from different sectors of the economy, including winemakers, producers of foods and beverages, supermarket chains, hotel and restaurant managers, representatives of electronic and printed media, banks, automobile dealers, insurance companies, the industry sector, public institutions, winelovers from Bulgaria and abroad, many importers and traders from USA, China, Japan, Scandinavia, Germany, Belgium, The Netherlands, etc.

The BEST Forum for promoting the Balkan wines NEW VENUE



- The 8th edition of BIWC 2019 will be held in as an ONEN AIR FESTIVAL outside NDK, the heart of Bulgarian capital Sofia, a natural center of the Balkan Peninsula and it aims to focus the attention of the world wine community to this interesting and unique wine region
- Participants more than
 800 wineries so far from all
 the Balkan countries



THE BEGINNING

...2012



- 400 wines from 9 countries and 90 wineries competed in the five categories: sparkling, dry white, dry rose, dry red and dessert
- 4 MW in the jury The international panel of judges under the chairmanship of Konstantinos Lazarakis MW, Caroline Gilby MW from the UK, Christy Canterbury MW from the US, Paul Liversedge MW from the UK
- 50 wineries for BIWC 2012 Festival
- We have successfully communicated our BIWC 2012 Competition results, created a Catalogue with relevant information distributed to 15 000 importers and traders and over 300 world wine media

BIWC OVERVIEW

FROM 2012 UNTIL 2018

- BIWC is 2 in 1 platform Balkan Wine Competition and Balkan Wine Festival
- More than 3600 wines from 11 countries evaluated
- More than 900 wineries for the all 7 editions of the Competition
- 26 Masters of Wine /the highest title in the wine business only 380 MW worldwide/ have been participated in the BIWC judging panels
- 300 wineries have been participated in the 6 editions of the BALKAN WINE FESTIVAL
- Communication to 15 000 importers and traders and over 100 world media
- Over 50 National media TV, newspapers, magazines, blogs, social media

BIWC 2019

FORECAST

FORECAST



- More than 900+ wines for the Competition from 10 countries and 200 wineries
- 5 MW and in the jury The international panel of judges under the chairmanship of Konstantinos Lazarakis MW. Many top wine specialist will evaluate the Balkan Wines
- 80 wineries expected for the BALKAN WINE FESTIVAL from 10 countries Bulgaria, Serbia, Greece, Macedonia, Croatia, Albania, Romania, Slovenia, Moldova, Montenegro

BIWC GRAND TROPHY

- The Grand Trophy of the Balkans International Wine Competition 2019
- The best wine from the all Trophy winners



THE BALKANS
INTERNATIONAL
WINE
COMPETITION &
FESTIVAL 2019 will
gather the world wine
elite, to see, to taste
and the discover the
richness, the diversity
and the potential of
the Balkan wines

THE BALKANS
INTERNATIONAL
WINE
COMPETITION &
FESTIVAL 2019 is
the MOST important
step toward
promoting the Balkan
wines in the world



Chairman – Konstantinos Lazarakis MW,

the first Master of Wine in the Balkans

Konstantinos Lazarakis works as an Imports Manager and Wine Buyer in AIOLOS Itd and the Managing Director of Wine and Spirits Professional Consultants that run WSET courses in Greece and Cyprus.

In the last two years he has been involved in wine writing and wine journalism and now writes for four Greek publications as well as having 'Wines of Greece' published as a part of the Mitchell Beazley Classic Wine Library in Sept. 2005. In addition, he consults for wine producers, hotels and restaurants.



Galina Niforou Director BIWC

Galina Niforou, Wine MBA has an engineer degree in Wine and Spirits Technology from the University of Food Technology, Plovdiv and she has specialized in Wine Marketing & Management MBA at INSEEC, Bordeaux, France.

During the 20 years in the wine industry in Bulgaria and abroad she has established herself as a specialist who successfully develops business strategies and creates brands of international significance.

She is the chairwoman of the Bulgarian Wine Export Association



WORLD
RENOWN
NAMES IN
THE
BIWC JURY



BIWC JURY



Christy Canterbery MW USA



Julia Harding MW United Kingdom



Caroline Gilby MW United Kingdom

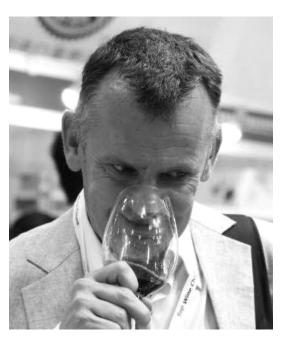
BIWC JURY



Paul Liversedge MW UK



Kenichi Ohashi MW Japan



Rod Smith MW France/ UK

Santa Sarah, Bin 40 Merlot, Bulgaria



Chateau Kamnik, Merlot 2008 Macedonia



Monemvasia winery, Malvazia 2010, Greece



Kremen Kamen Cabernet Sauvignon 2012, Matalj winery, Serbia

Edoardo Miroglio Sparkling Special Selection 2005, Bulgaria



Vinsanto 2006, Domaine Sigalas, Greece



Rumelia Mavrud Reserve 2013, Bulgaria



Anca – Maria Rose 2017, Domeniile Vladoi, Romania



HIGHLIGHTS











BIWC will be a partner to the world movement

#winelover-s against cancer



We believe in United Balkans!

See you in **Sofia**5-9 June for the **8th edition** of BIWC 2019
www.balkanswine.eu









Thanks

For contact:

Galina Niforou, BIWC Director

Mail: niforou@balkanswine.eu

Phone: +359 885 731 331

Address: 19, D. Hatzikotsev str., Sofia 1421

Bulgaria