



Deutsch-Bulgarische
Industrie- und Handelskammer
Германо-Българска
индустриално-търговска камара



*The British Bulgarian Chamber of Commerce and the
German-Bulgarian Chamber of Industry and Commerce held a*

Networking Evening to Promote Tri-lateral Business

and to

Share Views on the Experience of Doing Business in Bulgaria

with welcome by

the British Ambassador and the Head of the Economic Dept. at the German Embassy

and introductory remarks by

Mr Alexander Daw, Managing Partner of Stephen George International

Mr Ramon Harps, General Manager of RAP Systems Bulgaria

Mr Mike Morrison, CEO of ISG Technology Limited, and

Mr Horst Stueer PhD, General Manager of B Braun Medical Bulgaria

On 26th March the BBCC and the German Bulgarian Chamber of Industry and Commerce brought together almost 150 members and friends drawn equally from both Chambers for a memorable business networking evening at the brand new *Zig-Zag Brasserie* at the **Radisson Blu Grand Hotel**.

The event was opened with short presentations from both countries' Embassies and by four introductory sketches from British and German business leaders of the experience of their companies investing and doing business in Bulgaria. Many positives, but also a few challenges to be resolved, were shared. There was general agreement that Bulgaria offered a very well educated and skilled workforce at cost-effective labour rates, demonstrating loyalty and commitment to progressive employers from both our countries.

The evening brought together a widely varied gathering of Bulgarian, German and British business managers and entrepreneurs with a common commitment to investment in and trade with Bulgaria. Increasing focus was being placed on development of trilateral opportunities, often with a lead contractor from one country and supporting suppliers, consultants or sub-contractors from elsewhere. In other cases a deal for exports or concessions from one country may draw financing, leasing or consortium funding from one or more others. Both our countries (taken together) also turn out more Bulgarian graduates than anywhere else in the world. The loyalty engendered, and the cultural connections they make, during these formative years last a lifetime.

Another striking feature was the blend of well established Germans and Brits who have been in Bulgaria for many years (a few from as early as the 1970s and 80s) sharing experiences of the country with those acquiring or setting up businesses here today. Some impressive bridges across the generation gap have been happening. A common theme amongst some of the veterans is their quaintly recurring (and questionably sincere?) annual New Year resolution that now really is the crunch time to learn to speak Bulgarian properly!

There was general agreement that the networking event served as a sound mixer at a new venue which combines beautifully renovated hospitality space with a historic city centre location. Thank you for that to George Miu and his Radisson team.