

WASTE MANAGEMENT – THE SWEDISH MODEL BUSINESS OPPORTUNITIES IN BULGARIA

June 8th – June 9th in Sofia

Environmental issues are highly prioritized in the worldwide agenda and are also a top priority for the Bulgarian government. At the moment the country is trying to implement the EU standards. During 2007-2013 Bulgaria will receive EUR 1.55 billion in EU funding for the environmental sector, of which EUR 375 million will go directly for the improvement and the development of waste treatment infrastructure. The country is in a major need of improvements for waste management and recycling solutions. However the Bulgarian market needs inspiration, know-how and solutions which Swedish companies are in possess of!

The environmental quality in certain areas in Bulgaria is considerably below EU standards, mainly due to the long-term under-investments in the waste infrastructure.

Bulgaria produces almost 3.6 million tons of residential and commercial urban waste annually. This is equivalent to 474 kilo per person. The South-Western region produces 26% of the country's waste (45% of that waste comes from Sofia), South-Central Bulgaria produces 20% and North-Eastern produces 14%. The organized garbage collection in cities covers almost 100% of the population, but in rural areas the rate is under 40%.

Land filling is the only method for treatment of municipal waste and a basic method for all other types of waste. In 2008 3.4 million tons of waste (94%) was disposed in landfill sites and only a small portion is being recycled. The majority of the landfills in the country do not comply with environmental standards.

THE COUNTRY TARGETS ARE:

- Decrease waste with 50% by 2020 in line with the goals set by EU
- Recycle at least 17% of all waste by 2010. This should increase to 33% by 2013
- Bulgaria had to build 55 regional depots by 2009 but only 27 have been built so far. 28 more are to be built

The objective of this seminar is to create awareness among Bulgarian administration and industry about the Swedish competence and know how, to promote the Swedish products and solutions and to create concrete business opportunities. The seminar also serves the purpose to give Swedish companies an opportunity to meet and present their company to important decision makers and potential business partners in Bulgaria such as:

- Local authorities at different levels
- Relevant associations and technical chambers
- Technical consultants
- Bulgarian waste management and recycling companies involved in ongoing and planned projects
- Civil engineers
- Plus other relevant companies

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TIME: Tuesday, June 8th – Wednesday, June 9th, 2010

Wednesday, Individual arrivals

2 June

19:00 Reception hosted by the Swedish Embassy in Bulgaria for Swedish participants and Bulgarian official representatives

Address: Swedish Embassy, Simeonovsko Shousse, Residence 14

Tel: +359 2 962 5281

Thursday,

3 June

08:30 Registration

09:00 Opening words, Mrs. Elza M. Kazemi, Commercial Counselor, Swedish Trade Council, Bulgaria

Welcome words, H.E. Mr. Paul Beijer, Ambassador of Sweden to Bulgaria

Presentation, Ministry of Environment and Water

Presentation, Ministry of Regional Development

Presentation, Ministry of Economy, Energy and Tourism

Presentation, InvestBulgaria Agency

Presentation, National Association of Municipalities

11:00 Coffee break

11:20 Presentations of Swedish companies

13:00 Panel discussion

13:30-16:00 Lunch & Networking

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When: June, Tuesday 8th – Wednesday, June 9th, 2010

Where: Sofia, Bulgaria

PLEASE FILL OUT THIS FORM AND MAIL / FAX IT TO THE CONTACT LISTED BELOW NO LATER THAN
15th OF APRIL, 2010.

Fax: +359 29 264 100

Email: bulgaria@swedishtrade.se

The seminar is partly financed by the Swedish government and the participating fee is
EUR 1900 excl. VAT (maximum 2 people). The price includes VIP-reception, presentations and match-
making sessions with selected local companies, all meals included in the programme, translation when
needed and marketing information in the conference brochure.

Please note that the registration for the seminar is binding and flights & accommodation as well as
costs other than the above mentioned are NOT included in the participation fee. The Swedish Trade
Council will assist with hotel reservation.

For questions, please contact:

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I/ WE WILL ATTEND THE SEMINAR:

Company _____
Corporate ID no _____
Address _____
Postal code _____ City _____
Phone _____ Fax _____

Participant
(1) _____
Position _____
E-mail _____

Participant
(2) _____
Position _____
E-mail _____