



**LAURA**  
*IST-2001-33251*  
*Adaptive Zones for Interregional Electronic  
Commerce based on the concepts of  
Request-Based Virtual Organizations and  
sector-specific Service Level Agreements*

**Document Title:**

**APPENDIX – Analysis of Bulgarian South-Central  
Region**

|                          |                             |
|--------------------------|-----------------------------|
| <b>Date:</b>             | 24 February 2003            |
| <b>Work Package:</b>     | WP1                         |
| <b>Task:</b>             | 1.2                         |
| <b>Lead Participant:</b> | CARIS, Kingston University  |
| <b>Version:</b>          | 2.0                         |
| <b>Confidentiality:</b>  | Public                      |
| <b>Reference:</b>        | WP1/T1.2/CARIS/SOA Appendix |
| <b>Filename:</b>         | SOA Appendix 240203.PDF     |

**Copyright © 2003 by the LAURA Consortium:**

01P  
CERTH/ITI  
HAYE  
MECCI  
UNISOFT BG  
ARCFund  
CARIS  
TREND  
GTZH  
IAF



**Project funded by the European Community  
under the “Information Society Technology”  
Programme (1998-2002)**

## List of Contributors

| Name             | Company |
|------------------|---------|
| Vladislav Jivkov | ARCFUND |
|                  |         |

## History Change

| Date     | Version | Reason for change  | Revised by |
|----------|---------|--------------------|------------|
| 27/01/03 | 1.0     | First Release      | ARCFUND    |
| 24/02/03 | 2.0     | Release for Review | CARIS      |

## Distribution List

| Name | Company |
|------|---------|
| ALL  | ALL     |
|      |         |

## Reviewer List

| Name | Company |
|------|---------|
| ALL  | ALL     |
|      |         |

**TABLE OF CONTENTS**

|          |   |           |
|----------|---|-----------|
| <b>1</b> | <b>INTRODUCTION.....</b>  | <b>4</b>  |
| <b>2</b> | <b>SIZE AND STRUCTURE OF THE SECTORS IN THE REGION (SOUTH-CENTRAL REGION IN BULGARIA) .....</b> | <b>4</b>  |
| 2.1      | WOOD PROCESSING .....   | 4         |
| 2.1.1    | Manufacture .....   | 4         |
| 2.1.2    | Import – Export.....  | 5         |
| 2.1.3    | Enterprises in the Branch.....  | 6         |
| 2.1.4    | Statistics .....  | 9         |
| 2.2      | FURNITURE INDUSTRY .....  | 11        |
| 2.2.1    | Manufacture of furniture.....   | 11        |
| 2.2.2    | Import - Export .....   | 12        |
| 2.2.3    | Enterprises from the branch .....   | 15        |
| 2.3      | AGRICULTURE.....  | 16        |
| 2.3.1    | Used agricultural area and cultivated land.....   | 17        |
| 2.3.2    | Manufacture of agricultural products.....   | 18        |
| 2.3.3    | Stock-breeding .....  | 20        |
| 2.3.4    | Import-export .....   | 21        |
| 2.3.5    | Sales and employed in the enterprises in the region .....                                       | 26        |
| 2.3.6    | Companies from the branch .....   | 27        |
| 2.4      | FOOD-PROCESSING.....  | 28        |
| 2.4.1    | Manufacture .....   | 29        |
| 2.4.2    | Import –export .....  | 30        |
| 2.4.3    | Main producers in the branch from SCR.....  | 33        |
| 2.4.4    | Main exporters and importers in the branch from SCR.....  | 34        |
| 2.4.5    | Statistics .....  | 35        |
| 2.5      | CONSTRUCTION INDUSTRY .....   | 44        |
| 2.5.1    | Development of the branch .....   | 44        |
| 2.5.2    | Companies from the branch .....   | 47        |
| 2.6      | BUILDING MATERIALS .....  | 48        |
| 2.6.1    | Branch development .....  | 48        |
| 2.6.2    | Export - Import .....   | 49        |
| 2.6.3    | Companies from the branch .....   | 51        |
| 2.6.4    | Statistics .....  | 52        |
| 2.7      | TOURISM.....  | 61        |
| 2.7.1    | Tourist facilities .....  | 61        |
| 2.7.2    | Bedspace occupancy .....  | 62        |
| 2.7.3    | Sales .....   | 63        |
| <b>3</b> | <b>OVERVIEW ON THE INNOVATION ACTIVITIES IN THE FOUR LAURA SECTORS IN BULGARIA.....</b>         | <b>65</b> |
| 3.1      | General Overview .....  | 65        |
| 3.2      | Wood-processing and Furniture Industry .....  | 66        |
| 3.3      | Agriculture & Food Processing Industry .....  | 67        |
| 3.4      | Construction Industry.....  | 68        |
| 3.5      | Tourism.....  | 69        |

## 1 Introduction

In the south-central Bulgaria region, the leading industrial sectors that have been selected to participate in the LAURA project are:

- Wood processing – Furniture Industry
- Agriculture – Food-processing Industry
- Construction Industry and Building Materials
- Tourism

This report includes a number of tables with some generic economic data for year 2001, providing us an overview of the size and the structure of south-central Bulgaria region. A summary of each sector follows.

## 2 Size and structure of the sectors in the region (South-Central region in Bulgaria)

### 2.1 Wood Processing

The share of wood-processing industry in the South Central Region of Bulgaria in the country's total net sales as a whole is small, despite the fact that 31 per cent of the companies in the region are registered in this branch. The companies had reported profit in amount of BGN 62 million over 2001. This sum represents about 0.61 per cent of the sales of all companies from the region and occupies about 21 per cent of the sales of all companies from the sector in Bulgaria. 60 per cent of the sales came from sector Saw-milling and planning of wood; impregnation of wood, which is the most developed sector in the region. More than 50 per cent of the employees in the branch work in this sector.

The wood-processing sector in the South Central Region of Bulgaria represents about 19 per cent of the export from the country. The main partner of the companies from the region was Greece. The export from this country over 2001 reached USD 10 million or 62 per cent. The main part of the import was from Turkey, but over the first nine months of 2002 the main partner was Italy.

#### 2.1.1 Manufacture

The manufacture of wooden materials and products in the South Central Region of Bulgaria over the last several years showed a constant trend of decline. The manufacture of this branch from the country as a whole showed a trend of growth.

Over 2001, 595 companies from the region produced wooden materials and product. The companies reported sales in amount of BGN 62.5 million over the year. Their share in the sales of the branch for the country as a whole was 10 per cent.

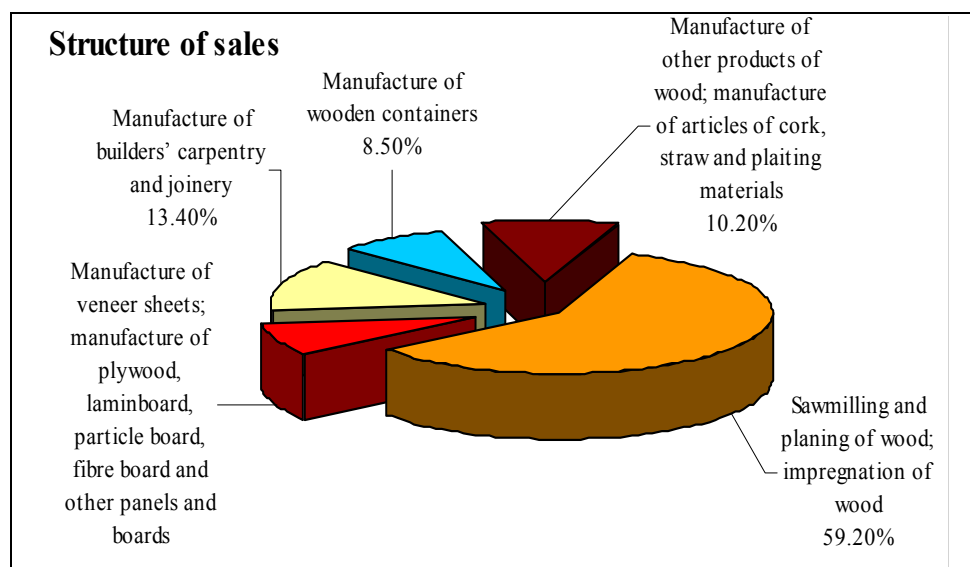
***Sales of the companies from the South Central region, which produce wooden materials and products over the period 1999-2001***

*(in thous.BGN)*

|   | 1999   | 2000   | 2001   | Index (1999=100) |        |
|---|--------|--------|--------|------------------|--------|
|   |        |        |        | 2000             | 2001   |
| Saw-milling and planing of wood; impregnation of wood   | 36 653 | 37 280 | 37 012 | 101.71           | 100.97 |
| Manufacture of veneer sheets; manufacture of plywood, laminboard, particle board, fibre board and other panels and boards | 3 399  | 3 659  | 5 447  | 107.65           | 160.25 |
| Manufacture of builders' carpentry and joinery  | 13 277 | 9 128  | 8 383  | 68.75            | 63.13  |
| Manufacture of wooden containers  | 4 949  | 5 548  | 5 293  | 112.10           | 106.95 |
| Manufacture of other products of wood; manufacture of articles of cork, straw and plaiting materials                      | 4 833  | 5 767  | 6 355  | 119.33           | 131.49 |

*\*The indexes are calculated in current prices*

**Structure of the sales of the companies from the South Central region, which produce wooden materials and products over 2001.**



Taking into consideration the inflation rate of 11.3 over 2000 and 4.8 per cent over 2001 the volume of the sales as compared to 1999 with 12 per cent lower as for 2000 and 8 per cent lower as for 2001.

**2.1.2 Import – Export**

**2.1.2.1 Export**

There was a trend of decline in the export as well. Over 2001 it was at a value of USD 15 995 thous. The share of the region in the total export of this kind of commodities from Bulgaria was about 19 per cent.

**Export of wooden material products from the South Central Region of Bulgaria over the period 1999-2001**

*(in USD)*

|  | 1999 | 2000 | 2 001 | 09'2002 | Index |      |
|--|------|------|-------|---------|-------|------|
|  |      |      |       |         | 2000  | 2001 |
|  |      |      |       |         |       |      |

|  |                   |                   |                   |                  |              |              |
|--|-------------------|-------------------|-------------------|------------------|--------------|--------------|
| Wood and articles of wood; wood charcoal | 21 860 858        | 15 307 134        | 15 970 521        | 7 506 924        | 70.02        | 73.06        |
| Cork and articles of cork                | 21 081            | 21 200            | 24 075            |                  | 100.56       | 114.20       |
| Basketware and wickerwork                | 4 521             |                   | 488               | 3                | 0.00         | 10.79        |
| <b>Total</b>                             | <b>21 886 460</b> | <b>15 328 334</b> | <b>15 995 084</b> | <b>7 506 927</b> | <b>70.04</b> | <b>73.08</b> |

Over 2001 as compared to 1999 there was a decline of USD 5 891 thous. or 27 per cent less. As compared to 2000 there was a growth in amount USD 667 thous. or 4.4 per cent, but the growth was significantly smaller than the decline.

#### 2.1.2.2 Export by countries

The export by countries is given in section Statistics.

#### 2.1.2.3 Import

The import of wooden materials and products in the South Central region was small. The import as well as the export was declining but in smaller rates.

Over 2001 were imported wooden products at a value of USD 2 084 thous. The share of the region in the total import for Bulgaria was 8.3 per cent.

#### ***Import of wooden materials and products from the South Central region (1999-2001)***

(in USD)

|  | 1999             | 2000             | 2001             | 09'2002        | Index        |              |
|--|------------------|------------------|------------------|----------------|--------------|--------------|
|  |                  |                  |                  |                | 2 000        | 2001         |
| Wood and articles of wood; wood charcoal | 1 831 941        | 1 617 937        | 1 954 671        | 651 059        | 88.32        | 106.70       |
| Cork and articles of cork                | 369 621          | 93 961           | 48 531           | 79 642         | 25.42        | 13.13        |
| Basketware and wickerwork                | 3 861            | 51 434           | 80 576           | 119 153        | 1 332.14     | 2 086.92     |
|  | <b>2 205 423</b> | <b>1 763 332</b> | <b>2 083 778</b> | <b>849 854</b> | <b>79.95</b> | <b>94.48</b> |

As compared to 1999 the import during 2001 was with 121 USD or with 7 per cent lower. As compared to 2000 the import was with USD 321 thous., bigger, but this growth was lower than the decline during 1999 (21 per cent).

#### 2.1.2.4 Import by countries

The import by countries is given in in section Statistics.

### **2.1.3 Enterprises in the Branch**

There are not any enterprises registered in the sector, which to be ISO certified or members of EAN. All the companies in the sector are private. Two of the companies have foreign participation: Gabrovnitza - with Turkish ownership and Niva Tours-Karuzo with Italian participation.

#### ***Top 10 producers in the SCR by Net sales***

|  | City | Net sales |
|--|------|-----------|
|  |      |           |

|                                |               | thous. BGN |
|--------------------------------|---------------|------------|
| Italy - Trifonovi Co.          | Verdare       | 3 250      |
| Sokola                         | Peshtera      | 2 758      |
| Amos - Alben Bakyrzhiev        | Draginovo     | 2 691      |
| Ireli                          | Pazardzhik    | 2 558      |
| Niva Tours – Karuzo            | Asenovgrad    | 2 550      |
| Gabrovnitza                    | Gorno Sahrane | 2 511      |
| Kemi-R                         | Plovdiv       | 2 092      |
| Roleks Pejicho Pejichev        | Kazanluk      | 1 806      |
| Agro - Arapov - Serafim Arapov | Draginovo     | 1 670      |
| Verka - Katsarov, Zaimov       | Lubcha        | 1 579      |

During the year of 2001 87 per cent of the enterprises in the sector had personnel within 10 employees. Only one company, Rodopi - Belovo, had more than 250 employees. 17 enterprises employed between 51 and 250 workers.

#### *Top 10 producers in the SCR by number of employees*

| Company                 | City          | Number of employees |
|-------------------------|---------------|---------------------|
| Rodopi-Belovo           | Belovo        | 294                 |
| Sokola                  | Peshtera      | 197                 |
| Byal Bor                | Bratzigovo    | 184                 |
| Gabrovnitza             | Gorno Sahrane | 143                 |
| Trakia-Kardzhali        | Kurdzhali     | 136                 |
| Kemi-R                  | Plovdiv       | 121                 |
| Italy - Trifonovi Co.   | Verdare       | 101                 |
| Ireli                   | Pazardzhik    | 94                  |
| Amos - Alben Bakyrzhiev | Draginovo     | 92                  |
| Pobeda-S                | Septemvri     | 79                  |

#### *Biggest Exporters in the SCR*

|                         | City           | Export 2001 USD | Score of the company Export 2000 |
|-------------------------|----------------|-----------------|----------------------------------|
| Sokola                  | Peshtera       | 1 214 542       | 10                               |
| Niva Tours – Karuzo     | Asenovgrad     | 1 133 896       | 1                                |
| Gabrovnitza             | Gorno Sahrane  | 903 664         | 5                                |
| Kemi-R                  | Plovdiv        | 688 420         | 2                                |
| Italy – Trifonovi Co.   | Verdare        | 677 206         | 14                               |
| Roleks Pejicho Pejichev | Kazanluk       | 674 619         | 6                                |
| Ireli                   | Pazardzhik     | 418 234         | 4                                |
| Megi 97 - Vasil Kadinov | Kostandovo     | 406 018         | 23                               |
| Stanev - Peni Stanev    | Ryzhevo Konare | 323 353         | 8                                |
| Orpheus-B               | Batak          | 284 049         | 28                               |

Major part of the Import was executed by producers companies, which re-processed the production.

***Biggest Importers in the SCR***

| <b>Company</b>            | <b>City</b>   | <b>Import 2001<br/>USD</b> | <b>Score of the<br/>company<br/>Import 2000</b> |
|---------------------------|---------------|----------------------------|---|
| Gabrovnitza               | Gorno Sahrane | 985 058                    | 1   |
| Sokola                    | Peshtera      | 267 147                    | 2   |
| Ireli                     | Pazardzhik    | 95 294                     | 3   |
| Sikabul                   | Plovdiv       | 64 961                     | -   |
| Mitev - Mihajl Mitev      | Pazardzhik    | 42 690                     | 23  |
| ISPO                      | Plovdiv       | 30 473                     | -   |
| Kemi-R                    | Plovdiv       | 29 793                     | 46  |
| Iliya Iliev               | Bratzigovo    | 28 468                     | -   |
| Darel                     | Plovdiv       | 25 539                     | -   |
| Barzaka - Dimitar Nikolov | Velinograd    | 25 296                     | 7   |



## 2.1.4 Statistics

### 2.1.4.1 *Export by countries '1999*

| Product Group                            | Total Export '1999 |             | First Country |           |          | Second Country |           |          | Third Country |           |          |
|--|--------------------|-------------|---------------|-----------|----------|----------------|-----------|----------|---------------|-----------|----------|
|  | USD                | kg          | Name          | USD       | Part (%) | Name           | USD       | Part (%) | Name          | USD       | Part (%) |
| Wood and articles of wood; wood charcoal | 21 860 858         | 205 695 656 | Greece        | 7 539 071 | 34.49%   | Turkey         | 3 498 316 | 16.00%   | Italy         | 2 414 535 | 11.05%   |
| Cork and articles of cork                | 21 081             | 1 737       | Netherlands   | 6 476     | 30.72%   | Armenia        | 3 000     | 14.23%   | Germany       | 2 268     | 10.76%   |
| Basketware and wickerwork                | 4 521              | 649         | Germany       | 4 520     | 99.98%   | Netherlands    | 1         | 0.02%    |               |           |          |

### 2.1.4.2 *Export by countries '2000*

| Product Group                            | Total Export '2000 |             | First Country      |           |          | Second Country     |           |          | Third Country           |           |          |
|--|--------------------|-------------|--------------------|-----------|----------|--------------------|-----------|----------|-------------------------|-----------|----------|
|  | USD                | kg          | Name               | USD       | Part (%) | Name               | USD       | Part (%) | Name                    | USD       | Part (%) |
| Wood and articles of wood; wood charcoal | 15 307 134         | 230 020 746 | Greece             | 6 548 395 | 42.78%   | Turkey             | 3 660 485 | 23.91%   | Fed. Rep. of Yugoslavia | 1 361 777 | 8.90%    |
| Cork and articles of cork                | 21 200             | 1 410       | Bulgaria-free zone | 13 008    | 61.36%   | Russian Federation | 8 192     | 38.64%   |                         |           |          |

### 2.1.4.3 *Export by countries '2001*

| Product Group                            | Total Export '2001 |             | First Country |           |          | Second Country |           |          | Third Country |         |          |
|--|--------------------|-------------|---------------|-----------|----------|----------------|-----------|----------|---------------|---------|----------|
|  | USD                | kg          | Name          | USD       | Part (%) | Name           | USD       | Part (%) | Name          | USD     | Part (%) |
| Wood and articles of wood; wood charcoal | 15 970 521         | 226 923 857 | Greece        | 9 991 738 | 62.56%   | Lithuania      | 1 138 459 | 7.13%    | Italy         | 995 027 | 6.23%    |
| Cork and articles of cork                | 24 075             | 1 706       | Eire          | 22 396    | 93.03%   | Armenia        | 1 679     | 6.97%    |               |         |          |
| Basketware and wickerwork                | 488                | 26          | Italy         | 478       | 97.95%   | Ukraine        | 10        | 2.05%    |               |         |          |

### 2.1.4.4 *Export by countries as of September'2002*

| Product Group                            | Total Export 09'2002 |            | First Country |           |          | Second Country    |           |          | Third Country |         |          |
|--|----------------------|------------|---------------|-----------|----------|-------------------|-----------|----------|---------------|---------|----------|
|  | USD                  | kg         | Name          | USD       | Part (%) | Name              | USD       | Part (%) | Name          | USD     | Part (%) |
| Wood and articles of wood; wood charcoal | 7 506 924            | 49 452 230 | Greece        | 3 630 342 | 48.36%   | Rep. of Macedonia | 1 130 332 | 15.06%   | Italy         | 709 802 | 9.46%    |
| Basketware and wickerwork                | 3                    | 3          | Germany       | 3         | 100.00%  |                   |           |          |               |         |          |

**2.1.4.5 Import by countries '1999**

| Product Group                            | Total Import '1999 |           | First Country |         |          | Second Country |         |          | Third Country  |         |          |
|--|--------------------|-----------|---------------|---------|----------|----------------|---------|----------|----------------|---------|----------|
|  | USD                | kg        | Name          | USD     | Part (%) | Name           | USD     | Part (%) | Name           | USD     | Part (%) |
| Wood and articles of wood; wood charcoal | 1 831 941          | 4 694 927 | Turkey        | 687 479 | 37.53%   | Germany        | 256 307 | 13.99%   | Poland         | 208 556 | 11.38%   |
| Cork and articles of cork                | 369 621            | 47 589    | France        | 183 789 | 49.72%   | Portugal       | 132 400 | 35.82%   | Spain          | 40 326  | 10.91%   |
| Basketware and wickerwork                | 3 861              | 2 824     | China         | 2 273   | 58.87%   | Italy          | 1 093   | 28.31%   | Czech Republic | 328     | 8.50%    |

**2.1.4.6 Import by countries '2000**

| Product Group                            | Total Import '2000 |           | First Country |         |          | Second Country |         |          | Third Country      |         |          |
|--|--------------------|-----------|---------------|---------|----------|----------------|---------|----------|--------------------|---------|----------|
|  | USD                | kg        | Name          | USD     | Part (%) | Name           | USD     | Part (%) | Name               | USD     | Part (%) |
| Wood and articles of wood; wood charcoal | 1 617 937          | 6 089 645 | Turkey        | 465 149 | 28.75%   | Ukraine        | 240 365 | 14.86%   | Russian Federation | 220 116 | 13.60%   |
| Cork and articles of cork                | 93 961             | 35 193    | Spain         | 51 980  | 55.32%   | France         | 33 274  | 35.41%   | Germany            | 6 986   | 7.43%    |
| Basketware and wickerwork                | 51 434             | 17 156    | Indonesia     | 30 543  | 59.38%   | Italy          | 16 929  | 32.91%   | Greece             | 1 992   | 3.87%    |

**2.1.4.7 Import by countries '2001**

| Product Group                            | Total Import '2001 |           | First Country |         |          | Second Country |         |          | Third Country      |         |          |
|--|--------------------|-----------|---------------|---------|----------|----------------|---------|----------|--------------------|---------|----------|
|  | USD                | kg        | Name          | USD     | Part (%) | Name           | USD     | Part (%) | Name               | USD     | Part (%) |
| Wood and articles of wood; wood charcoal | 1 954 671          | 6 362 264 | Turkey        | 749 877 | 38.36%   | Greece         | 236 313 | 12.09%   | Russian Federation | 170 597 | 8.73%    |
| Cork and articles of cork                | 48 531             | 10 547    | France        | 28 693  | 59.12%   | Spain          | 16 154  | 33.29%   | Slovak Republic    | 2 501   | 5.15%    |
| Basketware and wickerwork                | 80 576             | 14 950    | Italy         | 71 993  | 89.35%   | Greece         | 4 984   | 6.19%    | China              | 1 926   | 2.39%    |

**2.1.4.8 Import by countries as of September'2002**

| Product Group                            | Total Import 09'2002 |           | First Country |         |          | Second Country         |        |          | Third Country |        |          |
|--|----------------------|-----------|---------------|---------|----------|------------------------|--------|----------|---------------|--------|----------|
|  | USD                  | kg        | Name          | USD     | Part (%) | Name                   | USD    | Part (%) | Name          | USD    | Part (%) |
| Wood and articles of wood; wood charcoal | 651 059              | 1 023 112 | Italy         | 183 555 | 28.19%   | Turkey                 | 78 505 | 12.06%   | Germany       | 56 470 | 8.67%    |
| Cork and articles of cork                | 79 642               | 19 832    | Spain         | 42 695  | 53.61%   | Fed.Rep. of Yugoslavia | 17 501 | 21.97%   | France        | 15 076 | 18.93%   |
| Basketware and wickerwork                | 119 153              | 31 257    | China         | 47 060  | 39.50%   | Italy                  | 35 760 | 30.01%   | Indonesia     | 29 953 | 25.14%   |

## **2.2 Furniture Industry**

Furniture industry is one of the most successfully developed industry branches in the South Central Region (SCR) of Bulgaria. The favorable combination of raw materials, production capacities, experienced (comparatively cheap) work force, historical and cultural traditions is the base for a 14 per cent growth in the production over 2001.

During 2001 268 companies from the region operated in the branch. The major part of them (225 companies) belong to the group of the small and medium-sized companies with personnel of less than 250 employees.

The furniture companies reported only 0.37 per cent of the total amount of sales in the region. The enterprises from the South Central region form about 17 per cent of the total amount of the sales in the structure of the furniture industry in Bulgaria.

The export orientation of the branch is its main characteristic. There was a significant growth in the export to EU member countries. Almost half of the furniture producers in the region (119 companies) have executed export of production during 2001 to the total value of USD 12.8 million. The growth in the export as compared to 1999 was about 10 per cent during 2000 and 48 per cent during 2001.

### **2.2.1 Manufacture of furniture**

The manufacture of furniture in the South Central Region (SCR) of Bulgaria over the past several year grew. During 2001, 268 companies from the region produced furniture. They reported sales in amount of BGN 38 million and realized 17 per cent of the sales of the branch for Bulgaria.

#### ***Sales by the furniture producing companies from the SCR (1999-2001)***

| Year | thous. BGN |
|------|------------|
| 1999 | 25 615     |
| 2000 | 28 551     |
| 2001 | 37 958     |

The net sales as compared to 1999 in current prices were bigger:

- ◆ During 2000- with 11.5 per cent
- ◆ During 2001- with 33 per cent

Taking into consideration the inflation rate, which during 2000 was 11.3 and during 2001 - 4.8 per cent, the volume of the sales was bigger:

- ◆ During 2000 - with 0.2 per cent
- ◆ During 2001 - with 14 per cent

About 67 per cent of the furniture produced in the region were exported. Almost 90 per cent of the production list were wooden furniture – chairs and furniture for bedrooms, living rooms, dining rooms and kitchens.

## 2.2.2 Import - Export

### 2.2.2.1 *Export*

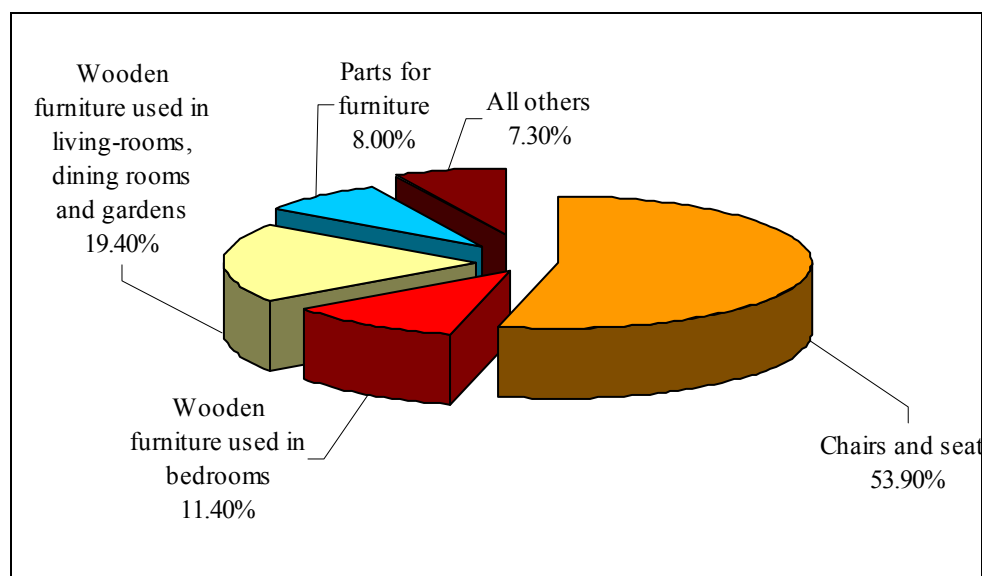
There was a significant growth in the export of furniture from the South Central region of Bulgaria over the past several years.

During 2001, 119 companies from the region had exported furniture at total value of USD 12.8 million. The share of the region in the export of furniture from Bulgaria was 17.6 per cent.

#### *Export of furniture from the SCR (1999-2001) by main types*

|   | 1999      | 2000      | 2001       | Index |       |
|---|-----------|-----------|------------|-------|-------|
|   |           |           |            | 2000  | 2001  |
| Chairs and seats including those which could be turned into bed and parts for them. | 3898179   | 4497760   | 6916477    | 1.15  | 1.77  |
| Furniture for medical, surgical, dental and veterinary cabinets.                    |           | 4677      |            |       |       |
| Metal furniture used in offices   | 9404      | 108122    | 124474     | 11.50 | 13.24 |
| Other metal furniture   | 29993     | 26051     | 275015     | 0.87  | 9.17  |
| Wooden furniture used in offices  | 80084     | 103210    | 252260     | 1.29  | 3.15  |
| Wooden furniture used in kitchens   | 211830    | 142662    | 190253     | 0.67  | 0.90  |
| Wooden furniture used in bedrooms   | 1093586   | 1345335   | 1468397    | 1.23  | 1.34  |
| Wooden furniture used in living-rooms, dining rooms and gardens                     | 2421788   | 2638416   | 2487894    | 1.09  | 1.03  |
| Plastic furniture   | 491       | 200       |            | 0.41  |       |
| Furniture from other materials /Indian cane, osier/                                 | 11614     | 33530     | 29447      | 2.89  | 2.54  |
| Parts for furniture   | 853960    | 606004    | 1026176    | 0.71  | 1.20  |
| Trestles, articles for beds and similar articles                                    | 52997     |           | 65901      |       | 1.24  |
| Total   | 8 663 926 | 9 505 967 | 12 836 294 | 1.10  | 1.48  |

#### *Export of furniture from the SCR during 2001 by main types.*



As compared to 1999, during 2001 from the region were exported 44 per cent more furniture in the amount of USD 4 170 thous. This growth came mainly from the export of chairs and seats - USD 3 018 thous. or 72 per cent.

### 2.2.2.2 Export by countries

During 2001, furniture for 33 countries was exported from the South Central region of Bulgaria. The biggest amount of the export was to Germany, Greece, Italy, United Kingdom, France, Sweden, USA – USD 10.6 million or 83 per cent. As compared to 1999, 2.4 times more furniture were exported to these countries. The largest growth was in the amount of the export to Greece– 30 times, Germany – 9.6 times, Italy – 3.1 times, Sweden-1.7 times.

### *Export by countries (1999 – IX 2002) in USD*

|                | 1999      | 2000      | 2001      | 2002*     |
|----------------|-----------|-----------|-----------|-----------|
| Germany        | 236 654   | 1 977 804 | 2 277 436 | 1 068 861 |
| Greece         | 74 685    | 445 770   | 2 220 201 | 2 422 957 |
| Italy          | 559 373   | 941 811   | 1 734 174 | 1 523 818 |
| United Kingdom | 1 120 713 | 1 226 713 | 1 162 513 | 1 040 506 |
| France         | 1 112 901 | 1 307 065 | 1 142 312 | 1 057 088 |
| Sweden         | 643 574   | 972 748   | 1 085 318 | 761 998   |
| USA            | 726 444   | 740 589   | 1 020 846 | 1 223 714 |
| Netherlands    | 13 469    | 199 145   | 452 043   | 569 292   |
| Austria        | 1 968 263 | 162 854   | 399 199   | 588 675   |
| Canada         | 308 624   | 292 639   | 358 508   | 529 131   |

\* The data for 2002 include the first nine months of the year only.

### 2.2.2.3 Export by companies

During 2001, 119 companies from the South Central region of Bulgaria have exported of furniture. These companies are traditional exporters in the region.

### *Top 10 exporters from the SCR*

|    | Company                     | City          | Export 2001 (USD) | Score of the company Export 2000 |
|----|-----------------------------|---------------|-------------------|----------------------------------|
| 1  | Sredna Gora                 | Stara Zagora  | 5 791 548         | 1                                |
| 2  | Napredak-Plovdiv            | Plovdiv       | 2 290 686         | 4                                |
| 3  | Rim-Darvo - Mariana Rimpeva | Velingrad     | 761 628           | 2                                |
| 4  | Maria MM                    | Plovdiv       | 700 495           | 3                                |
| 5  | Idivanitaliani              | Cheshnegirovo | 486 302           | -                                |
| 6  | Bogdan Mebel                | Klisura       | 273 009           | 14                               |
| 7  | BFS - Mebelna industria     | Velingrad     | 230 707           | 16                               |
| 8  | Specter - Export Import     | Kazanluk      | 127 610           | 6                                |
| 9  | Mashex                      | Kazanluk      | 120 661           | 26                               |
| 10 | Trayana Plast               | Stara Zagora  | 118 799           | 5                                |

### 2.2.2.4 Import

There was a growth in the import of furniture in the South Central region of Bulgaria over the past few years. During 2001, 300 companies from the region imported

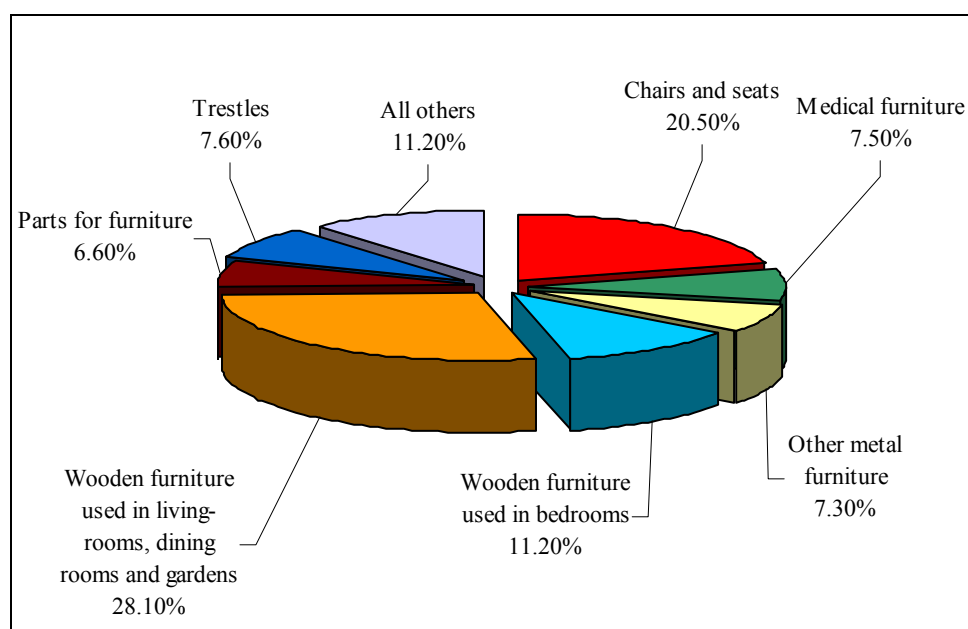
furniture to the total value of USD 2 956 thous. The share of the region in the total import of furniture in the country was 6.6 per cent.

***Import of furniture in the SCR (1999-2001) by types***

| Description   | 1999             | 2000             | 2001             | Index       |             |
|---|------------------|------------------|------------------|-------------|-------------|
|   |                  |                  |                  | 2000        | 2001        |
| Chairs and seats including those which could be turned into bed and parts for them. | 414 174          | 491 943          | 607 425          | 1.19        | 1.47        |
| Furniture for medical, surgical, dental and veterinary cabinets.                    |                  | 29 579           | 222 628          |             |             |
| Metal furniture used in offices   | 37 909           | 56 076           | 52 682           | 1.48        | 1.39        |
| Other metal furniture   | 129 715          | 143 715          | 215 307          | 1.11        | 1.66        |
| Wooden furniture used in offices  | 45 403           | 73 938           | 56 855           | 1.63        | 1.25        |
| Wooden furniture used in kitchens   | 255 496          | 184 996          | 197 028          | 0.72        | 0.77        |
| Wooden furniture used in bedrooms   | 243 253          | 266 713          | 239 845          | 1.10        | 0.99        |
| Wooden furniture used in living-rooms, dining rooms and gardens                     | 354 568          | 640 899          | 832 043          | 1.81        | 2.35        |
| Plastic furniture   | 197 316          | 76 245           | 92 743           | 0.39        | 0.47        |
| Furniture from other materials /Indian cane, osier/                                 | 14 774           | 5 943            | 18 123           | 0.40        | 1.23        |
| Parts for furniture   | 199 895          | 179 743          | 196 950          | 0.90        | 0.99        |
| Trestles, articles for beds and similar articles                                    | 258 442          |                  | 224 212          |             | 0.87        |
| <b>Total</b>  | <b>2 150 945</b> | <b>2 149 790</b> | <b>2 955 841</b> | <b>1.00</b> | <b>1.37</b> |

The biggest amount of the imported furniture was that of dining rooms, living rooms and gardens.

***Import of furniture in the SCR during 2001 by types***



As compared to 1999, the import of furniture in the region was with USD 805 thous. or with 37 per cent bigger. The growth was due mainly to the groups of Medical furniture and Furniture for living rooms and dining rooms and Chairs.

### 2.2.2.5 *Import by countries*

Furniture from 33 countries were imported in the South Central Region of Bulgaria. Almost 90 per cent of the furniture to the value of USD 2 960 thous. was imported from the following five countries – Italy, Turkey, Poland, Greece and Germany.

As compared to 1999, the import from these countries was with 40 per cent bigger. The main growth was in the import from Germany – 5 times, Poland – 3.3 times. The growth of the import of furniture from Turkey was 38 per cent.

#### *Import by countries over the period 1999-2002 (nine months) in USD*

|                 | 1999      | 2000    | 2001      | 2002*   |
|-----------------|-----------|---------|-----------|---------|
| Italy           | 1 050 212 | 986 374 | 1 131 992 | 785 616 |
| Turkey          | 504 357   | 482 533 | 695 711   | 722 124 |
| Poland          | 116 394   | 352 140 | 384 626   | 527 358 |
| Greece          | 214 306   | 210 109 | 279 440   | 520 805 |
| Germany         | 39 842    | 106 936 | 198 026   | 367 877 |
| Czech Republic  | 93 440    | 88 314  | 75 257    | 48 191  |
| Slovak Republic | 0         | 1 163   | 74 430    | 0       |
| Spain           | 357       | 4 709   | 23 684    | 387     |
| Indonesia       | 0         | 1 790   | 19 069    | 7 680   |
| Austria         | 6 792     | 18 708  | 11 278    | 1 876   |

\* The data for the 2002 include the first nine months of the year only.

### 2.2.2.6 *Import by companies*

The major part of the production was imported for processing. The top importers were Sredna Gora, Idivanitaliani и Napredak-Plovdiv. These companies were among the top exporters as well. This fact indicates that the main part of the production was imported in the shape of materials used in furniture industry.

#### *Top 10 importers from the SCR*

| Company                     | City          | Import 2001 (USD) | Score of the company Import 2000 |
|-----------------------------|---------------|-------------------|----------------------------------|
| 1 Sredna Gora               | Stara Zagora  | 1 508 860         | 1                                |
| 2 Idivanitaliani            | Cheshnegirovo | 417 598           | -                                |
| 3 Napredak-Plovdiv          | Plovdiv       | 331 387           | 2                                |
| 4 Mebelor                   | Plovdiv       | 86 557            | 7                                |
| 5 Maria MM                  | Plovdiv       | 57 204            | 4                                |
| 6 Obzavezhane i konfektsiya | Haskovo       | 41 110            | 9                                |
| 7 BFS - Mebelna industria   | Velingrad     | 24 898            | 11                               |
| 8 Specter - Export Import   | Kazanluk      | 24 572            | 3                                |
| 9 Georgi Toshkov            | Pazardzhik    | 20 893            | 10                               |
| 10 Vidichi-Nik              | Velingrad     | 17 957            | -                                |

## 2.2.3 Enterprises from the branch

A disturbing fact for the development of the branch is the fact there were no enterprises which were ISO certified despite the export orientation of the companies as a whole. The enterprises were not registered as members of EAN either.

**Top 10 producers in the SCR by Net sales**

|    | Furniture industry        | City         | Net sales |
|----|---------------------------|--------------|-----------|
| 1  | Sredna Gora               | Stara Zagora | 13 431    |
| 2  | Napredak-Plovdiv          | Plovdiv      | 4 818     |
| 3  | Maria MM                  | Plovdiv      | 2 159     |
| 4  | Bogdan Mebel              | Klisura      | 1 265     |
| 5  | Mebelor                   | Plovdiv      | 1 041     |
| 6  | Trayana Plast             | Stara Zagora | 963       |
| 7  | Diana 91                  | Velingrad    | 874       |
| 8  | Parvi May-K               | Kazanluk     | 809       |
| 9  | Rusana – Rositsa Evtimova | Stara Zagora | 779       |
| 10 | Specter – Export Import   | Kazanluk     | 708       |

**Top 10 producers in the SCR by number of employees**

|    | Furniture Industry          |              |     |
|----|-----------------------------|--------------|-----|
| 1  | Sredna Gora                 | Stara Zagora | 402 |
| 2  | Bogdan Mebel                | Klisura      | 153 |
| 3  | Napredak-Plovdiv            | Plovdiv      | 146 |
| 4  | Maria MM                    | Plovdiv      | 136 |
| 5  | Bukelon-M                   | Haskovo      | 111 |
| 6  | Trud-97                     | Stara Zagora | 93  |
| 7  | Diana 91                    | Velingrad    | 90  |
| 8  | Mebelna kooperatzia Svoboda | Pazardzhik   | 80  |
| 9  | Kooperatzia GARANT MEBELI   | Asenovgrad   | 77  |
| 10 | Mebel-St. Zagora            | Stara Zagora | 69  |

**2.3 Agriculture**

The South central region includes 6 districts (Plovdiv district, Pazardjik district, Smolyan district, Stara Zagora district, Haskovo district and Kardjali district) with a total area of 27 516.2 sq. km., which makes it the biggest region in Bulgaria. The settlement network in the region include 1512 settlements (59 of them are towns and 1453 are villages), in which live 24 per cent of the population of the country. Only the population in the South Western region, which includes the capital city Sofia is bigger in number (25 per cent).

The priority branches in the region are agriculture, food-processing industry, tourism, tailoring and textile industry, wood-processing and furniture industry, which are related mainly to the branch of the small and medium-sized enterprises.

The climate in the region is favorable for the development of agriculture. With the exception of Smolyan and Kardjali district which are mountain districts, in the other parts of the region is well developed the production of cereal and vegetable crops, perennial plants, industrial crops (mostly rose and lavender). In Kardjali district tobacco is grown.

The stock-breeding is well developed. Over the last year in the country as a whole there was a constant trend of decline of the number of the animals and the animal production.



### 2.3.1 Used agricultural area and cultivated land

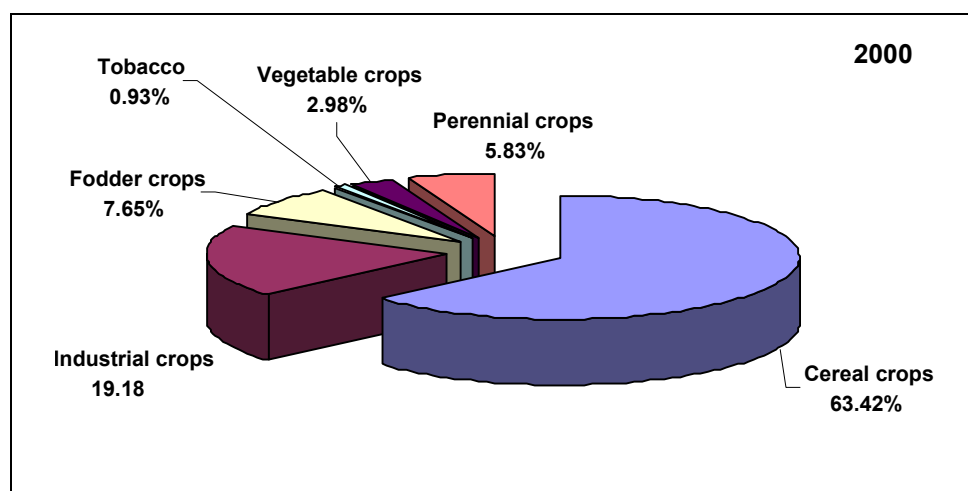
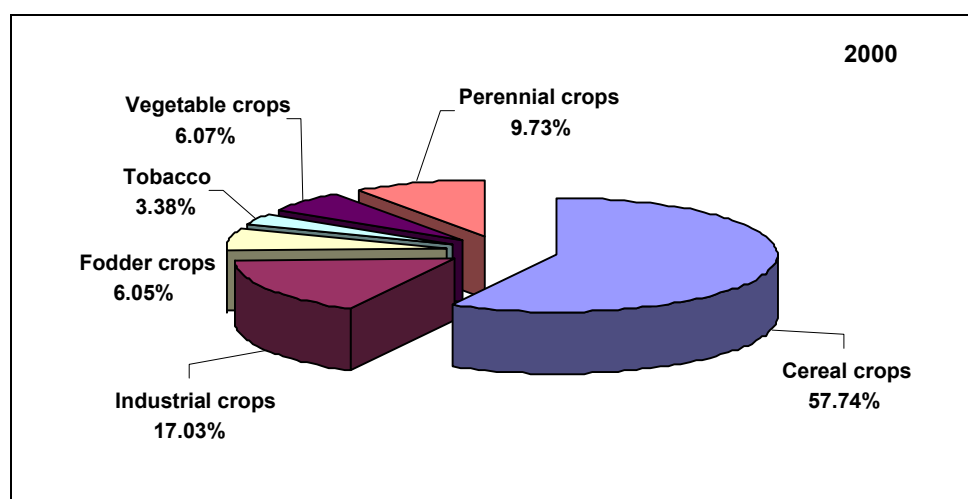
During 2001 the **used agricultural area** in the South central region was 1 184 thous. hectares or 21.5 per cent of the total area for the country. As compared to 1998 it was with 42 thous. hectares or with 3.4 per cent less. (the decline for the country was in amount of 2.4 per cent).

The **cultivated land** during 2001 was 636 thous. hectares or 54 per cent of the total area for the country. As compared to 1998 it was with 18 thous. hectares or 2.8 per cent less. (the decline for the country was in amount of 2.1 per cent).

#### *Land under crop and planted land in South central region over the period 1998 – 2001 by main types of crops in hectares.*

| Main types  | 1997      | 1998      | 1999      | 2000      | 2001      |
|---|-----------|-----------|-----------|-----------|-----------|
| <b>Cereal crops</b>                               |           |           |           |           |           |
| The country                                       | 2 004 900 | 1 947 799 | 1 710 177 | 1 727 738 | 2 059 836 |
| Region  | 325 057   | 315 987   | 268 728   | 259 764   | 312 294   |
| <b>Share</b>                                      | 16.21%    | 16.22%    | 15.71%    | 15.03%    | 15.16%    |
| <b>Industrial crops</b>                           |           |           |           |           |           |
| The country                                       | 472 126   | 553 141   | 603 721   | 522 485   | 414 509   |
| Region  | 73 892    | 76 055    | 90 662    | 76 603    | 83 052    |
| <b>Share</b>                                      | 15.65%    | 13.75%    | 15.02%    | 14.66%    | 20.04%    |
| <b>Fodder crops</b>                               |           |           |           |           |           |
| The country                                       | 222 540   | 222 891   | 217 579   | 208 499   | 134 115   |
| Region  | 28 791    | 29 095    | 30 448    | 27 198    | 17 869    |
| <b>Share</b>                                      | 12.94%    | 13.05%    | 13.99%    | 13.04%    | 13.32%    |
| <b>Tobacco</b>                                    |           |           |           |           |           |
| The country                                       | 40 049    | 32 948    | 25 151    | 25 442    | 419 143   |
| Region  | 23 478    | 18 804    | 14 098    | 15 199    | 254 642   |
| <b>Share</b>                                      | 58.62%    | 57.07%    | 56.05%    | 59.74%    | 60.75%    |
| <b>Vegetable crops</b>                            |           |           |           |           |           |
| The country                                       | 61 855    | 81 474    | 81 431    | 81 103    |           |
| Region  | 15 413    | 24 719    | 26 424    | 27 322    |           |
| <b>Share</b>                                      | 24.92%    | 30.34%    | 32.45%    | 33.69%    |           |
| <b>Perennial fruit and strawberry plantations</b> |           |           |           |           |           |
| The country                                       | 156 640   | 164 467   | 161 851   | 158 850   | 174 066   |
| Region  | 43 154    | 44 724    | 45 067    | 43 766    | 53 730    |
| <b>Share</b>                                      | 27.55%    | 27.19%    | 27.84%    | 27.55%    | 30.87%    |

The biggest share of the planted land in the South central region is with tobacco plantations. Their share grows with unstable trend. The share of the region in the areas planted with industrial fodder and vegetable crops grows as well as its share in Perennial fruit and strawberry plantations.

*Structure of land under crops/planted area for the country**Structure of land under crops/planted area for the South central region*

The share of the area planted with Cereal crops declines.

### 2.3.2 Manufacture of agricultural products

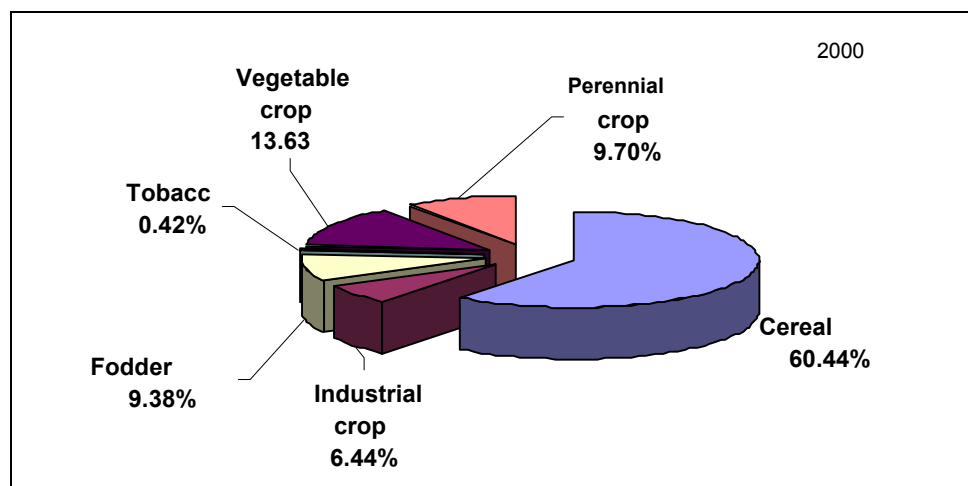
*Manufacture of agricultural products in the South central region over the period 1998 – 2001 by main types of crops in hectares*

|                         | 1997          | 1998          | 1999          | 2000          | 2001          |
|-------------------------|---------------|---------------|---------------|---------------|---------------|
| <b>Cereal crops</b>     |               |               |               |               |               |
| Bulgaria                | 6 068 893     | 5 247 388     | 5 060 518     | 4 268 927     | 5 881 060     |
| Region                  | 932 870       | 798 775       | 642 826       | 591 187       | 906 339       |
| <b>Share</b>            | <b>15.37%</b> | <b>15.22%</b> | <b>12.70%</b> | <b>13.85%</b> | <b>15.41%</b> |
| <b>Industrial crops</b> |               |               |               |               |               |
| Bulgaria                | 526 808       | 593 174       | 669 318       | 454 906       | 416 879       |
| Region                  | 58 328        | 56 264        | 73 604        | 43 879        | 64 167        |
| <b>Share</b>            | <b>11.1%</b>  | <b>9.5%</b>   | <b>11.0%</b>  | <b>9.6%</b>   | <b>15.4%</b>  |
| <b>Fodder crops</b>     |               |               |               |               |               |
| Bulgaria                | 1 254 571     | 1 019 867     | 1 152 018     | 662 442       | 398 537       |

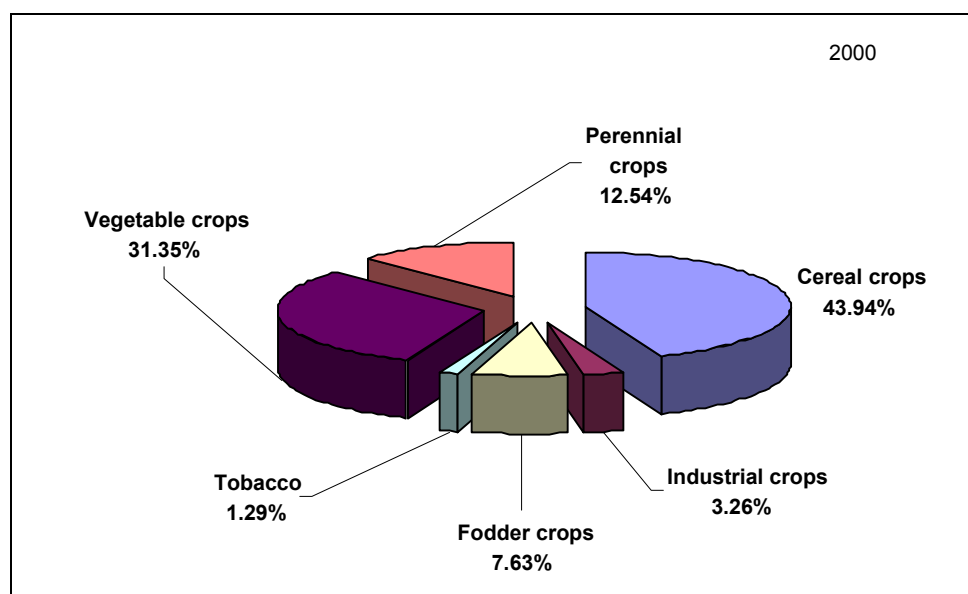
|   |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|
| Region  | 170 732      | 156 239      | 182 488      | 102 677      | 80 434       |
| <b>Share</b>                                      | <b>13.6%</b> | <b>15.3%</b> | <b>15.8%</b> | <b>15.5%</b> | <b>20.2%</b> |
| <b>Tobacco</b>                                    |              |              |              |              |              |
| Bulgaria  | 59 307       | 38 089       | 33 401       | 29 459       | 52 299       |
| Region  | 32 099       | 20 115       | 16 528       | 17 299       | -            |
| <b>Share</b>                                      | <b>54.1%</b> | <b>52.8%</b> | <b>49.5%</b> | <b>58.7%</b> |              |
| <b>Vegetable crops</b>                            |              |              |              |              |              |
| Bulgaria  | 743 274      | 1 166 195    | 1 070 546    | 962 856      |              |
| Region  | 255 421      | 479 255      | 423 165      | 421 749      |              |
| <b>Share</b>                                      | <b>34.4%</b> | <b>41.1%</b> | <b>39.5%</b> | <b>43.8%</b> |              |
| <b>Perennial fruit and strawberry plantations</b> |              |              |              |              |              |
| Bulgaria  | 969 164      | 665 425      | 614 026      | 684 821      | 598 463      |
| Region  | 266 484      | 229 694      | 171 817      | 168 656      | 215 175      |
| <b>Share</b>                                      | <b>27.5%</b> | <b>34.5%</b> | <b>28.0%</b> | <b>24.6%</b> | <b>36.0%</b> |

The share of the agricultural goods, produced in the region with the exception of the cereal crops was growing. The manufacture of cereal crops develops with unstable trend and its share in the total production for the country during 2001 was equal to its share during 1997.

*Structure of the manufacture of agricultural products in the country*



*Structure of the manufacture of agricultural products in the South central region*



### 2.3.3 Stock-breeding

The number of cows in the end of 2001 as compared to 1997 was with 14.5 thous. or with 12 per cent bigger. There was a growth in their number for the country as a whole as well but it was significantly lower – 2.5 per cent.

#### *Total number of the cows for the country and the South central region over the period 1997-2001*

|                      | 1997    | 1998    | 1999    | 2000    | 2001    |
|----------------------|---------|---------|---------|---------|---------|
| Bulgaria             | 358 389 | 388 958 | 423 949 | 433 820 | 367 288 |
| South central region | 121735  | 133774  | 145102  | 146519  | 136265  |
| Share                | 34.0%   | 34.4%   | 34.2%   | 33.8%   | 37.1%   |

The share of the cows in the region during 2001 reached 37.1 per cent as compared to 34 per cent during 1997.

The milk yield and the production of milk during 2001 decreased as compared to 1997 with 24 per cent. The drop for the country as a whole was bigger – 29 per cent.

#### *Milk yield from cows total for the country over the period 1997 – 2001.*

|                      | 1997      | 1998      | 1999      | 2000      | 2001    |
|----------------------|-----------|-----------|-----------|-----------|---------|
| Bulgaria             | 1 160 699 | 1 287 414 | 1 347 546 | 1 368 248 | 826 901 |
| South central region | 343 667   | 386 037   | 399 409   | 415 303   | 259 976 |
| Share                | 29.6%     | 30.0%     | 29.6%     | 30.4%     | 31.4%   |

In the region were produced about 30 per cent of the cow milk (over 2001 it was 31.4 per cent).

There was a significant drop in the number of the sheep. During 2001 as compared to 1997 the sheep were with 293 thous. or with 37 per cent less. The decline for the country was even greater - 47 per cent.

***Total number of sheep for the country and the South Central region over the period 1997–2001***

|                      | 1997      | 1998      | 1999      | 2000      | 2001      |
|----------------------|-----------|-----------|-----------|-----------|-----------|
| Bulgaria             | 3 019 600 | 2 847 529 | 2 773 702 | 2 548 884 | 1 571 409 |
| South central region | 567 668   | 574 116   | 563 708   | 517 451   | 360 578   |
| Share                | 18.8%     | 20.2%     | 20.3%     | 20.3%     | 22.9%     |

The share of the region in the total number of sheep in the country increased from 18.8 per cent during 1997 to 22.9 per cent as of 2001. The milk yield per sheep grew. The decline in the amount of the produced sheep milk was lower – 24 per cent. The total decline for the country is – 35 per cent.

***Milk yield from sheep total for the country over the period 1997 – 2001***

|                      | 1997    | 1998    | 1999    | 2000   | 2001   |
|----------------------|---------|---------|---------|--------|--------|
| Bulgaria             | 106 510 | 105 965 | 103 412 | 93 748 | 69 614 |
| South central region | 24 349  | 24 805  | 23 691  | 21 723 | 18 447 |
| Share                | 22.9%   | 23.4%   | 22.9%   | 23.2%  | 26.5%  |

The share of the region in the production of milk grew from 22.9 per cent to 26.5 per cent during 2001.

The number of swine during 2001 dropped sharply as compared to 1997 – they were 2 times less. The decline for the country was approximately the same and the percentage of the region in the total number of the swine in the country was 17-18 per cent.

***Number of swine total for the country and South central region over the period 1997–2001***

|                      | 1997      | 1998      | 1999      | 2000      | 2001    |
|----------------------|-----------|-----------|-----------|-----------|---------|
| Bulgaria             | 1 500 442 | 1 479 734 | 1 721 497 | 1 512 344 | 788 519 |
| South central region | 260 224   | 241 184   | 312 958   | 263 925   | 132 167 |
| Share                | 17.3%     | 16.3%     | 18.2%     | 17.5%     | 16.8%   |

**2.3.4 Import-export*****2.3.4.1 Export***

In 2001 the export of agricultural production from SCR sharply reduced and were exported goods for only 6 177 thous. USD. The drop of the export compared to 2000 is with 9 534 thous. USD or with 60 per cent. Just to compare the export in 2000 revealed a growth of 10 per cent compared to the former year.

The biggest decline in amount is observed at the export of oil-extraction seeds and fruit including used in the perfumery – over 4-time decline in 2001 compared to 1999. The trend is also kept over the ninth months of 2002.

The decline in the export of cereals is also considerable – 8 times for 2001 compared to 1999. The ninth months of 2002 show gaining back the positions at the level over this in 2000.

The export of live animals from SCR shows a sharp increase in 2000 – mainly of big horned cattle mainly to the countries from EU, followed by significant drops in 2001

and 2002. The reason for this is in the imposed quotes and restrictions at import of live animals in EU about the mad cow disease.

***Export of non-processed agricultural products 1999 – 2002 (first nine months)***

(in USD)

|   | 1999              | 2000              | 2001             | 09'2002          |
|---|-------------------|-------------------|------------------|------------------|
| Live animals and animal products  | 897 246           | 6 713 059         | 3 160 469        | 806 439          |
| Fish and crustaceans, molluscs and other aquatic invertebrates                    | 250 685           | 73 745            | 186 177          | 217 951          |
| Live trees; bulbs, roots; cut flowers and ornamental foliage                      | 329 905           | 143 156           | 42 709           | 30 605           |
| Cereals   | 4 323 582         | 2 143 496         | 563 464          | 2 465 759        |
| Oil seeds and oleaginous fruits; industrial or medicinal plants; straw and fodder | 8 428 809         | 6 625 112         | 2 083 141        | 628 458          |
| Lac; gums, resins and other vegetable saps and extracts                           | 0                 | 0                 | 141 166          | 121 086          |
| Vegetable plaiting materials; vegetable products                                  | 5 804             | 13 221            | 0                | 0                |
| <b>Total</b>  | <b>14 236 031</b> | <b>15 711 789</b> | <b>6 177 126</b> | <b>4 270 298</b> |

For this period the main agricultural products exported from the region are oil-extraction seeds, live animals and cereals. However the structure of the export from the region by years shows significant differences. In 1999 the major share is for the oil-extraction seeds (about 60 per cent) and cereals (30 per cent). In 2000 the share of oil-extraction seeds and live animals is 42 per cent and in 2001 the export of live cattle is 51 per cent. As of the ninth months of 2002 the share of the cereals is the highest – 57 per cent.

The exported in 2001 live animals are 31,5 per cent from the export of Bulgaria. The share of the cereals dropped to 0.8 per cent.

***Indexes of the exported non-processed agricultural products***

|   | Index (1999=100) |      |
|---|------------------|------|
|   | 2000             | 2001 |
| Live animals and animal products  | 748              | 352  |
| Fish and crustaceans, molluscs and other aquatic invertebrates                    | 29               | 74   |
| Live trees; bulbs, roots; cut flowers and ornamental foliage                      | 43               | 13   |
| Cereals   | 50               | 13   |
| Oil seeds and oleaginous fruits; industrial or medicinal plants; straw and fodder | 79               | 25   |
| Lac; gums, resins and other vegetable saps and extracts                           | -                | -    |
| Vegetable plaiting materials; vegetable products                                  | 228              | 0    |
|   | 110              | 43   |

***2.3.4.2 Export by countries***

The following abbreviations in the names of the groups have been used in the tables below. This is done for convenience

|                 |  |
|-----------------|--|
| 01. Animals     | Live animals and animal products   |
| 03. Fish        | Fish and crustaceans, molluscs and other aquatic invertebrates   |
| 06. Live plants | Live trees and other plants; bulbs, roots and the like; cut flowers and ornamental foliage                               |
| 10. Cereals     | Cereals  |
| 12. Oil seeds   | Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal plants; straw and fodder |

|                        |   |
|------------------------|---|
| 13. Saps and extracts  | Lac; gums, resins and other vegetable saps and extracts |
| 14. Plaiting materials | Vegetable plaiting materials; vegetable products        |

**Export of agricultural products by countries 1999***(in USD)*

| Product group         | Animals                       | Fish                     | Live plants   | Cereals                       | Oil seeds      | Plaiting materials |
|-----------------------|-------------------------------|--------------------------|---------------|-------------------------------|----------------|--------------------|
| <i>Code</i>           | <i>01</i>                     | <i>03</i>                | <i>06</i>     | <i>10</i>                     | <i>12</i>      | <i>14</i>          |
| <b>First country</b>  | <b>Lebanon</b>                | <b>France</b>            | <b>Turkey</b> | <b>Turkey</b>                 | <b>Turkey</b>  | <b>Turkey</b>      |
| USD                   | 424 712                       | 129 106                  | 272 485       | 2 979 291                     | 3 898 454      | 4 320              |
| %                     | 47.3%                         | 51.5%                    | 82.6%         | 68.9%                         | 46.3%          | 74.4%              |
| <b>Second country</b> | <b>Jordan</b>                 | <b>Rep. of Macedonia</b> | <b>Italy</b>  | <b>Syria</b>                  | <b>Germany</b> | <b>Greece</b>      |
| USD                   | 259 743                       | 43 789                   | 32 104        | 815 825                       | 2 071 139      | 1 484              |
| %                     | 28.9%                         | 17.5%                    | 9.7%          | 18.9%                         | 24.6%          | 25.6%              |
| <b>Third country</b>  | <b>Fed.Rep. of Yugoslavia</b> | <b>Turkey</b>            | <b>Greece</b> | <b>Fed.Rep. of Yugoslavia</b> | <b>Greece</b>  | -                  |
| USD                   | 120 430                       | 30 592                   | 17 426        | 238 570                       | 635 805        |                    |
| %                     | 13.4%                         | 12.2%                    | 5.3%          | 5.5%                          | 7.5%           |                    |

**Export of agricultural products by countries 2000***(in USD)*

| Product group         | Animals                       | Fish                     | Live plants   | Cereals             | Oil seeds      | Plaiting materials |
|-----------------------|-------------------------------|--------------------------|---------------|---------------------|----------------|--------------------|
| <i>Code</i>           | <i>01</i>                     | <i>03</i>                | <i>06</i>     | <i>10</i>           | <i>12</i>      | <i>14</i>          |
| <b>First country</b>  | <b>Lebanon</b>                | <b>Rep. of Macedonia</b> | <b>Turkey</b> | <b>Turkey</b>       | <b>Germany</b> | <b>Turkey</b>      |
| USD                   | 3 630 149                     | 70 770                   | 76 526        | 1 699 526           | 3 710 879      | 12 567             |
| %                     | 54.1%                         | 96.0%                    | 53.5%         | 79.3%               | 56.0%          | 95.1%              |
| <b>Second country</b> | <b>Jordan</b>                 | <b>Greece</b>            | <b>Italy</b>  | <b>Saudi Arabia</b> | <b>Greece</b>  | <b>Greece</b>      |
| USD                   | 1 798 224                     | 2 975                    | 43 249        | 299 041             | 565 793        | 654                |
| %                     | 26.8%                         | 4.0%                     | 30.2%         | 14.0%               | 8.5%           | 4.9%               |
| <b>Third country</b>  | <b>Fed.Rep. of Yugoslavia</b> |                          | <b>Greece</b> | <b>Greece</b>       | <b>Italy</b>   |                    |
| USD                   | 1 180 992                     |                          | 10 901        | 115 439             | 358 072        |                    |
| %                     | 17.6%                         |                          | 7.6%          | 5.4%                | 5.4%           | 0.0%               |

**Export of agricultural products by countries 2001***(in USD)*

| Product group         | Animals         | Fish             | Live plants   | Cereals            | Oil seeds      | Saps and extracts         |
|-----------------------|-----------------|------------------|---------------|--------------------|----------------|---------------------------|
| <i>Code</i>           | <i>01</i>       | <i>03</i>        | <i>06</i>     | <i>10</i>          | <i>12</i>      | <i>13</i>                 |
| <b>First country</b>  | <b>Lebanon</b>  | <b>USA</b>       | <b>Italy</b>  | <b>Greece</b>      | <b>Germany</b> | <b>Bulgaria-free zone</b> |
| USD                   | 1 371 746       | 138 167          | 19 007        | 243 029            | 822 599        | 141 166                   |
| %                     | 43.40%          | 74.21%           | 44.50%        | 43.13%             | 39.49%         | 100.00%                   |
| <b>Second country</b> | <b>Slovenia</b> | <b>Lithuania</b> | <b>Greece</b> | <b>Lithuania</b>   | <b>Greece</b>  |                           |
| USD                   | 904 457         | 37 142           | 13 957        | 67 870             | 430 042        | -                         |
| %                     | 28.62%          | 19.95%           | 32.68%        | 12.05%             | 20.64%         | -                         |
| <b>Third country</b>  | <b>Italy</b>    | <b>Slovenia</b>  | <b>Spain</b>  | <b>Netherlands</b> | <b>Finland</b> |                           |
| USD                   | 559 759         | 7 028            | 5 561         | 48 780             | 225 084        | -                         |
| %                     | 17.71%          | 3.77%            | 13.02%        | 8.66%              | 10.81%         | -                         |

*Export of agricultural products by countries as of September 2002**(in USD)*

| Product group         | Animals                       | Fish                     | Live plants        | Cereals                  | Oil seeds     | Saps and extracts         |
|-----------------------|-------------------------------|--------------------------|--------------------|--------------------------|---------------|---------------------------|
| Code                  | 01                            | 03                       | 06                 | 10                       | 12            | 13                        |
| <b>First country</b>  | <b>Fed.Rep. of Yugoslavia</b> | <b>USA</b>               | <b>Greece</b>      | <b>Greece</b>            | <b>Italy</b>  | <b>Bulgaria-free zone</b> |
| USD                   | 803 379                       | 140 103                  | 13 040             | 951 992                  | 317 126       | 104 100                   |
| %                     | 99.6%                         | 64.3%                    | 42.6%              | 38.6%                    | 50.5%         | 86.0%                     |
| <b>Second country</b> | <b>Rep. of Macedonia</b>      | <b>Rep. of Macedonia</b> | <b>Italy</b>       | <b>Romania</b>           | <b>Turkey</b> | <b>USA</b>                |
| USD                   | 3 060                         | 29 905                   | 11 910             | 825 769                  | 78 275        | 16 500                    |
| %                     | 0.4%                          | 13.7%                    | 38.9%              | 33.5%                    | 12.5%         | 13.6%                     |
| <b>Third country</b>  |                               | <b>Israel</b>            | <b>Netherlands</b> | <b>Rep. of Macedonia</b> | <b>Mexico</b> | <b>Albania</b>            |
| USD                   | -                             | 25 626                   | 4 320              | 344 503                  | 58 604        | 486                       |
| %                     | -                             | 11.8%                    | 14.1%              | 14.0%                    | 9.3%          | 0.4%                      |

**2.3.4.3 Import**

The import of agricultural production in the region increases and the imported goods in 2001 are 3.6 times more in comparison with 1999.

The increase in 2001 in comparison with 1999 is 5 990 thous. USD from which 5 611 thous. USD are oil-extraction seeds.

In 1999 and 2000 the trade balance with agricultural production is positive and the export exceeds the import many times. However in 2001 the balance is negative – 2 108 thous. USD

In comparison with Bulgaria the imported live animals are 29.5 per cent and the oil-extraction seeds 4.5 per cent.

**Import of non-processed agricultural products 1999 – 09'2002***(in USD)*

|   | 1999             | 2000             | 2001             | 09'2002          |
|---|------------------|------------------|------------------|------------------|
| Live animals and animal products  | 464 742          | 679 420          | 1 135 443        | 700 621          |
| Fish and crustaceans, molluscs and other aquatic invertebrates                    | 0                | 147              | 3 854            | 0                |
| Live trees; bulbs, roots; cut flowers and ornamental foliage                      | 380 544          | 260 585          | 719 483          | 751 349          |
| Cereals   | 748 497          | 1 183 577        | 1 037 395        | 398 626          |
| Oil seeds and oleaginous fruits; industrial or medicinal plants; straw and fodder | 548 744          | 1 093 338        | 5 159 654        | 1 129 707        |
| Lac; gums, resins and other vegetable saps and extracts                           | 46 696           | 33 592           | 160 258          | 137 836          |
| Vegetable plaiting materials; vegetable products                                  | 106 138          | 96 964           | 69 251           | 60 777           |
| <b>Total</b>  | <b>2 297 360</b> | <b>3 349 623</b> | <b>8 287 339</b> | <b>3 180 918</b> |

**Indexes of the imported non-processed agricultural products**

|  | Index 1999=100 |      |
|--|----------------|------|
|  | 2000           | 2001 |
| Live animals and animal products                               | 146            | 244  |
| Fish and crustaceans, molluscs and other aquatic invertebrates | -              | -    |
| Live trees; bulbs, roots; cut flowers and ornamental foliage   | 68             | 189  |



|   |     |     |
|---|-----|-----|
| Cereals   | 158 | 139 |
| Oil seeds and oleaginous fruits; industrial or medicinal plants; straw and fodder | 199 | 940 |
| Lac; gums, resins and other vegetable saps and extracts                           | 72  | 343 |
| Vegetable plaiting materials; vegetable products                                  | 91  | 65  |

#### 2.3.4.4 *Import by countries*

##### *Import of agricultural products by countries 1999*

(in USD)

| Product group         | Animals        | Live plants        | Cereals                   | Oil seeds     | Saps and extracts | Plaiting materials |
|-----------------------|----------------|--------------------|---------------------------|---------------|-------------------|--------------------|
| <i>Code</i>           | 01             | 06                 | 10                        | 12            | 13                | 14                 |
| <b>First country</b>  | <b>Hungary</b> | <b>Netherlands</b> | <b>Hungary</b>            | <b>USA</b>    | <b>Ukraine</b>    | <b>Kyrgyzstan</b>  |
| USD                   | 133 031        | 271 044            | 233 753                   | 168 680       | 25 263            | 39 666             |
| %                     | 28.6%          | 71.2%              | 31.2%                     | 30.7%         | 54.1%             | 37.4%              |
| <b>Second Country</b> | <b>France</b>  | <b>Turkey</b>      | <b>Greece</b>             | <b>Greece</b> | <b>France</b>     | <b>Tajikistan</b>  |
| USD                   | 120 380        | 54 771             | 167 026                   | 77 459        | 11 592            | 34 561             |
| %                     | 25.9%          | 14.4%              | 22.3%                     | 14.1%         | 24.8%             | 32.6%              |
| <b>Third country</b>  | <b>Germany</b> | <b>Italy</b>       | <b>Bulgaria-free zone</b> | <b>China</b>  | <b>China</b>      | <b>Indonesia</b>   |
| USD                   | 83 190         | 24 469             | 160 588                   | 72 600        | 4 414             | 31 911             |
| %                     | 17.9%          | 6.4%               | 21.5%                     | 13.2%         | 9.5%              | 30.1%              |

##### *Import of agricultural products by countries 2000*

(in USD)

| Product group         | Animals        | Fish          | Live plants        | Cereals                   | Oil seeds             | Saps and extracts | Plaiting materials        |
|-----------------------|----------------|---------------|--------------------|---------------------------|-----------------------|-------------------|---------------------------|
| <i>Code</i>           | 01             | 03            | 06                 | 10                        | 12                    | 13                | 14                        |
| <b>First country</b>  | <b>France</b>  | <b>Greece</b> | <b>Netherlands</b> | <b>France</b>             | <b>USA</b>            | <b>Germany</b>    | <b>Russian Federation</b> |
| USD                   | 276 241        | 147           | 177 904            | 925 175                   | 365 735               | 14 317            | 77 416                    |
| %                     | 40.7%          | 100.0%        | 68.3%              | 78.2%                     | 33.5%                 | 42.6%             | 79.8%                     |
| <b>Second Country</b> | <b>Germany</b> |               | <b>France</b>      | <b>Russian Federation</b> | <b>Gambia</b>         | <b>France</b>     | <b>Indonesia</b>          |
| USD                   | 180 162        | -             | 55 670             | 84 885                    | 192 937               | 12 096            | 19 548                    |
| %                     | 26.5%          | -             | 21.4%              | 7.2%                      | 17.6%                 | 36.0%             | 20.2%                     |
| <b>Third country</b>  | <b>Hungary</b> |               | <b>Greece</b>      | <b>USA</b>                | <b>United Kingdom</b> | <b>Greece</b>     |                           |
| USD                   | 122 758        | -             | 9514               | 67118                     | 169259                | 2703              | -                         |
| %                     | 18.1%          | -             | 3.7%               | 5.7%                      | 15.5%                 | 8.0%              | -                         |

##### *Import of agricultural products by countries 2001*

(in USD)

| Product group         | Animals        | Fish          | Live plants        | Cereals        | Oil seeds          | Saps and extracts | Plaiting materials |
|-----------------------|----------------|---------------|--------------------|----------------|--------------------|-------------------|--------------------|
| <i>Code</i>           | 01             | 03            | 06                 | 10             | 12                 | 13                | 14                 |
| <b>First country</b>  | <b>France</b>  | <b>Greece</b> | <b>Netherlands</b> | <b>Egypt</b>   | <b>USA</b>         | <b>Denmark</b>    | <b>Indonesia</b>   |
| USD                   | 487 692        | 3 854         | 454 473            | 328 570        | 2 802 885          | 40 727            | 29 297             |
| %                     | 43.0%          | 100.0%        | 63.2%              | 31.7%          | 54.3%              | 25.4%             | 42.3%              |
| <b>Second Country</b> | <b>Germany</b> |               | <b>Slovenia</b>    | <b>Hungary</b> | <b>Netherlands</b> | <b>Germany</b>    | <b>Tajikistan</b>  |

|                      |                |   |              |               |                |               |                           |
|----------------------|----------------|---|--------------|---------------|----------------|---------------|---------------------------|
| USD                  | 232725         | - | 119 584      | 322 202       | 734 443        | 32 611        | 20 196                    |
| %                    | 20.5%          | - | 16.6%        | 31.1%         | 14.2%          | 20.3%         | 29.2%                     |
| <b>Third country</b> | <b>Denmark</b> |   | <b>Italy</b> | <b>France</b> | <b>Germany</b> | <b>France</b> | <b>Bulgaria-free zone</b> |
| USD                  | 200467         | - | 70 887       | 131 664       | 415 326        | 31 349        | 19 758                    |
| %                    | 17.7%          | - | 9.9%         | 12.7%         | 8.0%           | 19.6%         | 28.5%                     |

### *Import of agricultural products by countries as of September 2002*

(in USD)

| Product group         | Animals            | Live plants                   | Cereals        | Oil seeds          | Saps and extracts | Plaiting materials        |
|-----------------------|--------------------|-------------------------------|----------------|--------------------|-------------------|---------------------------|
| Code                  | 01                 | 06                            | 10             | 12                 | 13                | 14                        |
| <b>First country</b>  | <b>France</b>      | <b>Netherlands</b>            | <b>Hungary</b> | <b>Netherlands</b> | <b>France</b>     | <b>Indonesia</b>          |
| USD                   | 320121             | 368753                        | 199730         | 471786             | 56422             | 41041                     |
| %                     | 45.7%              | 49.1%                         | 50.1%          | 41.8%              | 40.9%             | 67.5%                     |
| <b>Second Country</b> | <b>Germany</b>     | <b>France</b>                 | <b>USA</b>     | <b>China</b>       | <b>Italy</b>      | <b>Russian Federation</b> |
| USD                   | 307997             | 286885                        | 129769         | 206569             | 42324             | 19736                     |
| %                     | 44.0%              | 38.2%                         | 32.6%          | 18.3%              | 30.7%             | 32.5%                     |
| <b>Third country</b>  | <b>Netherlands</b> | <b>Fed.Rep. of Yugoslavia</b> | <b>Egypt</b>   | <b>USA</b>         | <b>USA</b>        |                           |
| USD                   | 72503              | 24263                         | 27264          | 168802             | 11518             | -                         |
| %                     | 10.3%              | 3.2%                          | 6.8%           | 14.9%              | 8.4%              | -                         |

## 2.3.5 Sales and employed in the enterprises in the region

### 2.3.5.1 Sales

During 2001 the agricultural and forest enterprises in the region have sold production, commodities and services at a value of BGN 259 million. The sum represents 18.5 per cent of the sales for the country.

#### *Sales of the enterprises from the branch, by sectors*

(in thous. BGN)

|  | 1999    | 2000    | 2001    | Index 1999=100 |        |
|--|---------|---------|---------|----------------|--------|
|  |         |         |         | 2000           | 2001   |
| Growing of crops; market gardening; horticulture   | 108 519 | 113 813 | 118 481 | 104.88         | 109.18 |
| Farming of animals   | 37 291  | 80 547  | 65 491  | 216.00         | 175.62 |
| Growing of crops combined with farming of animals (mixed farming)                              | 26 208  | 22 702  | 21 014  | 86.62          | 80.18  |
| Agricultural and animal husbandry service activities, except veterinary activities             | 11 331  | 12 276  | 15 517  | 108.34         | 136.94 |
| Forestry, logging and related service activities   | 56 476  | 48 591  | 36 821  | 86.04          | 65.19  |
| Fishing, operation of fish hatcheries and fish farms; service activities incidental to fishing | 731     | 2 065   | 2 099   | 282.49         | 287.14 |

\* The indexes are calculated on the current prices

The sales of the enterprises grew with an unstable trend. Taking into consideration the inflation in amount 11.3 per cent during 2000 and 4.2 per cent during 2001 there was 10 per cent.

### 2.3.5.2 Employed in the branch

As of the end of 2001 the number of employed in the agricultural branch in the South central region was 18 044 people. Their number was with 25 per cent lower as

compared to 1999. The decline in the total number of the employed in the branch for the country was 24 per cent.

***Employed in the agricultural branch in the South central region for the period 1999-2001***

|                      | 1999    | 2000   | 2001   |
|----------------------|---------|--------|--------|
| Bulgaria             | 110 557 | 94 518 | 84 401 |
| South central region | 23 963  | 20 577 | 18 044 |

During 2001 the total number of the employed in the agricultural branch for the country was 84 401 people. 21 per cent of them were in the South central region. 5 per cent of the total number of employed in the region worked in the agricultural sector.

### 2.3.6 Companies from the branch

There are not companies from the region, working in this branch that are certificated under ISO. The members of EAN are 3:

|   | Company               | City       |
|---|-----------------------|------------|
| 1 | Sakartsi JSC          | Svilengrad |
| 2 | Vendy LTD             | Plovdiv    |
| 3 | Bio - Prim - Agro LTD | Haskovo    |

***Producers from the sector in SCR with top sales***

|    | Company                    | City          | Net Sales<br>thous. BGN |
|----|----------------------------|---------------|-------------------------|
| 1  | Gradus - Ivan Angelov - 55 | Panagyurishte | 19 036                  |
| 2  | Zarra – 2000               | Stara Zagora  | 5 233                   |
| 3  | T. Lesimpeks               | Stara Zagora  | 5 072                   |
| 4  | Vigomi                     | Stara Zagora  | 5 015                   |
| 5  | Klokotnitsa II – Haskovo   | Haskovo       | 4 289                   |
| 6  | Ivan Papazov - Orion – 93  | Pazardzhik    | 3 587                   |
| 7  | Brezite                    | Kurdzhali     | 2 995                   |
| 8  | Rozhen                     | Smolyan       | 2 285                   |
| 9  | Shipkales                  | Kazanluk      | 2 148                   |
| 10 | Agroprodukt – Plovdiv      | Plovdiv       | 1 998                   |

***Companies from the sector in SCR with the biggest number of employees***

|    | Company   | City       | Number of<br>employees |
|----|---|------------|------------------------|
| 1  | Aidales   | Haskovo    | 426                    |
| 2  | Svinevadstvo – PZ   | Pazardzhik | 423                    |
| 3  | Bulgartsvet-Velingrad   | Velingrad  | 324                    |
| 4  | Proizvodstveno-potrebitelna<br>zemedelska kooperatzia Maritza | Tsalapitsa | 245                    |
| 5  | Rozhen  | Smolyan    | 244                    |
| 6  | Brezite   | Kurdzhali  | 206                    |
| 7  | Batashki Snezhnik   | Batak      | 199                    |
| 8  | Shipkales   | Kazanluk   | 189                    |
| 9  | Chepino-Les 99  | Velingrad  | 143                    |
| 10 | Vsestranna kooperatzia 6 mai                                  | Dalboki    | 140                    |

***Top exporters from the sector from SCR***

|    | Company                  | City           | Export 2001<br>USD | Score of the<br>company<br>Export 2000 |
|----|--------------------------|----------------|--------------------|--|
| 1  | RUSSI                    | Pyrvenets - Pd | 1 354 000          | 1                                      |
| 2  | Brezite                  | Kurdzhali      | 902 064            | 3                                      |
| 3  | Agroprodukt - Plovdiv    | Plovdiv        | 878 917            | 2                                      |
| 4  | Dospatles                | Dospat         | 373 895            | 6                                      |
| 5  | Nona - Nonka Radeva      | Karlovo        | 201 026            | 18                                     |
| 6  | Pchela - 94 Co-operative | Stara Zagora   | 193 949            | 14                                     |
| 7  | Klokotnitsa II - Haskovo | Haskovo        | 177 843            | 4                                      |
| 8  | Nikola Genev             | Velingrad      | 159 432            | 20                                     |
| 9  | Agroizvora               | Studena - Hs   | 157 023            | 7                                      |
| 10 | Bulgartsvet-Velingrad    | Velingrad      | 139 600            | 27                                     |

***Top importers from the sector from SCR***

|    | Company                                     | City           | Import 2001<br>USD | Score of the<br>company<br>Import 2000 |
|----|---|----------------|--------------------|--|
| 1  | Gradus - Ivan Angelov - 55                  | Panagyurishte  | 760 228            | 1                                      |
| 2  | La Kuneeze                                  | Plovdiv        | 305 428            | 3                                      |
| 3  | Ter - M                                     | Plovdiv        | 172 566            | 2                                      |
| 4  | Vsestranna zemedelska kooperatzia Nov jivot | Chirpan        | 110 483            | -                                      |
| 5  | RUSSI                                       | Pyrvenets - Pd | 87 399             | 6                                      |
| 6  | Antoaneta Georeva - Tonina                  | Yunatsite      | 68 311             | 28                                     |
| 7  | Grimi - Husejn Husein                       | Peshtera       | 63 973             | 16                                     |
| 8  | Nova - 96                                   | Plovdiv        | 47 952             | 11                                     |
| 9  | Sig - Slavcho Georgiev                      | Plovdiv        | 43 548             | 25                                     |
| 10 | Agrodominator                               | Parvomai       | 37 321             | 27                                     |

**2.4 Food-processing**

South central region (SCR) is a traditional producer of food and beverages in Bulgaria. The main precondition for the favourable state of this sector is the developed agriculture and the existence of established institutes and centres for education of employees (Higher Institute of Food Industry – Plovdiv and Agricultural University - Plovdiv). The region is the biggest producer of canned fruit and vegetables in the country.

The sales of the companies from the region demonstrate a permanent trend of increase (from 3 to 5 per cent per year). The major part of them is private and in the brewing industry are attracted entirely foreign investments.

Besides meeting the demands of domestic consumption, SCR also provides a considerable part of the export of the food-processing industry (about USD 70 million per year). The companies from the region keep a positive trade balance for the trade with food and beverages and for 2001 the export exceeds the import twofold.

In 2001 the region exports 42 per cent from the country's total export of food products prepared on the base of grain, 38 per cent of vegetables and over 30 per cent of these of foods from fruit and vegetables, fats and oils. To Germany are exported over 30 per cent of the processed fruit and vegetables and over 25 per cent of the fresh fruit and soft and alcohol beverages. Just to compare, in 2000 the same shares were about 20 per cent. Over 50 per cent of the processed meat products are exported to France.

A significant part of the country's import of food products is executed by companies registered in SCR and the biggest importers are producers which indicates that raw-materials for manufacture are being imported.

### 2.4.1 Manufacture

The companies from the branch registered in SCR are 4322 as of 2001. The total amount of realized production of goods and services is almost BGN 800 million. According to this indicator, the region realizes  $\frac{1}{4}$  of the total volume of the sales in the sector in Bulgaria.

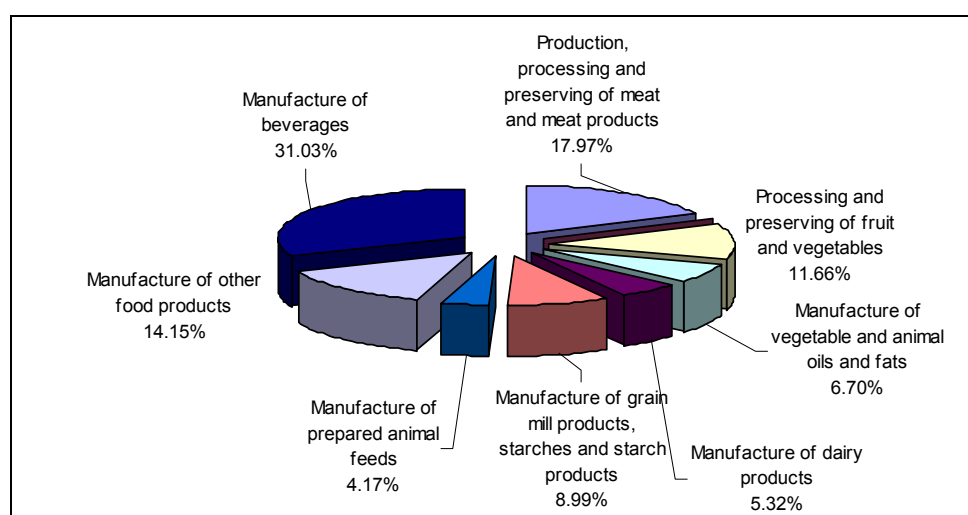
#### *Incomes from sales of the companies from SCR that produce food and beverages*

(in thous. BGN)

| Sector   | 1999           | 2000           | 2001           | Index 1999=100* |               |
|--|----------------|----------------|----------------|-----------------|---------------|
|  |                |                |                | 2000            | 2001          |
| Production, processing and preserving of meat and meat products  | 89 678         | 124 238        | 143 656        | 138.54          | 160.19        |
| Processing and preserving of fish and fish products              | 82             | 47             | 61             | 57.32           | 74.39         |
| Processing and preserving of fruit and vegetables                | 73 707         | 74 156         | 93 222         | 100.61          | 126.47        |
| Manufacture of vegetable and animal oils and fats                | 40 240         | 41 712         | 53 529         | 103.66          | 133.02        |
| Manufacture of dairy products                                    | 30 005         | 29 485         | 42 541         | 98.27           | 141.77        |
| Manufacture of grain mill products, starches and starch products | 73 576         | 75 090         | 71 877         | 102.06          | 97.69         |
| Manufacture of prepared animal feeds                             | 22 920         | 30 035         | 33 342         | 131.04          | 145.47        |
| Manufacture of other food products                               | 99 153         | 109 169        | 113 118        | 110.10          | 114.08        |
| Manufacture of beverages   | 169 235        | 216 054        | 248 019        | 127.67          | 146.55        |
| <b>Total</b>   | <b>598 596</b> | <b>699 986</b> | <b>799 365</b> | <b>116.94</b>   | <b>133.54</b> |

\* The indexes are at current prices.

The sales of beverages for 2001 occupy the biggest share in the structure of sales in the sector in SCR – 31 per cent.

**Structure of the sales of food and beverages in SCR for 2001**

In comparison with 1999 the sales in 2000 at current prices are with 17 per cent more and in 2001 increased with another 14 per cent. At inflation rate of 11,3 per cent for 2000 and 4.8 per cent for 2001, the volume of the sales in 2000 increased with about 5 per cent. In 2001 their level is lower with 2-3 per cent in comparison with 2000.

There is increase in the sales in 2001 in comparison with 1999 in the sectors: manufacture of ready foods for animals, manufacture of bread and bread products and manufacture of beverages. There is a decline only in the sale of mill products, farina and farina products.

**2.4.2 Import –export****2.4.2.1 Export**

The South central region is a traditional exporter of foods and beverages and the total amount of the exported production over the past years continuously reduces. In 2001 from the region were exported food and beverages for BGN 70.6 million, which account for over 20 per cent of the total export of these goods from Bulgaria.

**Export of food and beverages in SCR (1999 – 2001)***(in USD)*

|   | 1999       | 2000      | 2001       | Index (1999=100) |        |
|---|------------|-----------|------------|------------------|--------|
|   |            |           |            | 2000             | 2001   |
| Meat and edible meat offal  | 5 997 574  | 7 015 988 | 7 211 080  | 116.98           | 120.23 |
| Dairy produce; birds' eggs; natural honey; edible products of animal origin | 2 207 532  | 4 354 365 | 7 226 495  | 197.25           | 327.36 |
| Products of animal origin   | 195 471    | 194 269   | 181 963    | 99.39            | 93.09  |
| Edible vegetables and certain root and tubers                               | 10 688 889 | 5 759 179 | 10 000 016 | 53.88            | 93.56  |
| Edible fruit and nuts; peel of citrus fruit or melons                       | 5 318 429  | 2 676 727 | 3 705 836  | 50.33            | 69.68  |
| Coffee, tea, mate and tubers  | 1 982 162  | 988 531   | 1 737 599  | 49.87            | 87.66  |
| Products of the milling industry; malt; starches; wheat gluten              | 446 396    | 326 548   | 226 608    | 73.15            | 50.76  |

|  |                   |                   |                   |              |              |
|--|-------------------|-------------------|-------------------|--------------|--------------|
| Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes | 5 956 909         | 5 504 434         | 4 482 603         | 92.40        | 75.25        |
| Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates                       | 426 054           | 1 530 217         | 1 118 353         | 359.16       | 262.49       |
| Sugars and sugar confectionery   | 199 141           | 41 865            | 127 797           | 21.02        | 64.17        |
| Cocoa and cocoa preparations   | 124 484           | 169 794           | 783 813           | 136.40       | 629.65       |
| Preparations of cereals, flour, starch or milk; pastrycooks' products  | 814 817           | 1 441 099         | 2 631 932         | 176.86       | 323.01       |
| Preparations of vegetables, fruit, nuts or other parts of plants   | 9 967 340         | 7 950 987         | 10 160 560        | 79.77        | 101.94       |
| Miscellaneous edible preparations  | 1 762 156         | 755 015           | 450 931           | 42.85        | 25.59        |
| Beverages, spirits and vinegar   | 10 649 975        | 7 074 415         | 5 185 954         | 66.43        | 48.69        |
| Residues and waste from the food industries; prepared animal fodder  | 16 889 283        | 18 942 725        | 15 345 069        | 112.16       | 90.86        |
| <b>Total</b>   | <b>73 626 612</b> | <b>64 726 158</b> | <b>70 576 609</b> | <b>87.91</b> | <b>95.86</b> |

In 2001, the export of food and beverages from the region is with 3 050 thous. USD or with 4 per cent less in comparison with 1999. However, in comparison with 2000 the export is bigger with 5 851 thous. USD or with 9 per cent.

The decline is realized mostly by beverages, fresh fruit and vegetables, fats and other food products.

The export of milk and dairy products, meat, cocoa and cocoa products, food products prepared on the base of grain. However the increase of their share is smaller and does not compensate the reduced export in the other groups.

The share of the export of the region from the total export of Bulgaria is:

***Share of the export of main food products and beverages from SCR from the total export of Bulgaria in 2001***

|                                     | 2001* |
|-------------------------------------|-------|
| Meat and edible meat offal          | 14.7% |
| Milk and dairy products             | 27.5% |
| Vegetables                          | 37.2% |
| Fruit                               | 22.3% |
| Fats and oils                       | 36.1% |
| Foods prepared on the base of grain | 14.0% |
| Foods of fruit and vegetables       | 36.5% |
| Soft and alcoholic beverages        | 1.3%  |
| Sugar and sugar products            | 7.4%  |

\* the shares are calculated on a base of exported quantities

**2.4.2.2 Export by countries**

The export by countries and years is given in Statistics.

**2.4.2.3 Import**

The import of food and beverages in SCR develops with an increasing trend. In 2001 were imported goods for USD 33,7 million, which is about 13 per cent of the import of products from the sector in Bulgaria.

***Import of food and beverages in SCR (1999 – 2001)***

(in USD)

|  | 1 999             | 2 000             | 2 001             | Index (1999=100) |               |
|--|-------------------|-------------------|-------------------|------------------|---------------|
|  |                   |                   |                   | 2 000            | 2001          |
| Meat and edible meat offal   | 2 216 230         | 1 928 773         | 1 683 365         | 87.03            | 75.96         |
| Dairy products; birds' eggs; natural honey; edible products of animal origin                                   | 1 317 759         | 1 207 114         | 876 184           | 91.60            | 66.49         |
| Products of animal origin  | 298 919           | 310 862           | 372 528           | 104.00           | 124.63        |
| Edible vegetables and certain root and tubers  | 1 243 590         | 2 624 822         | 3 720 059         | 211.07           | 299.14        |
| Edible fruit and nuts; peel of citrus fruit or melons  | 5 927 706         | 6 765 210         | 7 608 284         | 114.13           | 128.35        |
| Coffee, tea, mate and tubers   | 630 411           | 457 448           | 482 848           | 72.56            | 76.59         |
| Products of the milling industry; malt; starches; ; wheat gluten   | 196 367           | 1 675 087         | 821 038           | 853.04           | 418.11        |
| Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes | 3 360 782         | 3 361 293         | 5 465 249         | 100.02           | 162.62        |
| Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates                       | 811 751           | 1 154 334         | 732 235           | 142.20           | 90.20         |
| Sugars and sugar confectionery   | 4 855 354         | 2 564 031         | 2 408 291         | 52.81            | 49.60         |
| Cocoa and cocoa preparations   | 293 207           | 441 484           | 463 464           | 150.57           | 158.07        |
| Preparations of cereals, flour, starch or milk; pastrycooks' products  | 982 276           | 1 354 822         | 1 481 034         | 137.93           | 150.78        |
| Preparations of vegetables, fruit, nuts or other parts of plants   | 2 127 286         | 2 132 231         | 3 196 868         | 100.23           | 150.28        |
| Miscellaneous edible preparations  | 1 661 741         | 1 152 687         | 1 246 867         | 69.37            | 75.03         |
| Beverages, spirits and vinegar   | 1 123 247         | 1 526 551         | 1 187 483         | 135.91           | 105.72        |
| Residues and waste from the food industries; prepared animal fodder  | 1 220 537         | 1 215 435         | 1 950 584         | 99.58            | 159.81        |
| <b>Total</b>   | <b>28 267 163</b> | <b>29 872 184</b> | <b>33 696 381</b> | <b>105.68</b>    | <b>119.21</b> |

In 2001 were imported more food products and beverages for 5 429 thous. USD, compared to 1999. In comparison with 2000 the import increased with 3 824 thous. USD or with 13 per cent.

The raise in the import is realized mainly by fresh and processed fruit and vegetables, fats and oils.

***Share of the import of main food products and beverages from SCR from the total import of Bulgaria in 2001***

|                                     | 2001   |
|-------------------------------------|--------|
| Meat and edible meat offal          | 4.43%  |
| Milk and dairy products             | 6.99%  |
| Vegetables                          | 29.77% |
| Fruit                               | 37.19% |
| Fats and oils                       | 20.91% |
| Foods prepared on the base of grain | 8.61%  |
| Foods of fruit and vegetables       | 20.25% |
| Soft and alcoholic beverages        | 4.23%  |
| Sugar and sugar products            | 8.16%  |



In the region are imported more vegetables and fruit per capita in comparison with the same indicator for the country and the imported quantities of meat and meat offal, milk and dairy products are considerably smaller.

#### *Import per capita of the population in 2001*

|                                     | Bulgaria | SCR  |
|-------------------------------------|----------|------|
| Meat and edible meat offal          | 9.446    | 1.9  |
| Milk and dairy products             | 1.349    | 0.6  |
| Vegetables                          | 14.617   | 22.9 |
| Fruit                               | 16.068   | 26.9 |
| Fats and oils                       | 6.117    | 5.5  |
| Foods prepared on the base of grain | 2.245    | 1.6  |
| Foods of vegetables и Fruit         | 36.826   | 3.6  |
| Soft and alcoholic beverages        | 1.589    | 1.5  |
| Sugar and sugar products            | 36.184   | 11.9 |

The bigger import of fruit и vegetables per capita of the population in SCR shows that the importers sell these goods in other regions too.

#### *2.4.2.4 Import by countries*

The import by countries is given in Statistics.

### **2.4.3 Main producers in the branch from SCR**

The export orientation of the branch in the region is also confirmed by the number of the companies certified under ISO. Under ISO 9001 are certificated 5 and under ISO 9002 - 4 companies. Members of EAN<sup>1</sup> 64 companies are.

#### *Companies from the sector certified under ISO 9001 in SCR*

| Food products and beverages |                              |              |   |
|-----------------------------|------------------------------|--------------|---|
| 1                           | Deroni LTD                   | Haskovo      | Processing and preserving of fruit and vegetables |
| 2                           | Plovdivska konserva JSC      | Plovdiv      | Processing and preserving of fruit and vegetables |
| 3                           | Krasi-Krasimira Konsulova ST | Plovdiv      | Manufacture of other food products                |
| 4                           | Sugar Works - Crystal JSC    | Plovdiv      | Manufacture of other food products                |
| 5                           | Zagorka JSC                  | Stara Zagora | Manufacture of beverages                          |

#### *Companies from the sector certified under ISO 9002 in SCR*

| Food products and beverages |                             |              |   |
|-----------------------------|-----------------------------|--------------|---|
| 1                           | Konex-Tiva LTD              | Orizovo      | Processing and preserving of fruit and vegetables |
| 2                           | Hranservice-engineering JSC | Stara Zagora | Manufacture of prepared animal feeds              |
| 3                           | Devin-Devin JSC             | Devin        | Manufacture of beverages                          |
| 4                           | Zagorka JSC                 | Stara Zagora | Manufacture of beverages                          |

The top two companies by sales in the region – Kamenitza JSC and Zagorka JSC, are with foreign owners.

The production capacities of Kamenitza JSC are not situated only in the region. The company united with three other breweries– Astika –Haskovo, Burgasko pivo JSC –

<sup>1</sup> International association for numbering of the articles EAN International that unites the interests of 90 countries from the whole world

Burgas and Plevensko pivo – Pleven. The amount of the sales of Kamenitza JSC in 2001 united the incomes of the 4 companies. Plovdiv Bottling company is from the group of Coca-Cola bottling companies (at the moment the merger of the 8 bottling companies is permitted).

The companies with the biggest amount of net sales from food-processing industry in SCR are operating mainly for the domestic market. They are not large-scale exporters.

***Producers from the sector in SCR with the biggest amount of sales***

|    | Company                   | City          | Sales'2001<br>thous. BGN |
|----|---------------------------|---------------|--------------------------|
| 1  | Kamenitza                 | Plovdiv       | 74 260                   |
| 2  | Zagorka                   | Stara Zagora  | 56 842                   |
| 3  | Plovdiv Botling Company   | Plovdiv       | 34 672                   |
| 4  | Simid 1000                | Plovdiv       | 31 496                   |
| 5  | Vinprom – Peshtera        | Plovdiv       | 27 170                   |
| 6  | Gradus-1                  | Panagyurishte | 22 220                   |
| 7  | Biser-Oliva               | Stara Zagora  | 21 550                   |
| 8  | Meat Factory-Karlovo      | Karlovo       | 17 051                   |
| 9  | Elpin Trade International | Plovdiv       | 17 049                   |
| 10 | Sugar Works – Crystal     | Plovdiv       | 15 908                   |

***Companies from the sector in SCR with the highest number of employees***

|    | Company                   | City          | Employee |
|----|---------------------------|---------------|----------|
| 1  | Kamenitza                 | Plovdiv       | 1 796    |
| 2  | Sugar Works – Crystal     | Plovdiv       | 953      |
| 3  | Zagorka                   | Stara Zagora  | 464      |
| 4  | Moto – Boys               | Plovdiv       | 411      |
| 5  | Dairy Industry-Pazardzhik | Pazardzhik    | 340      |
| 6  | Gradus-1                  | Panagyurishte | 321      |
| 7  | Biser-Oliva               | Stara Zagora  | 282      |
| 8  | Plovdiv Botling Company   | Plovdiv       | 276      |
| 9  | Bulcons                   | Parvomai      | 260      |
| 10 | Vinprom-Haskovo           | Haskovo       | 254      |

## 2.4.4 Main exporters and importers in the branch from SCR

### 2.4.4.1 Exporters

Main exporters from the region are the canneries and producers of meat products (without meat-processing factories) and the producers of refined oils and fats.

***Top exporters of the food-processing industry from SCR***

|   | Company                   | City         | Export 2001<br>(USD) | Score of the<br>company<br>Export 2000 |
|---|---------------------------|--------------|----------------------|--|
| 1 | Brezovo                   | Brezovo - Pd | 3 500 068            | 11                                     |
| 2 | Konex-Tiva                | Orizovo      | 3 128 342            | 2                                      |
| 3 | Filipopolis – RK          | Plovdiv      | 2 517 091            | 10                                     |
| 4 | Elpin Trade International | Plovdiv      | 2 441 197            | 1                                      |
| 5 | Fungorobika-Bulgaria      | Chepelare    | 1 622 814            | 16                                     |

|    |                        |              |           |    |
|----|------------------------|--------------|-----------|----|
| 6  | Zlatna Trakia-Harmanli | Harmanli     | 1 555 911 | 12 |
| 7  | Biser-Oliva            | Stara Zagora | 1 528 855 | 3  |
| 8  | Yugoplod               | Haskovo      | 1 405 471 | 7  |
| 9  | Agri Bulgaria          | Radinovo     | 1 376 289 | 99 |
| 10 | Vinzavod-Asenovgrad    | Asenovgrad   | 1 336 137 | 4  |

#### 2.4.4.2 Importers

The biggest importers in the regions are producers, which is indicative of the import of raw materials.

#### *Top importers from food-processing industry from SCR*

|    | Company                   | City         | Import 2001 (USD) | Score of the company Import 2000 |
|----|---------------------------|--------------|-------------------|----------------------------------|
| 1  | Zagorka                   | Stara Zagora | 6 155 358         | 1                                |
| 2  | Biser-Oliva               | Stara Zagora | 4 000 671         | 25                               |
| 3  | Kamenitza                 | Plovdiv      | 3 977 450         | 2                                |
| 4  | Elpin Trade International | Plovdiv      | 1 994 540         | 4                                |
| 5  | Sugar Works – Crystal     | Plovdiv      | 1 680 731         | 3                                |
| 6  | Plovdiv Botling Company   | Plovdiv      | 1 276 540         | 5                                |
| 7  | Vinprom – Peshtera        | Plovdiv      | 938 336           | 16                               |
| 8  | Enza Zaden Bulgaria       | Plovdiv      | 719 919           | -                                |
| 9  | Devin-Devin               | Devin        | 706 847           | 6                                |
| 10 | Markeli                   | Stara Zagora | 546 215           | 61                               |

#### 2.4.5 Statistics

2.4.5.1 *Export by countries '1999*

| Product Group  | Total Export '1999 |            | First Country      |           |          | Second Country     |           |          | Third Country         |           |          |
|--|--------------------|------------|--------------------|-----------|----------|--------------------|-----------|----------|-----------------------|-----------|----------|
|  | USD                | kg         | Name               | USD       | Part (%) | Name               | USD       | Part (%) | Name                  | USD       | Part (%) |
| Meat and edible meat offal   | 5 997 574          | 1 732 878  | France             | 2 409 132 | 40.17%   | Greece             | 1 484 170 | 24.75%   | Italy                 | 1 054 427 | 17.58%   |
| Dairy produce; birds' eggs; natural honey; edible products of animal origin                                    | 2 207 532          | 1 066 552  | USA                | 772 247   | 34.98%   | Lebanon            | 424 849   | 19.25%   | Greece                | 306 681   | 13.89%   |
| Products of animal origin  | 195 471            | 80 922     | Germany            | 76 794    | 39.29%   | Turkey             | 51 407    | 26.30%   | France                | 29 206    | 14.94%   |
| Edible vegetables and certain root and tubers  | 10 688 889         | 8 431 260  | Italy              | 3 552 145 | 33.23%   | France             | 2 499 289 | 23.38%   | Germany               | 1 419 906 | 13.28%   |
| Edible fruit and nuts; peel of citrus fruit or melons  | 5 318 429          | 9 984 089  | Greece             | 2 548 798 | 47.92%   | Germany            | 636 436   | 11.97%   | Italy                 | 543 808   | 10.22%   |
| Coffee, tea, mate and tubers   | 1 982 162          | 8 155 553  | Indonesia          | 1 451 537 | 73.23%   | Singapore          | 88 767    | 4.48%    | Georgia               | 69 503    | 3.51%    |
| Products of the milling industry; malt; starches; wheat gluten   | 446 396            | 2 677 934  | Indonesia          | 369 436   | 82.76%   | Albania            | 70 620    | 15.82%   | Belarus               | 4 520     | 1.01%    |
| Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes | 5 956 909          | 11 271 431 | Albania            | 1 961 378 | 32.93%   | Rep. of Macedonia  | 1 863 668 | 31.29%   | Fed.Rep. of Yugoslavi | 1 123 900 | 18.87%   |
| Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates                       | 426 054            | 328 119    | France             | 267 686   | 62.83%   | Russian Federation | 68 630    | 16.11%   | Greece                | 47 345    | 11.11%   |
| Sugars and sugar confectionery   | 199 141            | 734 805    | Rep. of Macedonia  | 110 097   | 55.29%   | Georgia            | 43 747    | 21.97%   | Bulgaria-free zone    | 22 984    | 11.54%   |
| Cocoa and cocoa preparations   | 124 484            | 32 178     | Georgia            | 108 509   | 87.17%   | Rep. of Macedonia  | 12 764    | 10.25%   | Armenia               | 3 176     | 2.55%    |
| Preparations of cereals, flour, starch or milk; pastrycooks' products  | 814 817            | 903 457    | Albania            | 336 203   | 41.26%   | Rep. of Macedonia  | 217 069   | 26.64%   | Fed.Rep. of Yugoslavi | 124 110   | 15.23%   |
| Preparations of vegetables, fruit, nuts or other parts of plants   | 9 967 340          | 14 459 963 | Russian Federation | 2 288 794 | 22.96%   | Germany            | 2 166 608 | 21.74%   | Austria               | 1 291 738 | 12.96%   |
| Miscellaneous edible preparations  | 1 762 156          | 2 588 143  | Russian Federation | 906 927   | 51.47%   | USA                | 216 243   | 12.27%   | Sweden                | 176 903   | 10.04%   |
| Beverages, spirits and vinegar   | 10 649 975         | 12 564 594 | United Kingdom     | 2 414 374 | 22.67%   | Germany            | 1 187 481 | 11.15%   | Sweden                | 987 572   | 9.27%    |
| Residues and waste from the food industries; prepared animal fodder  | 16 889 283         | 28 007 915 | Spain              | 3 535 480 | 20.93%   | Italy              | 3 049 743 | 18.06%   | Belgium               | 2 382 767 | 14.11%   |

2.4.5.2 Export by countries '2000

| Product Group  | Total Export 2000 |            | First Country          |           |          | Second Country         |           |          | Third Country      |           |          |
|--|-------------------|------------|------------------------|-----------|----------|------------------------|-----------|----------|--------------------|-----------|----------|
|  | USD               | kg         | Name                   | USD       | Part (%) | Name                   | USD       | Part (%) | Name               | USD       | Part (%) |
| Meat and edible meat offal   | 7 015 988         | 1 886 898  | France                 | 3 730 665 | 53.17%   | Greece                 | 2 108 241 | 30.05%   | Italy              | 481 127   | 6.86%    |
| Dairy produce; birds' eggs; natural honey; edible products of animal origin                                    | 4 354 365         | 2 631 050  | USA                    | 1 301 279 | 29.88%   | Germany                | 1 171 390 | 26.90%   | Lebanon            | 381 863   | 8.77%    |
| Products of animal origin  | 194 269           | 95 049     | Turkey                 | 56 614    | 29.14%   | Germany                | 52 996    | 27.28%   | France             | 43 159    | 22.22%   |
| Edible vegetables and certain root and tubers  | 5 759 179         | 6 532 768  | Italy                  | 1 406 558 | 24.42%   | Germany                | 1 291 727 | 22.43%   | Greece             | 462 744   | 8.03%    |
| Edible fruit and nuts; peel of citrus fruit or melons  | 2 676 727         | 3 716 548  | Germany                | 566 593   | 21.17%   | Greece                 | 444 863   | 16.62%   | France             | 361 219   | 13.49%   |
| Coffee, tea, mate and tubers   | 988 531           | 2 241 749  | Sri Lanka              | 368 635   | 37.29%   | Indonesia              | 239 416   | 24.22%   | Greece             | 82 036    | 8.30%    |
| Products of the milling industry; malt; starches; wheat gluten   | 326 548           | 1 859 878  | Indonesia              | 109 443   | 33.52%   | Georgia                | 58 944    | 18.05%   | Tajikistan         | 58 048    | 17.78%   |
| Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes | 5 504 434         | 10 800 610 | Fed.Rep. of Yugoslavia | 2 530 188 | 45.97%   | Albania                | 1 595 213 | 28.98%   | Turkey             | 757 254   | 13.76%   |
| Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates                       | 1 530 217         | 520 129    | France                 | 1 149 388 | 75.11%   | Fed.Rep. of Yugoslavia | 131 542   | 8.60%    | USA                | 94 870    | 6.20%    |
| Sugars and sugar confectionery   | 41 865            | 87 535     | Fed.Rep. of Yugoslavia | 24 190    | 57.78%   | Rep. of Macedonia      | 16 629    | 39.72%   | Bulgaria-free zone | 463       | 1.11%    |
| Cocoa and cocoa preparations   | 169 794           | 110 200    | Georgia                | 90 589    | 53.35%   | Ukraine                | 38 628    | 22.75%   | Poland             | 22 650    | 13.34%   |
| Preparations of cereals, flour, starch or milk; pastrycooks' products  | 1 441 099         | 1 251 061  | Fed.Rep. of Yugoslavia | 558 940   | 38.79%   | Bosnia and Herzegovina | 266 272   | 18.48%   | Rep. of Macedonia  | 246 319   | 17.09%   |
| Preparations of vegetables, fruit, nuts or other parts of plants   | 7 950 987         | 12 170 219 | Germany                | 1 742 344 | 21.91%   | Austria                | 1 518 358 | 19.10%   | USA                | 1 014 961 | 12.77%   |
| Miscellaneous edible preparations  | 755 015           | 663 072    | USA                    | 210 562   | 27.89%   | Sweden                 | 173 186   | 22.94%   | Canada             | 101 694   | 13.47%   |
| Beverages, spirits and vinegar   | 7 074 415         | 9 737 542  | Germany                | 1 826 162 | 25.81%   | Sweden                 | 689 143   | 9.74%    | United Kingdom     | 539 752   | 7.63%    |
| Residues and waste from the food industries; prepared animal fodder  | 18 942 725        | 37 294 498 | Spain                  | 4 190 089 | 22.12%   | Belgium                | 2 831 489 | 14.95%   | Turkey             | 2 649 619 | 13.99%   |

2.4.5.3 *Export by countries '2001*

| Product Group  | Total Export 2001 |            | First Country      |           |          | Second Country         |           |          | Third Country      |           |          |
|--|-------------------|------------|--------------------|-----------|----------|------------------------|-----------|----------|--------------------|-----------|----------|
|  | USD               | kg         | Name               | USD       | Part (%) | Name                   | USD       | Part (%) | Name               | USD       | Part (%) |
| Meat and edible meat offal   | 7 211 080         | 1 592 540  | France             | 4 992 455 | 69.23%   | Greece                 | 1 496 419 | 20.75%   | Italy              | 294 048   | 4.08%    |
| Dairy produce; birds' eggs; natural honey; edible products of animal origin                                    | 7 226 495         | 3 672 070  | USA                | 1 800 266 | 24.91%   | Germany                | 1 599 728 | 22.14%   | Lebanon            | 1 081 392 | 14.96%   |
| Products of animal origin  | 181 963           | 39 072     | France             | 91 773    | 50.43%   | Germany                | 45 014    | 24.74%   | Spain              | 23 972    | 13.17%   |
| Edible vegetables and certain root and tubers  | 10 000 016        | 8 464 126  | Italy              | 4 220 679 | 42.21%   | Greece                 | 1 282 133 | 12.82%   | France             | 1 091 802 | 10.92%   |
| Edible fruit and nuts; peel of citrus fruit or melons  | 3 705 836         | 5 808 271  | Germany            | 935 235   | 25.24%   | Greece                 | 870 590   | 23.49%   | Netherlands        | 564 633   | 15.24%   |
| Coffee, tea, mate and tubers   | 1 737 599         | 5 314 988  | Sri Lanka          | 760 709   | 43.78%   | Indonesia              | 690 723   | 39.75%   | Germany            | 90 473    | 5.21%    |
| Products of the milling industry; malt; starches; wheat gluten   | 226 608           | 937 261    | Georgia            | 170 732   | 75.34%   | Moldova                | 23 775    | 10.49%   | Armenia            | 16 800    | 7.41%    |
| Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes | 4 482 603         | 9 868 856  | Slovenia           | 1 424 654 | 31.78%   | Turkey                 | 1 160 985 | 25.90%   | Albania            | 991 359   | 22.12%   |
| Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates                       | 1 118 353         | 389 306    | France             | 633 479   | 56.64%   | Slovenia               | 421 546   | 37.69%   | USA                | 39 975    | 3.57%    |
| Sugars and sugar confectionery   | 127 797           | 148 675    | Georgia            | 53 118    | 41.56%   | Slovenia               | 46 649    | 36.50%   | Greece             | 10 172    | 7.96%    |
| Cocoa and cocoa preparations   | 783 813           | 189 552    | Georgia            | 677 313   | 86.41%   | USA                    | 32 238    | 4.11%    | Bulgaria-free zone | 28 665    | 3.66%    |
| Preparations of cereals, flour, starch or milk; pastrycooks' products  | 2 631 932         | 2 506 080  | Slovenia           | 1 282 282 | 48.72%   | Georgia                | 654 761   | 24.88%   | Romania            | 272 322   | 10.35%   |
| Preparations of vegetables, fruit, nuts or other parts of plants   | 10 160 560        | 12 180 395 | Germany            | 3 051 522 | 30.03%   | USA                    | 1 697 878 | 16.71%   | Austria            | 1 543 287 | 15.19%   |
| Miscellaneous edible preparations  | 450 931           | 684 443    | USA                | 97 516    | 21.63%   | Bosnia and Herzegovina | 72 791    | 16.14%   | Germany            | 46 542    | 10.32%   |
| Beverages, spirits and vinegar   | 5 185 954         | 8 009 288  | Germany            | 1 342 270 | 25.88%   | France                 | 454 926   | 8.77%    | Sweden             | 437 120   | 8.43%    |
| Residues and waste from the food industries; prepared animal fodder  | 15 345 069        | 16 423 624 | Bulgaria-free zone | 9 558 289 | 62.29%   | Canada                 | 2 413 489 | 15.73%   | Turkey             | 974 165   | 6.35%    |

2.4.5.4 Export by countries as of September '2002

| Product Group  | Total Export 09'2002 |            | First Country          |           |          | Second Country         |           |          | Third Country         |           |          |
|--|----------------------|------------|------------------------|-----------|----------|------------------------|-----------|----------|-----------------------|-----------|----------|
|  | USD                  | kg         | Name                   | USD       | Part (%) | Name                   | USD       | Part (%) | Name                  | USD       | Part (%) |
| Meat and edible meat offal   | 4 855 911            | 1 244 926  | France                 | 2 780 953 | 57.27%   | Greece                 | 1 112 401 | 22.91%   | Italy                 | 578 473   | 11.91%   |
| Dairy produce; birds' eggs; natural honey; edible products of animal origin                                    | 5 875 348            | 2 623 624  | USA                    | 1 244 728 | 21.19%   | Germany                | 1 102 599 | 18.77%   | Greece                | 970 702   | 16.52%   |
| Products of animal origin  | 153 071              | 69 971     | France                 | 80 044    | 52.29%   | Germany                | 35 720    | 23.34%   | Austria               | 8 661     | 5.66%    |
| Edible vegetables and certain root and tubers  | 2 657 774            | 4 120 365  | Germany                | 639 074   | 24.05%   | Greece                 | 484 442   | 18.23%   | Fed.Rep. of Yugoslavi | 428 350   | 16.12%   |
| Edible fruit and nuts; peel of citrus fruit or melons  | 2 336 226            | 4 321 176  | Germany                | 779 647   | 33.37%   | Greece                 | 585 466   | 25.06%   | Czech Republic        | 527 553   | 22.58%   |
| Coffee, tea, mate and tubers   | 1 082 687            | 2 835 949  | Sri Lanka              | 481 693   | 44.49%   | Indonesia              | 349 539   | 32.28%   | Germany               | 185 990   | 17.18%   |
| Products of the milling industry; malt; starches; wheat gluten   | 214 292              | 979 454    | Georgia                | 173 476   | 80.95%   | Singapore              | 14 976    | 6.99%    | Greece                | 14 534    | 6.78%    |
| Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes | 607 922              | 994 070    | Fed.Rep. of Yugoslavia | 263 013   | 43.26%   | Turkey                 | 115 600   | 19.02%   | Albania               | 87 628    | 14.41%   |
| Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates                       | 730 869              | 227 613    | France                 | 506 390   | 69.29%   | Fed.Rep. of Yugoslavia | 185 833   | 25.43%   | Greece                | 38 596    | 5.28%    |
| Sugars and sugar confectionery   | 919 189              | 272 583    | Georgia                | 680 152   | 73.99%   | Ireland                | 151 786   | 16.51%   | Greece                | 54 206    | 5.90%    |
| Cocoa and cocoa preparations   | 1 072 703            | 193 009    | Georgia                | 1 019 738 | 95.06%   | Hungary                | 23 759    | 2.21%    | Fed.Rep. of Yugoslavi | 16 081    | 1.50%    |
| Preparations of cereals, flour, starch or milk; pastrycooks' products  | 1 204 053            | 1 561 919  | Fed.Rep. of Yugoslavia | 468 350   | 38.90%   | Romania                | 250 777   | 20.83%   | Georgia               | 141 410   | 11.74%   |
| Preparations of vegetables, fruit, nuts or other parts of plants   | 8 059 976            | 7 252 580  | Germany                | 3 821 704 | 47.42%   | USA                    | 1 276 609 | 15.84%   | Russian Federation    | 594 830   | 7.38%    |
| Miscellaneous edible preparations  | 503 294              | 878 230    | Germany                | 102 907   | 20.45%   | Croatia                | 78 599    | 15.62%   | Bosnia and Herzegovin | 75 584    | 15.02%   |
| Beverages, spirits and vinegar   | 5 997 090            | 11 523 476 | Russian Federation     | 1 210 199 | 20.18%   | Germany                | 1 004 840 | 16.76%   | United Kingdom        | 771 224   | 12.86%   |
| Residues and waste from the food industries; prepared animal fodder  | 12 744 888           | 24 727 477 | Bulgaria-free zone     | 5 707 889 | 44.79%   | Canada                 | 1 625 111 | 12.75%   | Turkey                | 1 618 676 | 12.70%   |

2.4.5.5 *Import by countries '1999*

| Product Group  | Total Import '1999 |            | First Country     |           |          | Second Country         |           |          | Third Country         |         |          |
|--|--------------------|------------|-------------------|-----------|----------|------------------------|-----------|----------|-----------------------|---------|----------|
|  | USD                | kg         | Name              | USD       | Part (%) | Name                   | USD       | Part (%) | Name                  | USD     | Part (%) |
| Meat and edible meat offal   | 2 216 230          | 4 029 579  | Australia         | 637 694   | 28.77%   | Italy                  | 238 266   | 10.75%   | Spain                 | 233 816 | 10.55%   |
| Dairy produce; birds' eggs; natural honey; edible products of animal origin                                    | 1 317 759          | 1 116 692  | France            | 535 189   | 40.61%   | Ukraine                | 235 904   | 17.90%   | Sweden                | 131 803 | 10.00%   |
| Products of animal origin  | 298 919            | 120 497    | France            | 249 904   | 83.60%   | USA                    | 22 861    | 7.65%    | Italy                 | 11 448  | 3.83%    |
| Edible vegetables and certain root and tubers  | 1 243 590          | 14 425 523 | Turkey            | 642 489   | 51.66%   | Poland                 | 296 762   | 23.86%   | Greece                | 55 746  | 4.48%    |
| Edible fruit and nuts; peel of citrus fruit or melons  | 5 927 706          | 35 855 542 | Greece            | 3 972 678 | 67.02%   | Turkey                 | 1 222 963 | 20.63%   | Rep. of Macedonia     | 284 720 | 4.80%    |
| Coffee, tea, mate and tubers   | 630 411            | 495 355    | Italy             | 208 672   | 33.10%   | Sri Lanka              | 107 264   | 17.01%   | Turkey                | 104 701 | 16.61%   |
| Products of the milling industry; malt; starches; wheat gluten   | 196 367            | 496 731    | Greece            | 73 183    | 37.27%   | Fed.Rep. of Yugoslavia | 52 934    | 26.96%   | Belgium               | 31 738  | 16.16%   |
| Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes | 3 360 782          | 6 003 900  | Turkey            | 1 096 858 | 32.64%   | Greece                 | 654 577   | 19.48%   | Fed.Rep. of Yugoslavi | 357 442 | 10.64%   |
| Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates                       | 811 751            | 1 806 768  | Spain             | 342 451   | 42.19%   | Greece                 | 234 824   | 28.93%   | Belgium               | 205 129 | 25.27%   |
| Sugars and sugar confectionery   | 4 855 354          | 40 202 749 | Cuba              | 2 782 427 | 57.31%   | Greece                 | 1 585 782 | 32.66%   | Turkey                | 313 688 | 6.46%    |
| Cocoa and cocoa preparations   | 293 207            | 549 252    | Malaysia          | 83 883    | 28.61%   | China                  | 56 508    | 19.27%   | Turkey                | 51 791  | 17.66%   |
| Preparations of cereals, flour, starch or milk; pastrycooks' products  | 982 276            | 2 209 278  | Turkey            | 488 122   | 49.69%   | Russian Federation     | 149 153   | 15.18%   | Czech Republic        | 139 495 | 14.20%   |
| Preparations of vegetables, fruit, nuts or other parts of plants   | 2 127 286          | 5 363 734  | Turkey            | 787 627   | 37.02%   | Greece                 | 434 780   | 20.44%   | Bulgaria-free zone    | 157 303 | 7.39%    |
| Miscellaneous edible preparations  | 1 661 741          | 7 097 149  | Turkey            | 1 026 675 | 61.78%   | Austria                | 108 437   | 6.53%    | Belgium               | 101 601 | 6.11%    |
| Beverages, spirits and vinegar   | 1 123 247          | 4 560 330  | Rep. of Macedonia | 922 951   | 82.17%   | Hungary                | 109 696   | 9.77%    | Greece                | 40 887  | 3.64%    |
| Residues and waste from the food industries; prepared animal fodder  | 1 220 537          | 2 909 944  | Belgium           | 309 047   | 25.32%   | Germany                | 213 213   | 17.47%   | Brazil                | 179 570 | 14.71%   |



2.4.5.6 *Import by countries '2000*

| Product Group  | Total Import '2000 |            | First Country   |           |          | Second Country         |           |          | Third Country      |         |          |
|--|--------------------|------------|-----------------|-----------|----------|------------------------|-----------|----------|--------------------|---------|----------|
|  | USD                | kg         | Name            | USD       | Part (%) | Name                   | USD       | Part (%) | Name               | USD     | Part (%) |
| Meat and edible meat offal   | 1 928 773          | 5 430 197  | Germany         | 539 617   | 27.98%   | France                 | 385 870   | 20.01%   | Brazil             | 307 735 | 15.95%   |
| Dairy produce; birds' eggs; natural honey; edible products of animal origin                                    | 1 207 114          | 1 062 774  | France          | 543 085   | 44.99%   | Ukraine                | 107 671   | 8.92%    | Sweden             | 100 986 | 8.37%    |
| Products of animal origin  | 310 862            | 235 959    | France          | 231 293   | 74.40%   | Italy                  | 19 815    | 6.37%    | Spain              | 18 581  | 5.98%    |
| Edible vegetables and certain root and tubers  | 2 624 822          | 34 344 141 | Turkey          | 939 579   | 35.80%   | Poland                 | 762 790   | 29.06%   | Greece             | 401 247 | 15.29%   |
| Edible fruit and nuts; peel of citrus fruit or melons  | 6 765 210          | 46 826 004 | Greece          | 4 923 851 | 72.78%   | Turkey                 | 1 031 136 | 15.24%   | Rep. of Macedonia  | 323 495 | 4.78%    |
| Coffee, tea, mate and tubers   | 457 448            | 352 455    | Vietnam         | 100 179   | 21.90%   | Indonesia              | 92 626    | 20.25%   | Italy              | 67 931  | 14.85%   |
| Products of the milling industry; malt; starches; wheat gluten   | 1 675 087          | 6 090 404  | Slovak Republic | 1 002 536 | 59.85%   | Greece                 | 513 105   | 30.63%   | Turkey             | 57 119  | 3.41%    |
| Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes | 3 361 293          | 6 433 811  | Turkey          | 862 264   | 25.65%   | Fed.Rep. of Yugoslavia | 793 571   | 23.61%   | Germany            | 480 346 | 14.29%   |
| Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates                       | 1 154 334          | 3 246 839  | Denmark         | 426 791   | 36.97%   | Greece                 | 253 514   | 21.96%   | Spain              | 237 209 | 20.55%   |
| Sugars and sugar confectionery   | 2 564 031          | 31 363 428 | Greece          | 1 377 308 | 53.72%   | Turkey                 | 872 601   | 34.03%   | Egypt              | 271 085 | 10.57%   |
| Cocoa and cocoa preparations   | 441 484            | 1 226 177  | Malaysia        | 192 009   | 43.49%   | Ghana                  | 98 106    | 22.22%   | Turkey             | 70 195  | 15.90%   |
| Preparations of cereals, flour, starch or milk; pastrycooks' products  | 1 354 822          | 3 965 074  | Turkey          | 888 680   | 65.59%   | Czech Republic         | 143 648   | 10.60%   | Russian Federation | 80 838  | 5.97%    |
| Preparations of vegetables, fruit, nuts or other parts of plants   | 2 132 231          | 6 502 950  | Greece          | 560 252   | 26.28%   | Turkey                 | 513 491   | 24.08%   | Austria            | 315 792 | 14.81%   |
| Miscellaneous edible preparations  | 1 152 687          | 3 732 088  | Turkey          | 467 868   | 40.59%   | Austria                | 216 416   | 18.77%   | Greece             | 91 644  | 7.95%    |
| Beverages, spirits and vinegar   | 1 526 551          | 5 552 917  | Greece          | 929 906   | 60.92%   | Hungary                | 248 902   | 16.30%   | Austria            | 82 333  | 5.39%    |
| Residues and waste from the food industries; prepared animal fodder  | 1 215 435          | 2 899 661  | Germany         | 412 142   | 33.91%   | Belgium                | 319 031   | 26.25%   | Italy              | 127 809 | 10.52%   |

2.4.5.7 *Import by countries '2001*

| Product Group  | Total Import '2001 |            | First Country |           |          | Second Country |           |          | Third Country  |         |          |
|--|--------------------|------------|---------------|-----------|----------|----------------|-----------|----------|----------------|---------|----------|
|  | USD                | kg         | Name          | USD       | Part (%) | Name           | USD       | Part (%) | Name           | USD     | Part (%) |
| Meat and edible meat offal   | 1 683 365          | 3 929 623  | Brazil        | 546 644   | 32.47%   | France         | 321 998   | 19.13%   | Australia      | 270 602 | 16.08%   |
| Dairy produce; birds' eggs; natural honey; edible products of animal origin                                    | 876 184            | 1 210 668  | Hungary       | 147 819   | 16.87%   | Germany        | 124 795   | 14.24%   | Ukraine        | 120 805 | 13.79%   |
| Products of animal origin  | 372 528            | 171 594    | France        | 325 614   | 87.41%   | New Zealand    | 18 468    | 4.96%    | Argentina      | 8 960   | 2.41%    |
| Edible vegetables and certain root and tubers  | 3 720 059          | 47 292 792 | Turkey        | 2 066 806 | 55.56%   | Poland         | 747 323   | 20.09%   | Greece         | 215 731 | 5.80%    |
| Edible fruit and nuts; peel of citrus fruit or melons  | 7 608 284          | 55 350 844 | Greece        | 4 274 369 | 56.18%   | Turkey         | 1 575 726 | 20.71%   | Lithuania      | 795 428 | 10.45%   |
| Coffee, tea, mate and tubers   | 482 848            | 535 488    | Indonesia     | 154 379   | 31.97%   | Turkey         | 60 741    | 12.58%   | Italy          | 60 087  | 12.44%   |
| Products of the milling industry; malt; starches; wheat gluten   | 821 038            | 2 174 901  | Greece        | 495 432   | 60.34%   | Italy          | 126 554   | 15.41%   | France         | 76 205  | 9.28%    |
| Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes | 5 465 249          | 11 293 464 | Turkey        | 1 071 884 | 19.61%   | Israel         | 861 594   | 15.76%   | Slovenia       | 745 181 | 13.63%   |
| Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates                       | 732 235            | 1 567 493  | Spain         | 222 805   | 30.43%   | Belgium        | 150 211   | 20.51%   | Turkey         | 102 796 | 14.04%   |
| Sugars and sugar confectionery   | 2 408 291          | 24 582 783 | Greece        | 1 681 579 | 69.82%   | Turkey         | 661 731   | 27.48%   | Germany        | 15 956  | 0.66%    |
| Cocoa and cocoa preparations   | 463 464            | 871 955    | Malaysia      | 194 437   | 41.95%   | Turkey         | 123 130   | 26.57%   | Indonesia      | 49 337  | 10.65%   |
| Preparations of cereals, flour, starch or milk; pastrycooks' products  | 1 481 034          | 3 335 060  | Turkey        | 961 290   | 64.91%   | Greece         | 160 942   | 10.87%   | Czech Republic | 149 899 | 10.12%   |
| Preparations of vegetables, fruit, nuts or other parts of plants   | 3 196 868          | 7 412 626  | Turkey        | 785 575   | 24.57%   | Greece         | 717 811   | 22.45%   | Austria        | 619 454 | 19.38%   |
| Miscellaneous edible preparations  | 1 246 867          | 3 598 637  | Austria       | 312 685   | 25.08%   | Turkey         | 281 850   | 22.60%   | Italy          | 158 043 | 12.68%   |
| Beverages, spirits and vinegar   | 1 187 483          | 3 014 530  | Austria       | 369 293   | 31.10%   | Hungary        | 268 610   | 22.62%   | Ukraine        | 176 560 | 14.87%   |
| Residues and waste from the food industries; prepared animal fodder  | 1 950 584          | 5 423 825  | Netherlands   | 314 179   | 16.11%   | Germany        | 281 263   | 14.42%   | Italy          | 271 725 | 13.93%   |

2.4.5.8 *Import by countries as of September '2002*

| Product Group  | Total Import '09'2002 |            | First Country |           |          | Second Country         |         |          | Third Country  |         |          |
|--|-----------------------|------------|---------------|-----------|----------|------------------------|---------|----------|----------------|---------|----------|
|  | USD                   | kg         | Name          | USD       | Part (%) | Name                   | USD     | Part (%) | Name           | USD     | Part (%) |
| Meat and edible meat offal   | 3 172 808             | 6 289 374  | Argentina     | 1 030 629 | 32.48%   | Brazil                 | 691 739 | 21.80%   | France         | 502 370 | 15.83%   |
| Dairy produce; birds' eggs; natural honey; edible products of animal origin                                    | 844 491               | 943 511    | Ukraine       | 225 094   | 26.65%   | Denmark                | 128 546 | 15.22%   | Hungary        | 106 646 | 12.63%   |
| Products of animal origin  | 416 712               | 117 618    | France        | 378 063   | 90.73%   | New Zealand            | 26 099  | 6.26%    | Germany        | 5 141   | 1.23%    |
| Edible vegetables and certain root and tubers  | 4 621 138             | 47 584 695 | Turkey        | 3 224 919 | 69.79%   | Fed.Rep. of Yugoslavia | 603 987 | 13.07%   | Ukraine        | 199 148 | 4.31%    |
| Edible fruit and nuts; peel of citrus fruit or melons  | 3 901 063             | 24 171 197 | Greece        | 2 172 499 | 55.69%   | Turkey                 | 652 819 | 16.73%   | Poland         | 266 104 | 6.82%    |
| Coffee, tea, mate and tubers   | 436 141               | 421 551    | Italy         | 148 169   | 33.97%   | Turkey                 | 81 275  | 18.64%   | Indonesia      | 80 973  | 18.57%   |
| Products of the milling industry; malt; starches; wheat gluten   | 635 546               | 1 699 891  | Greece        | 433 456   | 68.20%   | Italy                  | 104 459 | 16.44%   | Austria        | 26 065  | 4.10%    |
| Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes | 6 224 656             | 12 302 438 | Greece        | 1 412 291 | 22.69%   | Malaysia               | 824 851 | 13.25%   | USA            | 677 637 | 10.89%   |
| Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates                       | 162 270               | 400 813    | Turkey        | 40 523    | 24.97%   | Greece                 | 36 229  | 22.33%   | Spain          | 26 636  | 16.41%   |
| Sugars and sugar confectionery   | 1 617 471             | 13 730 642 | Greece        | 1 136 825 | 70.28%   | Turkey                 | 376 854 | 23.30%   | Czech Republic | 29 100  | 1.80%    |
| Cocoa and cocoa preparations   | 1 276 669             | 924 896    | Netherlands   | 854 793   | 66.95%   | Turkey                 | 158 516 | 12.42%   | Malaysia       | 92 286  | 7.23%    |
| Preparations of cereals, flour, starch or milk; pastrycooks' products  | 1 158 183             | 1 994 093  | Turkey        | 721 498   | 62.30%   | Greece                 | 112 106 | 9.68%    | Romania        | 69 609  | 6.01%    |
| Preparations of vegetables, fruit, nuts or other parts of plants   | 1 804 211             | 3 046 304  | Turkey        | 611 792   | 33.91%   | Greece                 | 460 562 | 25.53%   | Moldova        | 179 305 | 9.94%    |
| Miscellaneous edible preparations  | 1 274 022             | 2 679 543  | Austria       | 269 996   | 21.19%   | Turkey                 | 251 010 | 19.70%   | Croatia        | 145 072 | 11.39%   |
| Beverages, spirits and vinegar   | 1 244 218             | 2 571 607  | Ukraine       | 457 013   | 36.73%   | Austria                | 284 807 | 22.89%   | Hungary        | 217 007 | 17.44%   |
| Residues and waste from the food industries; prepared animal fodder  | 2 828 372             | 4 117 243  | Hungary       | 660 655   | 23.36%   | Austria                | 525 516 | 18.58%   | Italy          | 318 107 | 11.25%   |

## 2.5 Construction Industry

Construction industry in South central region is a branch with a stable rate of development (16-19% per year). The main construction activities are executed on the territory of the big regional centres – Plovdiv, Stara Zagora and Smolyan in which the construction of new buildings and construction equipments dominates.

The potential of the branch is due mainly to the bigger infrastructure and investment projects that are realized on the territory of the region, such as: Gorna Arda cascade, LOT1 of the highway Trakia from Orizovo to Stara Zagora, the electrification of the railroad line Plovdiv-Svilengrad, the construction of new capacities in TPS Maritza iztok 1 and rehabilitation of TPS Maritza-iztok 3, rehabilitation of the road through Republic of Hainboaz passage, construction of new industrial equipments by foreign investors in the regions of Plovdiv, Haskovo, Pazarjik and others.

### 2.5.1 Development of the branch

#### 2.5.1.1 General structure of the net sales in the branch

The companies from Construction branch in South Central Region (SCR) over the period 1999-2001 developed rapidly. Construction activities for BGN 554 million were executed in 2001. The construction in the region is 20 per cent from the whole construction in Bulgaria.

#### *Net sales from construction by the companies from SCR for the period 1999 – 2001*

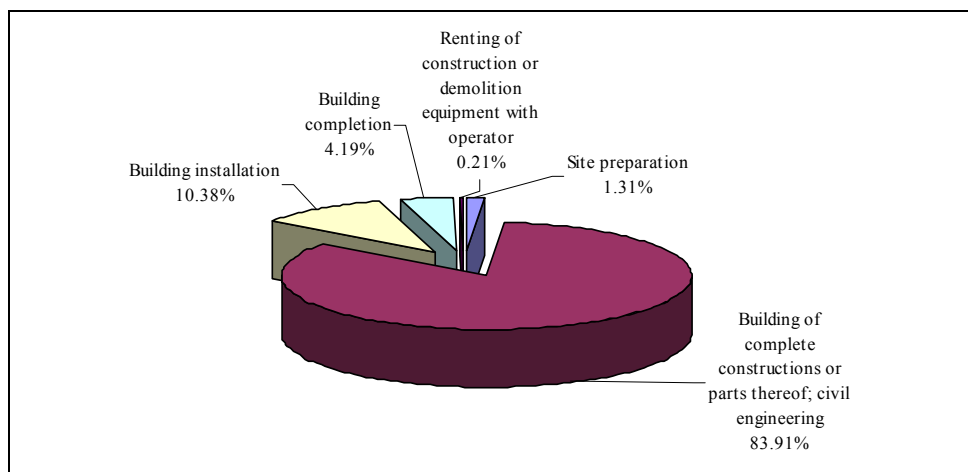
*(in thous. BGN)*

|  | 1999           | 2000           | 2001           | Index 1999=100 |               |
|--|----------------|----------------|----------------|----------------|---------------|
|  |                |                |                | 2000           | 2001          |
| Site preparation   | 7 564          | 6 017          | 7 265          | 79.55          | 96.04         |
| Building of complete constructions or parts thereof; civil engineering | 342 713        | 397 746        | 464 828        | 116.06         | 135.63        |
| Building installation  | 34 289         | 41 125         | 57 507         | 119.94         | 167.71        |
| Building completion  | 14 546         | 18 925         | 23 221         | 130.10         | 159.63        |
| Renting of construction or demolition equipment with operator          | 1 263          | 1 025          | 1 161          | 81.16          | 91.92         |
| <b>Total</b>   | <b>400 375</b> | <b>464 838</b> | <b>553 982</b> | <b>116.10</b>  | <b>138.36</b> |

*\* Data is at current prices*

The share of the construction of buildings and construction equipments is the highest.

**Structure of the net sales from construction by the companies from the region as of 2001.**



In comparison with 1999 the net sales from construction at current prices are higher by 16 per cent and in 2001 - by 38 per cent. At inflation rate of 11.3 per cent for 2000 and 4.8 per cent for 2001, the volume of the realized construction is higher with 4 per cent compared to 2000 and with about 20 per cent compared to 2001.

The main part of the net sales is from construction-mounting works and from construction and improvement.

**Realized net sales from construction-mounting works for new construction and improvements in SCR**

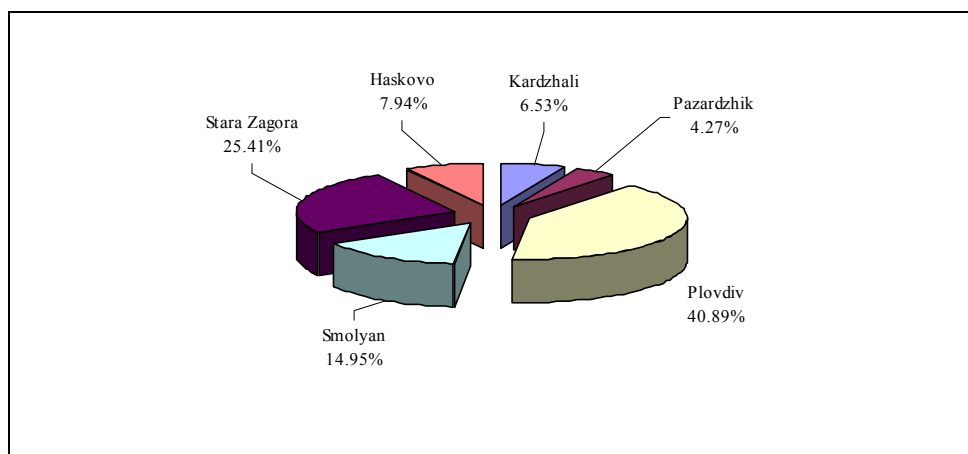
(thous. BGN.)

|               | 1999      | 2000      | 2001      |
|---------------|-----------|-----------|-----------|
| Bulgaria      | 1 654 000 | 1 919 381 | 2 399 897 |
| South Central | 340 965   | 368 884   | 414 462   |
| %             | 20.6%     | 19.2%     | 17.3%     |

**2.5.1.2 New construction**

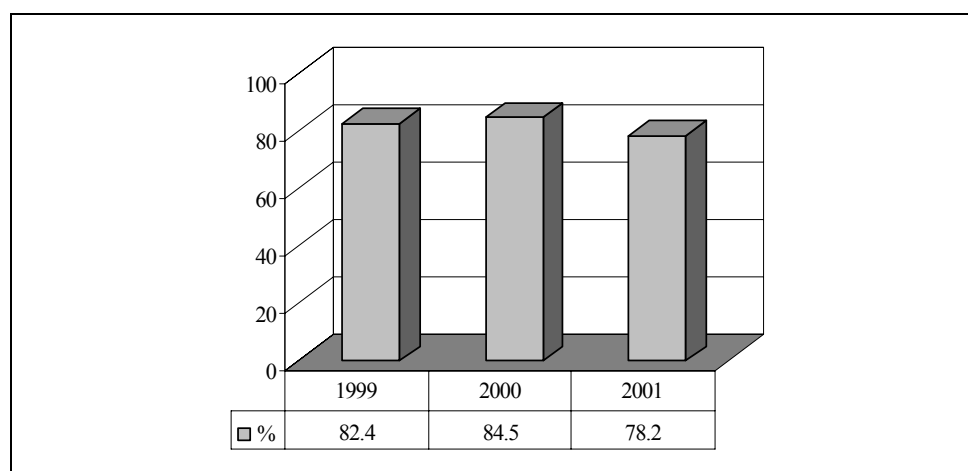
The biggest volume of new construction and improvements is realized in Plovdiv and Stara Zagora regions.

**New construction and improvements in SCR in 2001 by regions**



The new construction and improvements in the region develop with lower speed in comparison with this of the whole country. Their percentage declines from 20.6 per cent in 1999 to 17.3 per cent in 2001. The share of this construction also reduces in the construction-mounting works for the region.

***Percentage of the new construction and improvements in the total volume of the construction-mounting works in SCR (1999- 2001)***



***2.5.1.3 Housing construction***

Bulgaria has about 3.5 million dwelling places. In the South central region they are about 810 thousands or 23 per cent.

In 2001 the housing construction in Bulgaria and South central region developed with a declining trend. In the same year, 149 new buildings were constructed in the region and 7 were extended.

***Introduced in exploitation buildings with housing area in the region for the period 1999 – 2001 (number)***

|               | New   |       |       | Extended |       |       |
|---------------|-------|-------|-------|----------|-------|-------|
|               | 1999  | 2000  | 2001  | 1999     | 2000  | 2001  |
| Bulgaria      | 1055  | 915   | 657   | 66       | 41    | 30    |
| South Central | 296   | 231   | 149   | 15       | 13    | 7     |
| %             | 28.1% | 25.2% | 22.7% | 22.7%    | 31.7% | 23.3% |

In comparison with 1999 in 2001 the newly constructed housing buildings in the country are with 37.7 per cent fewer and in the South central region with 50 per cent. The useful area of the introduced in exploitation dwelling places declines.

***Useful area of the introduced in exploitation dwelling places SCR for the period 1999 – 2001 (sq.m.)***

|               | Total   |         |         | Incl. housing |         |         |
|---------------|---------|---------|---------|---------------|---------|---------|
|               | 1999    | 2000    | 2001    | 1999          | 2000    | 2001    |
| Bulgaria      | 831 084 | 758 954 | 541 324 | 614 323       | 573 116 | 401 069 |
| South Central | 230 538 | 174 345 | 124 060 | 167 307       | 132 209 | 92 941  |
| %             | 27.7%   | 23.0%   | 22.9%   | 27.2%         | 23.1%   | 23.2%   |

For Bulgaria the index of the total area in 2000 in comparison with 1999 is 65,1. The drop in the South central region is higher – the index there is 53,8. For the housing area these indexes are respectively:

- ◆ Bulgaria – 65,3
- ◆ South central region - 55,6%

## 2.5.2 Companies from the branch

One company from the region is certificated under ISO 9002 - Energomontage-VETs JSC and two companies - under ISO 9001 - Patishta-Plovdiv JSC и TVS-Inkom LTD. The reason for the small number of the certificated companies is that the companies execute their activity in the country and the possession of this certificate does not guarantee any advantage.

The biggest net sales are realized by companies whose activity is not construction of residential buildings. 5 of the 10 companies with the biggest volume are road-construction companies that execute mainly state or municipal orders. This is indicative of the amount of investments in the construction. Minstroy-Rodopi has the highest number of employees which is connected with the restoration of the work of Gorubssso-Madan and with the construction projects of the major shareholder Minstroy holding JSC in Madan and all over the whole country.

### *Companies from the sector in the SCR with the highest share of sales*

(thous. BGN)

|    | Company                         | City         | Turnover`2001 |
|----|---------------------------------|--------------|---------------|
| 1  | Patstroyengineering-St. Zagora  | Stara Zagora | 35 980        |
| 2  | GBS-Plovdiv                     | Plovdiv      | 23 807        |
| 3  | Patni Stroezi-Plovdiv           | Plovdiv      | 20 366        |
| 4  | Patishta-Plovdiv                | Plovdiv      | 10 968        |
| 5  | AB                              | Haskovo      | 9 613         |
| 6  | Ti-Vi-Bi                        | Dimitrovgrad | 9 480         |
| 7  | Road Construction Company-Trace | Stara Zagora | 9 166         |
| 8  | Patstroyengineering-Kurdzhali   | Kurdzhali    | 9 153         |
| 9  | Donchev                         | Dimitrovgrad | 9 152         |
| 10 | Peshstroy                       | Stara Zagora | 9 044         |

### *Companies from the sector in the SCR with biggest number of employees*

|    | Company                        | City         | Number of employees |
|----|--------------------------------|--------------|---------------------|
| 1  | Minstroy-Rodopi                | Madan        | 622                 |
| 2  | Patni Stroezi-Plovdiv          | Plovdiv      | 422                 |
| 3  | Patstroyengineering-Kurdzhali  | Kurdzhali    | 408                 |
| 4  | Transstroy-Plovdiv             | Plovdiv      | 355                 |
| 5  | Patishta-Plovdiv               | Plovdiv      | 288                 |
| 6  | Patstroyengineering-St. Zagora | Stara Zagora | 279                 |
| 7  | Viastroyengineering            | Smolyan      | 260                 |
| 8  | BKS - Dimitrovgrad             | Dimitrovgrad | 251                 |
| 9  | Peshstroy                      | Stara Zagora | 224                 |
| 10 | BKS-Smolyan                    | Smolyan      | 207                 |

## 2.6 Building Materials

The branch “Production of construction materials” is directly related to the construction in South Central Region (SCR) and is not export-oriented. The annual amount of sales realized by the enterprises operating in the branch is around BGN 100 million, which is some 1.5 per cent of the total turnover realized by the companies in the region. The major part of the enterprises from the branch (78 per cent) consists of small companies with less than 10 employees. The most developed sector in the branch is Production of ironware for construction, which provides work for 58 per cent of the employed in the branch in this region and realizes 41 per cent of the total amount of sales.

Some of the largest production enterprises based in SCR, which are of national importance are: the cement-producing company Vulkan JSC (Dimitrovgrad), which is owned by Simen France, Elpo JSC – Nikolaevo, producing ceramic isolators, and the producer of lime – Ognyanovo K JSC.

The production of the branch cannot fully meet the economic demands in the region, which is compensated chiefly with imported materials. The constantly growing import is not compensated by proportional growth of export, which makes South Central Region a net imported of construction materials.

### 2.6.1 Branch development

In 2001, 895 companies, operating in SCR produced construction materials. They realized sales of goods and services in the amount of BGN 110 million. At current prices, by this indicator, the branch marked a growth of 1.69 per cent, compared to 1999 and 22.7 per cent compared to the previous year 2000.

#### *Sales by the enterprises over the period 1999-2001*

(in thous. BGN)

|  | 1999          | 2000          | 2001           | Index         |              |
|--|---------------|---------------|----------------|---------------|--------------|
|  |               |               |                | 1999          | 2000         |
| Manufacture of non-refractory ceramic goods other than for construction purposes; manufacture of refractory ceramic products | 5 375         | 6 024         | 6 621          | 112.07        | 123.2        |
| Manufacture of ceramic tiles and flags   | 0             | 1             |                |               |              |
| Manufacture of bricks, tiles and construction products, in baked clay  | 3 510         | 2 213         | 1 208          | 63.05         | 34.4         |
| Manufacture of cement, lime and plaster  | 29 277        | 25 673        | 32 463         | 87.69         | 110.9        |
| Manufacture of articles of concrete, plaster and cement  | 20 271        | 18 064        | 22 643         | 89.11         | 111.7        |
| Cutting, shaping and finishing of stone  | 675           | 1 843         | 1 281          | 273.04        | 189.8        |
| Manufacture of other non-metallic mineral products   | 0             | 102           | 534            |               |              |
| Manufacture of structural metal products   | 28 900        | 35 575        | 45 058         | 123.10        | 155.9        |
| <b>Total</b>   | <b>88 008</b> | <b>89 495</b> | <b>109 808</b> | <b>101.69</b> | <b>124.8</b> |

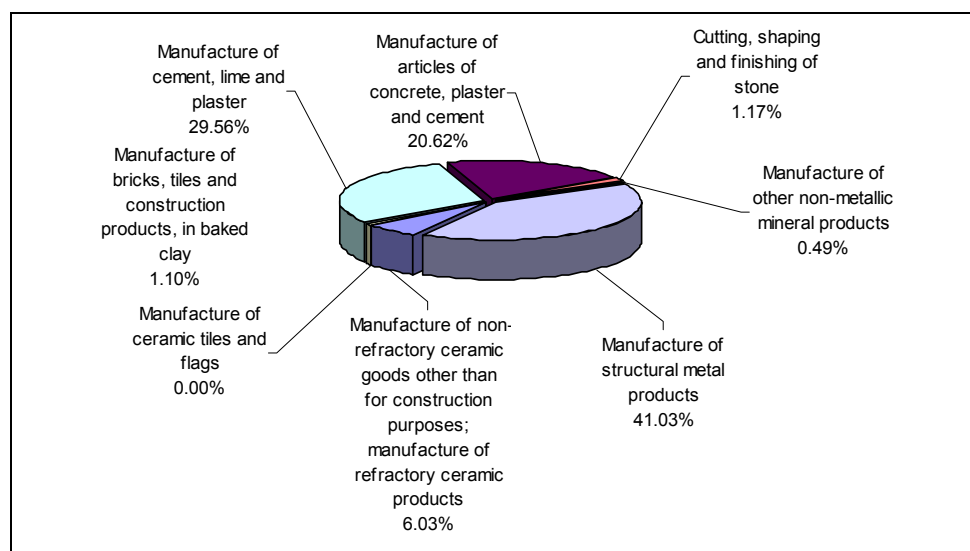
\* The indexes have been calculated at current prices.



Inflation in 2000 was 11.3 per cent, and in 2001 – 4.8 per cent. If its influence on the amount of sales is eliminated, in 2000, in comparison with 1999, the material volume of the sales, realized by companies producing construction materials in the region is smaller by 8 per cent. In 2001, it is larger by almost 9 per cent.

In the general structure of the branch in the region, a significant share is occupied by production of ironware for construction (41.03 per cent) and production of cement (29.56 per cent).

**Structure of sales by companies, producing construction materials in 2001**



**2.6.2 Export - Import**

In order to make the current analysis more thorough, we are going to examine separately import and export of:

- ◆ construction materials
- ◆ materials, which are related to construction

In the value of the materials used in construction, are included the customs codes from the groups listed below, which are applied in construction.

**2.6.2.1 Export**

The export of construction materials from SCR is relatively small, there is no clear tendency of development. In 2001, construction materials for USD 1 612 thousand were exported. Compared to 1999, they are more by 9 per cent. Compared to 2000, however, the export is smaller by USD 95 thousand or 6 per cent.

The articles made of stone, plaster and cement, occupy 76 per cent of it, and the share of these products in Bulgaria’s total export is 11 per cent. The share of ceramic products is 2.7 per cent.

**Export of construction and other materials, used in construction from SCR (1999-2001)**

(in USD)

|  | 1999 | 2000 | 2001 | Index (1999=100) |      |
|--|------|------|------|------------------|------|
|  |      |      |      | 2000             | 2001 |
|  |      |      |      |                  |      |

|  |                  |                  |                  |              |              |
|--|------------------|------------------|------------------|--------------|--------------|
| Salt; sulphur; earths and stone; plastering materials; lime and cement   | 178 101          | 27 248           | 6 238            | 15.3         | 3.5          |
| Articles of stone, plaster, cement, asbestos, mica or similar materials  | 1 046 494        | 1 120 975        | 1 229 195        | 107.1        | 117.5        |
| Ceramic products   | 254 876          | 558 627          | 376 692          | 219.2        | 147.8        |
| <b>Construction materials</b>  | <b>1 479 471</b> | <b>1 706 850</b> | <b>1 612 125</b> | <b>115.4</b> | <b>109.0</b> |
| Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes   |                  |                  |                  |              |              |
| Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, of radioactive elements or of isotopes               |                  |                  |                  |              |              |
| Miscellaneous chemical products  | 108              |                  |                  | 0.0          | 0.0          |
| Articles of iron or steel  | 700 052          | 675 476          | 936 526          | 96.5         | 133.8        |
| Aluminium and articles thereof   | 100 096          | 107 652          | 218 007          | 107.5        | 217.8        |
| Electrical machinery and equipment, electrical materials and parts there of; sound recorders and reproducers, television image and sound recorders | 716 659          | 936 009          | 385 217          | 130.6        | 53.8         |
| Other materials used in construction   | 1 516 915        | 1 719 137        | 1 539 750        | 113.3        | 101.5        |
| <b>Total</b>   | <b>2 996 386</b> | <b>3 425 987</b> | <b>3 151 875</b> | <b>114.3</b> | <b>105.2</b> |

The trade companies from the region in 2001 have exported other materials, used in construction for USD 1 540 thousand. More than half of them are related to the electrification in the field of construction, and 39 per cent are different categories of products of the chemical industry, used in construction.

#### 2.6.2.2 Export by countries

The export by countries is shown in Statistics.

#### 2.6.2.3 Import

The bigger construction in SCR, executed over the past few years, caused increase of the import of construction materials. In 2001, their import is USD 7 074 million or 2.1 times bigger than in 1999.

The import of construction materials in 2001 is 3.8 times bigger compared to the export realized by the region.

#### ***Import of construction and other materials used in construction from SCR (1999-2001)***

(in USD)

| Group  | 1999             | 2000             | 2001             | 09'2002          | Index (1999=100) |              |
|--|------------------|------------------|------------------|------------------|------------------|--------------|
|  |                  |                  |                  |                  | 2 000            | 2001         |
| Salt; sulphur; earths and stone; plastering materials; lime and cement   | 251 623          | 208 837          | 177 489          | 337 999          | 83.0             | 70.5         |
| Articles of stone, plaster, cement, asbestos, mica or similar materials  | 1 585 444        | 2 114 585        | 2 933 192        | 3 201 615        | 133.4            | 185.0        |
| Ceramic products   | 1 742 602        | 2 089 236        | 3 962 836        | 2 587 042        | 119.9            | 227.4        |
| <b>Construction materials</b>  | <b>3 579 669</b> | <b>4 412 658</b> | <b>7 073 517</b> | <b>6 126 656</b> | <b>123.3</b>     | <b>197.6</b> |
| Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes                     | 25 269           | 41 546           | 52 964           | 40 031           | 164.4            | 209.6        |
| Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, of radioactive elements or | 4 840            | 13 678           | 29 550           | 17 940           | 282.6            | 610.5        |

|  |                  |                  |                  |                  |              |              |
|--|------------------|------------------|------------------|------------------|--------------|--------------|
| of isotopes  |                  |                  |                  |                  |              |              |
| Miscellaneous chemical products  | 73 623           | 83 120           | 190 933          | 83 332           | 112.9        | 259.3        |
| Articles of iron or steel  | 676 821          | 702 285          | 981 671          | 1 615 061        | 103.8        | 145.0        |
| Aluminium and articles thereof   | 428 383          | 878 042          | 407 770          | 257 987          | 205.0        | 95.2         |
| Electrical machinery and equipment, electrical materials and parts there of; sound recorders and reproducers, television image and sound recorders | 128 421          | 67 987           | 92 331           | 157 938          | 52.9         | 71.9         |
| <b>Other materials used in construction</b>  | <b>1 337 357</b> | <b>1 786 658</b> | <b>1 755 219</b> | <b>2 172 289</b> | <b>133.6</b> | <b>131.2</b> |
| <b>Total</b>   | <b>4 917 026</b> | <b>6 199 316</b> | <b>8 828 736</b> | <b>8 298 945</b> | <b>126.1</b> | <b>179.6</b> |

Ceramic products account for 56 per cent of the construction materials imported in the region in 2001, and the products made of stone, plaster and cement – 42 per cent. In Bulgaria's total import, the region accounts for 14 per cent of the products made of stones, plaster and cement and 12 per cent in ceramic products.

The import of other materials, used in construction is for USD 1 755 thousand compared to 1999 this import is bigger by 34 per cent. From these materials, 56 per cent are of concrete iron, and 23 per cent – of aluminum used in construction.

#### *2.6.2.4 Import by countries*

The import by countries is shown in Statistics.

### **2.6.3 Companies from the branch**

As of 2001, 896 companies from the branch are operating in SCR, mainly small with less than 10 employees. Only Elpo JSC – Nikolaevo, producing ceramic isolators has an ISO 9001 Certificate, and Vulcan JSC- Dimitrovgrad –ISO 9002 Certificate.

#### *Producers from the branch in SCR with biggest share of sales*

|   | Company   | City           | Net sales<br>thous. BGN |
|---|---|----------------|-------------------------|
| 1 | Vulkan  | Dimitrovgrad   | 23 527                  |
| 2 | Metalik Stara Zagora  | Stara Zagora   | 9 501                   |
| 3 | Tehnokom  | Peshtera       | 5 327                   |
| 4 | Komars  | Plovdiv        | 4 231                   |
| 5 | Ognyanovo-K   | Pazardzhik     | 4 153                   |
| 6 | Zornitsa - Ilia Radev   | Pazardzhik     | 3 980                   |
| 7 | Trudovo proizvoditelna kooperatzia Stomanobetonovi konstruktzii I izdelia | Plovdiv        | 2 754                   |
| 8 | Marcho Markov   | Smolyan        | 2 300                   |
| 9 | Elpo  | Nikolaevo - SZ | 2 282                   |

#### *Companies from the branch in SCR with largest number of employees*

|   | Company              | City           | Number of<br>employees |
|---|----------------------|----------------|------------------------|
| 1 | Vulkan               | Dimitrovgrad   | 554                    |
| 2 | Metalik Stara Zagora | Stara Zagora   | 292                    |
| 3 | Ognyanovo-K          | Pazardzhik     | 268                    |
| 4 | Elpo                 | Nikolaevo - SZ | 251                    |

|   |   |              |     |
|---|---|--------------|-----|
| 5 | Trudovo proizvoditelna kooperatzia Stomanobetonovi konstruktzii I izdelia | Plovdiv      | 202 |
| 6 | Komars  | Plovdiv      | 162 |
| 7 | Metal constructions - Plovdiv   | Plovdiv      | 141 |
| 8 | Simat-Dimitrovgrad  | Dimitrovgrad | 99  |
| 9 | Shuttering Technics   | Plovdiv      | 84  |

***Largest exporters from construction materials industry branch from SCR***

|   | Company                 | City           | Export 2001<br>USD | Score of the<br>company<br>Export 2000 |
|---|-------------------------|----------------|--------------------|--|
| 1 | Tehnokom                | Peshtera       | 1 575 837          | -                                      |
| 2 | Metalik Stara Zagora    | Stara Zagora   | 586 358            | 4                                      |
| 3 | Magnetik Media Mehaniks | Dragor         | 393 551            | -                                      |
| 4 | Elpo                    | Nikolaevo - SZ | 384 679            | 2                                      |
| 5 | Yulit AS                | Plovdiv        | 245 162            | 3                                      |
| 6 | Zornitza - Ilia Radev   | Pazardzhik     | 168 219            | 6                                      |
| 7 | Drukus Herdorf          | Dragor         | 162 870            | -                                      |
| 8 | Martini Bulgaria        | Plovdiv        | 89 398             | -                                      |
| 9 | Skibek                  | Plovdiv        | 83 732             | 24                                     |

***Largest importers of construction materials industry branch from SCR***

|   | Company   | City         | Import 2001<br>USD | Score of the<br>company<br>Import 2000 |
|---|---|--------------|--------------------|--|
| 1 | Zornitza - Ilia Radev   | Pazardzhik   | 1 357 388          | 3                                      |
| 2 | Vulkan  | Dimitrovgrad | 981 694            | 1                                      |
| 3 | Metalik Stara Zagora  | Stara Zagora | 965 820            | 10                                     |
| 4 | Link  | Stara Zagora | 526 654            | -                                      |
| 5 | Trudovo proizvoditelna kooperatzia Stomanobetonovi konstruktzii I izdelia | Plovdiv      | 284 554            | 7                                      |
| 6 | Nikolai Yankov - Villan   | Stara Zagora | 171 653            | 9                                      |
| 7 | Zdravko Linkin-Teolino  | Plovdiv      | 168 307            | 8                                      |
| 8 | Drukus Herdorf  | Dragor       | 142 111            | -                                      |
| 9 | Almin-Tsaratzovo  | Tzaratzovo   | 111 404            | 12                                     |

## 2.6.4 Statistics

2.6.4.1 *Export by countries '1999*

| Product Group  | Total Export '1999 |            | First Country          |           |          | Second Country         |         |          | Third Country         |         |          |
|--|--------------------|------------|------------------------|-----------|----------|------------------------|---------|----------|-----------------------|---------|----------|
|  | USD                | kg         | Name                   | USD       | Part (%) | Name                   | USD     | Part (%) | Name                  | USD     | Part (%) |
| Salt; sulphur; earths and stone; plastering materials; lime and cement   | 178 101            | 3 828 505  | Fed.Rep. of Yugoslavia | 164 045   | 92.11%   | Rep. of Macedonia      | 11 068  | 6.21%    | Bosnia and Herzegovin | 1 537   | 0.86%    |
| Miscellaneous chemical products  | 108                | 508        | Moldova                | 108       | 100.00%  |                        |         | 0.00%    |                       |         | 0.00%    |
| Articles of stone, plaster, cement, asbestos, mica or similar materials  | 1 046 494          | 6 950 784  | Austria                | 538 001   | 51.41%   | Germany                | 138 516 | 13.24%   | USA                   | 130 800 | 12.50%   |
| Ceramic products   | 254 876            | 158 920    | Italy                  | 86 914    | 34.10%   | Georgia                | 52 393  | 20.56%   | Rep. of Macedonia     | 49 160  | 19.29%   |
| Glass and glassware  | 2 513 819          | 10 051 167 | Greece                 | 1 250 384 | 49.74%   | Armenia                | 332 025 | 13.21%   | Romania               | 219 330 | 8.72%    |
| Articles of iron or steel  | 700 052            | 369 409    | Greece                 | 466 224   | 66.60%   | Fed.Rep. of Yugoslavia | 47 232  | 6.75%    | Rep. of Macedonia     | 46 664  | 6.67%    |
| Aluminium and articles thereof   | 100 096            | 43 972     | Greece                 | 78 248    | 78.17%   | Russian Federation     | 6 444   | 6.44%    | Italy                 | 4 706   | 4.70%    |
| Electrical machinery and equipment, electrical materials and parts there of; sound recorders and reproducers, television image and sound recorders | 716 659            | 1 278 500  | Turkey                 | 303 741   | 42.38%   | Greece                 | 287 504 | 40.12%   | Albania               | 49 755  | 6.94%    |
| Furniture; medical and surgical furniture; bedding articles and the like; lamps and lighting fittings, not elsewhere specified or included         | 1 365 346          | 1 777 101  | Rep. of Macedonia      | 1 042 874 | 76.38%   | Germany                | 109 343 | 8.01%    | Greece                | 80 023  | 5.86%    |

2.6.4.2 *Export by countries '2000*

| Product Group  | Total Export 2000 |            | First Country          |           |          | Second Country         |           |          | Third Country          |         |          |
|--|-------------------|------------|------------------------|-----------|----------|------------------------|-----------|----------|------------------------|---------|----------|
|  | USD               | kg         | Name                   | USD       | Part (%) | Name                   | USD       | Part (%) | Name                   | USD     | Part (%) |
| Salt; sulphur; earths and stone; plastering materials; lime and cement   | 27 248            | 616 400    | Rep. of Macedonia      | 22 531    | 82.69%   | Fed.Rep. of Yugoslavia | 4 717     | 17.31%   |                        |         | 0.00%    |
| Articles of stone, plaster, cement, asbestos, mica or similar materials  | 1 120 975         | 7 512 577  | Austria                | 334 756   | 29.86%   | Germany                | 275 087   | 24.54%   | USA                    | 268 252 | 23.93%   |
| Ceramic products   | 558 627           | 395 378    | Fed.Rep. of Yugoslavia | 249 864   | 44.73%   | Italy                  | 126 967   | 22.73%   | Rep. of Macedonia      | 81 894  | 14.66%   |
| Glass and glassware  | 6 565 401         | 27 300 398 | Greece                 | 2 352 720 | 35.84%   | Romania                | 1 047 696 | 15.96%   | Philippines            | 776 165 | 11.82%   |
| Articles of iron or steel  | 675 476           | 584 861    | Greece                 | 278 141   | 41.18%   | Germany                | 129 547   | 19.18%   | Fed.Rep. of Yugoslavia | 127 455 | 18.87%   |
| Aluminium and articles thereof   | 107 652           | 19 260     | Russian Federation     | 57 438    | 53.36%   | Hungary                | 30 504    | 28.34%   | Fed.Rep. of Yugoslavia | 7 707   | 7.16%    |
| Electrical machinery and equipment, electrical materials and parts there of; sound recorders and reproducers, television image and sound recorders | 936 009           | 1 361 271  | Turkey                 | 383 492   | 40.97%   | Greece                 | 238 473   | 25.48%   | Albania                | 145 156 | 15.51%   |
| Furniture; medical and surgical furniture; bedding articles and the like; lamps and lighting fittings, not elsewhere specified or included         | 1 222 947         | 3 138 595  | Bosnia and Herzegovin  | 571 209   | 46.71%   | Fed.Rep. of Yugoslavia | 258 659   | 21.15%   | France                 | 122 203 | 9.99%    |

2.6.4.3 *Export by countries '2001*

| Product Group  | Total Export 2001 |            | First Country      |           |          | Second Country         |         |          | Third Country |         |          |
|--|-------------------|------------|--------------------|-----------|----------|------------------------|---------|----------|---------------|---------|----------|
|  | USD               | kg         | Name               | USD       | Part (%) | Name                   | USD     | Part (%) | Name          | USD     | Part (%) |
| Salt; sulphur; earths and stone; plastering materials; lime and cement   | 6 238             | 117 713    | Slovenia           | 5 060     | 81.12%   | Lithuania              | 704     | 11.29%   | Denmark       | 472     | 7.57%    |
| Articles of stone, plaster, cement, asbestos, mica or similar materials  | 1 229 195         | 7 065 435  | USA                | 452 980   | 36.85%   | Germany                | 400 590 | 32.59%   | Austria       | 160 878 | 13.09%   |
| Ceramic products   | 376 692           | 159 683    | Spain              | 234 869   | 62.35%   | Italy                  | 64 297  | 17.07%   | Eire          | 31 037  | 8.24%    |
| Glass and glassware  | 6 749 820         | 24 002 490 | Greece             | 2 873 849 | 42.58%   | Moldova                | 611 628 | 9.06%    | Romania       | 539 148 | 7.99%    |
| Articles of iron or steel  | 936 526           | 883 960    | Slovenia           | 265 607   | 28.36%   | Germany                | 220 048 | 23.50%   | Canada        | 145 247 | 15.51%   |
| Aluminium and articles thereof   | 218 007           | 53 803     | Hungary            | 121 043   | 55.52%   | Slovenia               | 48 092  | 22.06%   | Turkey        | 22 885  | 10.50%   |
| Electrical machinery and equipment, electrical materials and parts there of; sound recorders and reproducers, television image and sound recorders | 385 217           | 551 398    | Turkey             | 144 607   | 37.54%   | Greece                 | 73 528  | 19.09%   | Lithuania     | 59 498  | 15.45%   |
| Furniture; medical and surgical furniture; bedding articles and the like; lamps and lighting fittings, not elsewhere specified or included         | 2 071 389         | 1 764 532  | Russian Federation | 1 575 837 | 76.08%   | Bosnia and Herzegovina | 157 620 | 7.61%    | Slovenia      | 107 907 | 5.21%    |

2.6.4.4 *Export by countries as of September'2002*

| Product Group  | Total Export 09'2002 |           | First Country     |         |          | Second Country         |         |          | Third Country          |         |          |
|--|----------------------|-----------|-------------------|---------|----------|------------------------|---------|----------|------------------------|---------|----------|
|  | USD                  | kg        | Name              | USD     | Part (%) | Name                   | USD     | Part (%) | Name                   | USD     | Part (%) |
| Salt; sulphur; earths and stone; plastering materials; lime and cement   | 15 886               | 251 325   | Rep. of Macedonia | 15 559  | 97.94%   | Greece                 | 298     | 1.88%    | Fed.Rep. of Yugoslavia | 27      | 0.17%    |
| Miscellaneous chemical products  | 4 682                | 8 268     | Germany           | 3 986   | 85.13%   | Fed.Rep. of Yugoslavia | 696     | 14.87%   |                        |         | 0.00%    |
| Articles of stone, plaster, cement, asbestos, mica or similar materials  | 1 046 101            | 4 896 280 | USA               | 444 207 | 42.46%   | Germany                | 228 677 | 21.86%   | Austria                | 95 909  | 9.17%    |
| Ceramic products   | 811 055              | 458 675   | Spain             | 690 893 | 85.18%   | Italy                  | 43 791  | 5.40%    | Greece                 | 29 683  | 3.66%    |
| Glass and glassware  | 136 565              | 71 048    | Italy             | 30 580  | 22.39%   | Ireland                | 28 662  | 20.99%   | United Kingdom         | 20 270  | 14.84%   |
| Articles of iron or steel  | 2 110 257            | 3 111 000 | Rep. of Macedonia | 827 757 | 39.23%   | Canada                 | 807 044 | 38.24%   | Fed.Rep. of Yugoslavia | 187 130 | 8.87%    |
| Aluminium and articles thereof   | 276 234              | 75 500    | Moldova           | 125 542 | 45.45%   | Hungary                | 86 746  | 31.40%   | Fed.Rep. of Yugoslavia | 23 573  | 8.53%    |
| Electrical machinery and equipment, electrical materials and parts there of; sound recorders and reproducers, television image and sound recorders | 283 589              | 369 359   | Turkey            | 128 015 | 45.14%   | Rep. of Macedonia      | 73 875  | 26.05%   | Fed.Rep. of Yugoslavia | 30 695  | 10.82%   |
| Furniture; medical and surgical furniture; bedding articles and the like; lamps and lighting fittings, not elsewhere specified or included         | 304 655              | 447 173   | Italy             | 148 516 | 48.75%   | Fed.Rep. of Yugoslavia | 37 293  | 12.24%   | Greece                 | 27 012  | 8.87%    |



2.6.4.5 *Import by countries '1999*

| Product Group  | Total Import '1999 |           | First Country      |         |          | Second Country |         |          | Third Country      |         |          |
|--|--------------------|-----------|--------------------|---------|----------|----------------|---------|----------|--------------------|---------|----------|
|  | USD                | kg        | Name               | USD     | Part (%) | Name           | USD     | Part (%) | Name               | USD     | Part (%) |
| Salt; sulphur; earths and stone; plastering materials; lime and cement   | 251 623            | 1 826 783 | Greece             | 204 754 | 81.37%   | Turkey         | 15 600  | 6.20%    | Austria            | 13 629  | 5.42%    |
| Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes   | 25 269             | 106 482   | Greece             | 11 776  | 46.60%   | Germany        | 4 540   | 17.97%   | Russian Federation | 2 970   | 11.75%   |
| Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, of radioactive elements or of isotopes               | 4 840              | 780       | USA                | 2 904   | 60.00%   | Germany        | 1 936   | 40.00%   |                    |         | 0.00%    |
| Miscellaneous chemical products  | 73 623             | 123 851   | Austria            | 25 618  | 34.80%   | Greece         | 12 309  | 16.72%   | Germany            | 12 001  | 16.30%   |
| Articles of stone, plaster, cement, asbestos, mica or similar materials  | 1 585 444          | 3 319 404 | Italy              | 354 694 | 22.37%   | Greece         | 336 794 | 21.24%   | Austria            | 205 628 | 12.97%   |
| Ceramic products   | 1 742 602          | 5 177 063 | Austria            | 435 221 | 24.98%   | Italy          | 323 805 | 18.58%   | Greece             | 288 001 | 16.53%   |
| Glass and glassware  | 2 609 891          | 2 900 406 | Czech Republic     | 612 781 | 23.48%   | Germany        | 526 901 | 20.19%   | Turkey             | 412 728 | 15.81%   |
| Articles of iron or steel  | 676 821            | 717 839   | Germany            | 239 002 | 35.31%   | Italy          | 191 931 | 28.36%   | Turkey             | 73 749  | 10.90%   |
| Aluminium and articles thereof   | 428 383            | 154 234   | Germany            | 138 878 | 32.42%   | Greece         | 134 314 | 31.35%   | Italy              | 93 892  | 21.92%   |
| Electrical machinery and equipment, electrical materials and parts there of; sound recorders and reproducers, television image and sound recorders | 128 421            | 89 090    | Russian Federation | 53 786  | 41.88%   | Slovenia       | 32 446  | 25.27%   | Czech Republic     | 27 501  | 21.41%   |
| Furniture; medical and surgical furniture; bedding articles and the like; lamps and lighting fittings, not elsewhere specified or included         | 146 896            | 136 473   | Italy              | 101 324 | 68.98%   | Turkey         | 18 888  | 12.86%   | Germany            | 10 309  | 7.02%    |

2.6.4.6 *Import by countries '2000*

| Product Group  | Total Import '2000 |           | First Country  |         |          | Second Country |         |          | Third Country     |         |          |
|--|--------------------|-----------|----------------|---------|----------|----------------|---------|----------|-------------------|---------|----------|
|  | USD                | kg        | Name           | USD     | Part (%) | Name           | USD     | Part (%) | Name              | USD     | Part (%) |
| Salt; sulphur; earths and stone; plastering materials; lime and cement   | 208 837            | 1 951 849 | Greece         | 130 968 | 62.71%   | Turkey         | 30 461  | 14.59%   | Rep. of Macedonia | 16 824  | 8.06%    |
| Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes   | 41 546             | 66 868    | Czech Republic | 15 526  | 37.37%   | Italy          | 10 314  | 24.83%   | Greece            | 7 445   | 17.92%   |
| Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, of radioactive elements or of isotopes               | 13 678             | 2 250     | USA            | 8 455   | 61.81%   | Germany        | 4 500   | 32.90%   | Norway            | 723     | 5.29%    |
| Miscellaneous chemical products  | 83 120             | 180 608   | Austria        | 21 492  | 25.86%   | USA            | 10 842  | 13.04%   | Greece            | 10 461  | 12.59%   |
| Articles of stone, plaster, cement, asbestos, mica or similar materials  | 2 114 585          | 5 920 912 | Greece         | 488 521 | 23.10%   | Italy          | 412 684 | 19.52%   | Germany           | 262 288 | 12.40%   |
| Ceramic products   | 2 089 236          | 6 439 312 | Spain          | 542 052 | 25.94%   | Austria        | 475 354 | 22.75%   | Greece            | 211 916 | 10.14%   |
| Glass and glassware  | 3 332 149          | 5 024 624 | Germany        | 945 820 | 28.38%   | Czech Republic | 711 660 | 21.36%   | Turkey            | 330 736 | 9.93%    |
| Articles of iron or steel  | 702 285            | 539 833   | Germany        | 336 481 | 47.91%   | Italy          | 165 230 | 23.53%   | Czech Republic    | 54 355  | 7.74%    |
| Aluminium and articles thereof   | 878 042            | 213 082   | Germany        | 420 844 | 47.93%   | Italy          | 179 995 | 20.50%   | Austria           | 152 791 | 17.40%   |
| Electrical machinery and equipment, electrical materials and parts there of; sound recorders and reproducers, television image and sound recorders | 67 987             | 45 711    | Czech Republic | 52 368  | 77.03%   | France         | 10 713  | 15.76%   | Italy             | 3 750   | 5.52%    |
| Furniture; medical and surgical furniture; bedding articles and the like; lamps and lighting fittings, not elsewhere specified or included         | 179 754            | 94 553    | Italy          | 99 900  | 55.58%   | Czech Republic | 34 814  | 19.37%   | Turkey            | 24 453  | 13.60%   |

2.6.4.7 *Import by countries '2001*

| Product Group  | Total Import '2001 |           | First Country  |           |          | Second Country |           |          | Third Country      |         |          |
|--|--------------------|-----------|----------------|-----------|----------|----------------|-----------|----------|--------------------|---------|----------|
|  | USD                | kg        | Name           | USD       | Part (%) | Name           | USD       | Part (%) | Name               | USD     | Part (%) |
| Salt; sulphur; earths and stone; plastering materials; lime and cement   | 177 489            | 1 707 999 | Greece         | 69 130    | 38.95%   | Turkey         | 37 918    | 21.36%   | Lithuania          | 27 578  | 15.54%   |
| Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes   | 52 964             | 57 518    | Czech Republic | 18 987    | 35.85%   | Italy          | 15 324    | 28.93%   | Germany            | 8 400   | 15.86%   |
| Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, of radioactive elements or of isotopes               | 29 550             | 23 300    | USA            | 12 186    | 41.24%   | Germany        | 9 284     | 31.42%   | Russian Federation | 8 080   | 27.34%   |
| Miscellaneous chemical products  | 190 933            | 285 269   | Hungary        | 43 111    | 22.58%   | Austria        | 35 815    | 18.76%   | Italy              | 35 795  | 18.75%   |
| Articles of stone, plaster, cement, asbestos, mica or similar materials  | 2 933 192          | 8 305 802 | Italy          | 574 692   | 19.59%   | Greece         | 516 740   | 17.62%   | Lithuania          | 361 465 | 12.32%   |
| Ceramic products   | 3 962 836          | 9 577 038 | Italy          | 1 260 589 | 31.81%   | Spain          | 865 656   | 21.84%   | Germany            | 581 165 | 14.67%   |
| Glass and glassware  | 4 831 838          | 8 375 178 | Czech Republic | 1 251 147 | 25.89%   | Germany        | 1 132 065 | 23.43%   | France             | 387 896 | 8.03%    |
| Articles of iron or steel  | 981 671            | 847 367   | Germany        | 368 164   | 37.50%   | Italy          | 211 739   | 21.57%   | Turkey             | 146 786 | 14.95%   |
| Aluminium and articles thereof   | 407 770            | 140 578   | Italy          | 254 423   | 62.39%   | Greece         | 49 510    | 12.14%   | Turkey             | 44 006  | 10.79%   |
| Electrical machinery and equipment, electrical materials and parts there of; sound recorders and reproducers, television image and sound recorders | 92 331             | 72 186    | Czech Republic | 71 313    | 77.24%   | Slovenia       | 8 612     | 9.33%    | Spain              | 5 357   | 5.80%    |
| Furniture; medical and surgical furniture; bedding articles and the like; lamps and lighting fittings, not elsewhere specified or included         | 540 376            | 297 081   | USA            | 250 029   | 46.27%   | Greece         | 106 691   | 19.74%   | Italy              | 83 421  | 15.44%   |

2.6.4.8 *Import by countries as of September'2002*

| Product Group  | Total Import 09'2002 |           | First Country  |           |          | Second Country     |         |          | Third Country     |         |          |
|--|----------------------|-----------|----------------|-----------|----------|--------------------|---------|----------|-------------------|---------|----------|
|  | USD                  | kg        | Name           | USD       | Part (%) | Name               | USD     | Part (%) | Name              | USD     | Part (%) |
| Salt; sulphur; earths and stone; plastering materials; lime and cement   | 337 999              | 2 293 482 | Greece         | 109 161   | 32.30%   | Austria            | 84 068  | 24.87%   | Rep. of Macedonia | 62 208  | 18.40%   |
| Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes   | 40 031               | 39 813    | Italy          | 22 491    | 56.18%   | France             | 8 882   | 22.19%   | Germany           | 5 147   | 12.86%   |
| Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, of radioactive elements or of isotopes               | 17 940               | 21 600    | USA            | 10 367    | 57.79%   | Russian Federation | 7 573   | 42.21%   |                   |         | 0.00%    |
| Miscellaneous chemical products  | 83 332               | 201 549   | USA            | 21 028    | 25.23%   | Austria            | 15 600  | 18.72%   | Greece            | 9 767   | 11.72%   |
| Articles of stone, plaster, cement, asbestos, mica or similar materials  | 3 201 615            | 9 122 165 | Italy          | 1 112 028 | 34.73%   | Rep. of Macedonia  | 396 396 | 12.38%   | Greece            | 365 323 | 11.41%   |
| Ceramic products   | 2 587 042            | 7 924 204 | Spain          | 951 882   | 36.79%   | Italy              | 428 965 | 16.58%   | Austria           | 293 748 | 11.35%   |
| Glass and glassware  | 2 644 414            | 2 132 378 | Germany        | 537 265   | 20.32%   | Poland             | 478 629 | 18.10%   | Czech Republic    | 469 628 | 17.76%   |
| Articles of iron or steel  | 1 615 061            | 1 496 400 | Germany        | 882 163   | 54.62%   | Italy              | 239 528 | 14.83%   | Greece            | 157 831 | 9.77%    |
| Aluminium and articles thereof   | 257 987              | 76 306    | Italy          | 175 986   | 68.22%   | Turkey             | 53 779  | 20.85%   | Greece            | 6 799   | 2.64%    |
| Electrical machinery and equipment, electrical materials and parts there of; sound recorders and reproducers, television image and sound recorders | 157 938              | 150 074   | Czech Republic | 53 839    | 34.09%   | Ukraine            | 44 666  | 28.28%   | China             | 34 198  | 21.65%   |
| Furniture; medical and surgical furniture; bedding articles and the like; lamps and lighting fittings, not elsewhere specified or included         | 892 078              | 528 131   | Italy          | 347 910   | 39.00%   | USA                | 224 838 | 25.20%   | Turkey            | 131 312 | 14.72%   |

## 2.7 Tourism

There is a developed tourist base in the South Central Region (SCR). Almost all kinds of tourism are performed:

- ♦ *Fishing tourism*- dam Dospat
- ♦ *Skiing tourism* - Pamporovo, Chepelare and Byala Cherkva.
- ♦ *Hunting tourism* - Kastrakli reserve, Lisichevo, Mursalitz, Chairite and Skalnoto Chudo districts
- ♦ *Cave tourism* - Trigradsko gorge, Dyavolskoto gurlo cave and Yagodinska cave.
- ♦ *Balneology tourism* – Devin, Hisarya, Banya
- ♦ *Cultural tourism* – Koprivshtitza, Panagyurishte, Batak, Kazanlak, Plovdiv (the old city)

On the territory of the region is located the International Plovdiv fair. The fair city is the biggest one on the Balkan Peninsula – it is situated on area of 360 000 sq. meters. An average of about 18 exhibitions annually are organized in it.

### 2.7.1 Tourist facilities

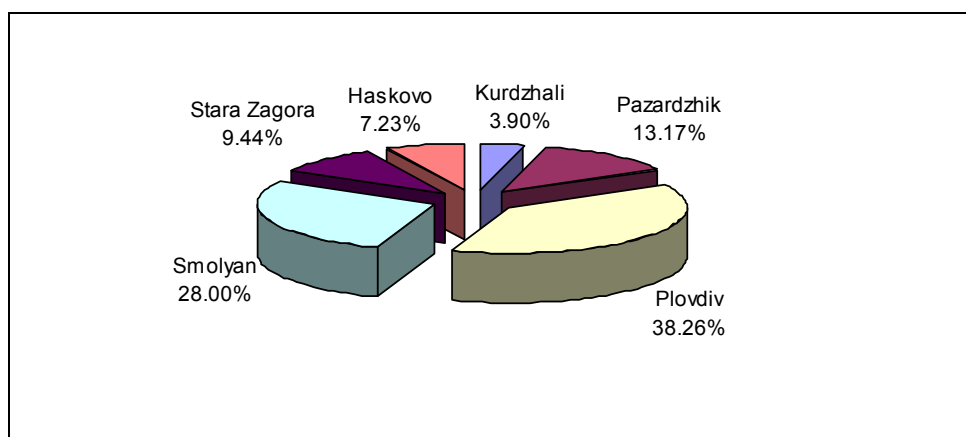
2002 accommodation facilities worked in 2001 (hotels, motels, camping sites, huts and accommodation offices). They had a base of 20 313 bedspaces. The average number of the days per year in which the bedspaces could be occupied by tourists was 305.

#### *Accommodation facilities over the period 1999 - 2001*

|                      | Accommodation facilities <sup>1)</sup> |       |       | Bedspaces |         |         | Bed-nights |            |            |
|----------------------|--|-------|-------|-----------|---------|---------|------------|------------|------------|
|                      | 1999                                   | 2000  | 2001  | 1999      | 2000    | 2001    | 1999       | 2000       | 2001       |
| Bulgaria             | 710                                    | 836   | 839   | 117 740   | 136 026 | 128 588 | 28 488 413 | 33 052 314 | 34 648 293 |
| South Central region | 146                                    | 177   | 202   | 15 047    | 20 320  | 20 313  | 4 902 433  | 6 410 832  | 6 195 090  |
| Share                | 20.6%                                  | 21.2% | 24.1% | 12.8%     | 14.9%   | 15.8%   | 17.2%      | 19.4%      | 17.9%      |

Compared to 1999 the bedspaces during 2000 and 2001 was with over 5 000 bedspaces higher. The biggest bed fund was in Plovdiv and Smolyan region.

#### *Number of bedspaces in the accommodation facilities in South central region by districts during 2001*



Family tourism has been developing rapidly in the region and especially in Smolyan area over the past few years. In the district were built small hotels providing

conditions for complete use of the potential of Rhodope mountain nature and for development of tourist activity. The increasing number of hotels leads to a gradual decline of their average bed fund. In comparison with the average amounts for the country, the average size of the facilities is with 52 beds (or with 34%) smaller.

*Average number of bedspaces per facility over the period 1999 – 2001*

|                      | Average number of bedspaces per facility |      |      |
|----------------------|--|------|------|
|                      | 1999                                     | 2000 | 2001 |
| Bulgaria             | 166                                      | 163  | 153  |
| South central region | 103                                      | 115  | 101  |
| Kurdzhali            | 44                                       | 46   | 53   |
| Pazardzhik           | 95                                       | 116  | 141  |
| Plovdiv              | 147                                      | 152  | 139  |
| Smolyan              | 109                                      | 116  | 81   |
| Stara Zagora         | 109                                      | 131  | 96   |
| Haskovo              | 58                                       | 68   | 67   |

## 2.7.2 Bedspace occupancy

Accommodation facilities bedspace occupancy in the region during 1999 and 2001 is over 50 per cent but during 2000 it is lower.

*Visitors overnight in the accommodation facilities*

|                      | Nights spent in Accommodation facilities |           |           | Average bedspace occupancy |      |      |
|----------------------|--|-----------|-----------|----------------------------|------|------|
|                      | 1999                                     | 2000      | 2001      | 1999                       | 2000 | 2001 |
| Bulgaria             | 7 499 798                                | 8 554 139 | 9 384 506 | 64                         | 63   | 73   |
| South central region | 810 713                                  | 1 029 625 | 1 101 786 | 54                         | 51   | 54   |

Over the whole period, the degree of use of the bed fund in this region is higher than this in the country.

*Degree of use of the bedspace in accommodation facilities over the period 1999 – 2001 in %*

|      | Bulgaria | South central region |
|------|----------|----------------------|
| 1999 | 38,6     | 52,4                 |
| 2000 | 38,7     | 44,3                 |
| 2001 | 47,7     | 53,4                 |

Because of the big number of bedspaces for balneology in the region the share of its use by foreigners was several times lower as compared to the share for Bulgaria. The average share of the foreigners, who used the accommodation facilities during 2001 for the country was with 8 points higher as compared to 1999. However there was a decline of nearly 4 points for the South central region.

*Share of the foreigners visiting overnight over the period 1999-2001*

|  | 1999 | 2000 | 2001 |
|--|------|------|------|
|  |      |      |      |

|                      |       |       |       |
|----------------------|-------|-------|-------|
| Bulgaria             | 58.4% | 60.4% | 66.0% |
| South central region | 21.6% | 16.6% | 17.9% |

Even in Smolyan district, which was used for winter tourism as well the share of foreign visitors was lower and it declined over the last year:

- ♦ 1999 – 39.2 per cent
- ♦ 2000 – 28.4 per cent
- ♦ 2001 – 30.2 per cent

### 2.7.3 Sales

The developed tourist base and the higher extent of its use led to the rapid increase in the net sales of the tourist enterprises in the region.

During 2001 in South central region there were 8 712 operating tourist companies, which executed services to the value of BGN 115 million. They represent about 12 per cent of the total amount of the incomes for Bulgaria.

The share of the companies from the sector of restaurant and hotel-keeping business was 13.7 per cent, and the share of the tour-operators was 5.3 per cent.

#### *Net sales of services by tourist companies in the South central region over the period 1999 – 2001*

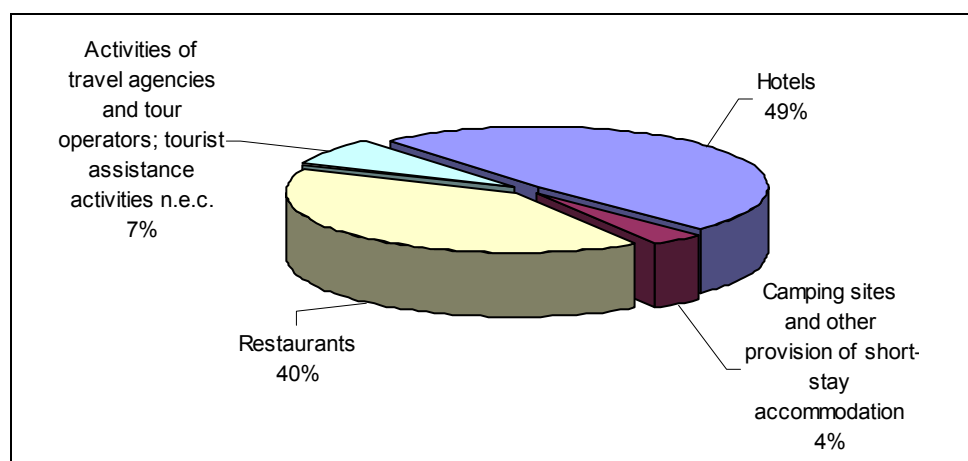
(in thous. BGN)

|  | 1999          | 2000          | 2001           | Index 1999=100 |               |
|--|---------------|---------------|----------------|----------------|---------------|
|  |               |               |                | 2000           | 2001          |
| Hotels   | 34 744        | 52 637        | 55 686         | 151.50         | 160.28        |
| Camping sites and other provision of short-stay accommodation                          | 714           | 684           | 4 703          | 95.80          | 658.68        |
| Restaurants  | 16 068        | 21 098        | 45 970         | 131.30         | 286.10        |
| Activities of travel agencies and tour operators; tourist assistance activities n.e.c. | 1 933         | 4 294         | 8 472          | 222.14         | 438.28        |
| <b>Total</b>   | <b>53 459</b> | <b>78 713</b> | <b>114 831</b> | <b>147.24</b>  | <b>214.80</b> |

\* The indexes are calculated on the current prices

The biggest share of the incomes in the sector was the share of the hotels.

#### *Structure of net sales 2001 by main types of tourist services in %*



During 2000 and especially during 2001 the development of tourist services in the South central region was significant. As compared to 1999 during 2000 they grew with 47 per cent, and during 2001 – 2.1 times. Taking into consideration the inflation rate, which during 2000 was 11.3 per cent and during 2001 – 4.8 per cent the growth in the volume of tourist services in the region was about 2 times.

The top ten companies by net sales have private majority owners. There are no foreign shareholders in these companies. They are mainly hotels and restaurants. According to the type of tourism, the companies are distributed in almost all kinds of tourism. Historical and cultural – the old city of Plovdiv, Winter skiing tourism – Pamporovo and Victoria investment (owner of hotels in Pamporovo and Plovdiv). Balneology tourism – prophylactics and rehabilitation – Pavel Banya and "Mavro 1 – Mavri Yanchev" – activities related to services in tourism and restaurants.

All companies excluding Slunchev den JSC execute their activity on the territory of the region. Three companies from the region are among the top 20 companies by net sales and number of employees in the branch in the country as a whole.

#### ***Biggest companies by net sales in the region as for 2001***

(in thous. BGN)

| Company                                 | City         | Net Sales |
|---|--------------|-----------|
| 1 Mavro-1 - Mavri Yanev                 | Plovdiv      | 16 462    |
| 2 Slanchev Den                          | Plovdiv      | 8 198     |
| 3 Stariat Plovdiv-Gergov                | Plovdiv      | 6 674     |
| 4 Novotel Plovdiv                       | Plovdiv      | 5 249     |
| 5 Boiv Holliday                         | Stara Zagora | 5 050     |
| 6 Pamporovo                             | Smolyan      | 4 871     |
| 7 Nord – RB                             | Plovdiv      | 4 168     |
| 8 Victoria Investments                  | Plovdiv      | 3 892     |
| 9 Profilaktika, Rehabilitatsiya & Otdih | Pavel banya  | 2 747     |
| 10 Victoria Tour (Maritsa Tour)         | Plovdiv      | 2 667     |

#### ***Biggest companies by number of employees in the region***

| Company   | City         | Number of employees |
|---|--------------|---------------------|
| 1 Slanchev Den                                  | Plovdiv      | 324                 |
| 2 Park-Hotel Sankt Peterbourg                   | Plovdiv      | 296                 |
| 3 Novotel Plovdiv                               | Plovdiv      | 242                 |
| 4 Trimontsium Princess (Interhotel Trimontsium) | Plovdiv      | 214                 |
| 5 Pamporovo                                     | Smolyan      | 188                 |
| 6 Victoria Tour (Maritsa Tour)                  | Plovdiv      | 163                 |
| 7 Stariat Plovdiv-Gergov                        | Plovdiv      | 148                 |
| 8 Augusta-91                                    | Hisarya      | 118                 |
| 9 Vereya-Tour                                   | Stara Zagora | 106                 |
| 10 As-Tour                                      | Asenovgrad   | 99                  |



### 3 Overview on the innovation activities in the four LAURA sectors in Bulgaria

#### 3.1 General Overview

Only 2.3 per cent of all investments made in Bulgaria are allotted for development of new technologies and innovations. For a country with aged necessary equipment and under-developed production, such as Bulgaria, this is unallowable. Some of Bulgaria's advantages are: still highly qualified specialists, good level of education and relationships between universities and scientific research institutes. Unfortunately, these advantages are not efficiently used. For example, there is no institute for generation of ideas, which could later become profitable products. The technological development of a country's economy is determined by investments in fixed tangible assets. In Bulgaria, BGN 6.669 have been invested in acquisition of fixed tangible assets (FTA) in 2001. This figure has grown almost twofold compared to 1998, when it was BGN 3.388 million. As a share of GDP, investment in FTA has grown by 13.2 per cent in 1998 to 17.8 per cent. At first sight, this is an encouraging trend. If, however, we analyse the situation more thoroughly, we would find it is not so good. Bulgaria's production facilities and equipment are aged and not up-to-date with the innovations in almost all spheres. In Slovakia, for example, 31 per cent of GDP is allotted for investments. In the countries from the Eurozone this percentage is also high – 20 per cent.

The Gross domestic investment as percent of GDP in Bulgaria represented a little over half of its level in the other countries from Central and Eastern Europe, where its share is almost 30 per cent.

| Country/Year            | 1996 | 1997 | 1998 | 1999 | 2000 | 2001* |
|-------------------------|------|------|------|------|------|-------|
| Bulgaria                | 8.1  | 9.9  | 16.9 | 17.9 | 18.3 | 20.4  |
| Czech Republic          | 35.0 | 32.8 | 30.2 | 27.9 | 34.9 | 30.4  |
| Hungary                 | 37.2 | 27.7 | 29.7 | 28.5 | 30.6 | 31.1  |
| Poland                  | 21.9 | 24.6 | 26.2 | 26.4 | 26.4 | 25.2  |
| Romania                 | 25.9 | 20.6 | 17.9 | 17.2 | 19.4 | 21.0  |
| Slovakia                | 37.1 | 36.6 | 36.1 | 31.9 | 30.1 | 35.4  |
| Average/excl. Bulgaria/ | 29.4 | 28.5 | 28.0 | 26.4 | 28.3 | 28.6  |

These funds are mainly used for development and introduction of new products, and not for replacement of the aged production facilities and equipment. Most of the investment inflow is directed to the Service sector – 59 per cent. There is significant drop of investments made in the industrial sphere – from 42.8 per cent in 1998 to 38.8 per cent in 2001. Only 2.2 per cent of the funds are invested in agriculture. The largest amount of funds is invested in trade. Trade attracts the major part of foreign investment inflow as well. This, however, does not help to establish export product.

Software industry and tourism are the branches with the biggest growth potential in Bulgarian economy. Tourism, however, needs additional stimuli, in order to continue to boost economic growth. The share of hi-tech products is constantly increasing. Hi-tech products are already introduced in all industrial branches. Young people are

enthusiastic about the unlimited possibilities for on-line communication and the number of those, willing to learn hi-tech disciplines is rapidly growing.

Bulgaria, however, is far behind other developed information communities. This fact is chiefly due to the presence of pirate software on Bulgarian market. It accounts for 80 per cent of the share of this business in Bulgaria. Some other obstacles to the sector's development, outlined by the branch's analysts, are computer technology's long amortization period and the difficult access to credits. Macro-economic stability is the basis of growth, but such a growth could not be achieved unless company strategies are improved. Bulgarian small and medium-sized enterprises are not well prepared to compete adequately on the united European market. Besides, 70 per cent of our entrepreneurs are operating with old technologies. Only 5 per cent of the enterprises invest in innovations.

A positive fact, related to this branch, is that the Ministry of Economy intends to establish National Innovation Fund, which will co-finance up to 50 per cent of the cost of the sector's scientific projects. The fund shall be established for a period of 15 years and shall be started in 2003. It will amount to USD 460 million. The funds will be provided from the budget, as well as from international donors. For 2003, the Ministry of Economy suggest the granted amount to be USD 9 million, specified Mr. Andrey Breshkov (Ministry of Economy official). For the first half of 2002, the amount of net sales in this branch grew by USD 17 million. Direct investment over the period 1999-2001 amounted to some USD 98 million, where in 2001 alone they were around USD 15 million. Starting in the middle of 2004, it is expected that Bulgarian producers of some industrial products will be able to mark their production with the European safety mark CE. This will happen, after Bulgaria and EU sign Mutual Written Statement for Certification of the results from these products' testing, which is expected in the end of 2004.

### **3.2 Wood-processing and Furniture Industry**

Wood processing and furniture industry in Bulgaria have already been entirely restructured. The working big companies are fewer and the small and medium-sized companies are more and they realize considerable turnovers and take bigger market shares. The specification of the two sectors does not allow introduction of many innovations. Bulgaria has a higher institute in which there is a faculty wood-processing and furniture industry. There also exists a financing on the programme Sokrat for education of the students. This programme is called Development of education on furniture design and was prepared in 1995-1996 and the offering was submitted on January 30, 1997. The financing is executed on Tempus programme and concerns activities connected with the development of the study plan, materials and the technical services for the new faculty Engineering design (Interior and design of furniture). There is also a base for education of medium specialists. The problem is that with the restructure of the sectors the connection between the academic spheres and real production has lost. The creation of personnel is not market-orientated and this interrupts the realization of innovations in the country. However we can not deny the fact that in any areas Bulgaria realizes a big amount of export.

According to the branch organization, Bulgarian furniture industry applies double standards – at manufacture for export and at the furniture, prepared for the domestic

market. At domestic market there is production with low quality and away from the requirements, standards and tendencies of the world and European markets. The synthetic materials take 80 per cent of the manufacture of furniture for the while abroad they are almost out of use with a share of 20 per cent. The problem is that no one executes efficient control over the furniture production at the domestic market, according to the specialists.

Bulgaria has still a problem with the export of raw wood material that can be used for the needs of Bulgarian manufacture. According to the specialists at this market has to be produced individual type of furniture of average class and with this to attack the foreign market. Bulgarian companies, more of which are with a personnel of 50 – 100 people, can not realize a huge production. The Director of Bulgarian Industrial Association Mr. Tosho Kirov considers that there must be improved production in accordance with the requirements of the European market.

### **3.3 Agriculture & Food Processing Industry**

The main reason for the low level of innovations in agriculture is due to the food-processing companies' lack of interest in the problems of agriculture. Moreover, the companies operating in food processing industry not only do not stimulate agricultural producers, but also stop their development by fixing low production buy-out prices and allowing the involvement of mediators in the process of buying out agricultural production.

A typical example, demonstrating the low level of innovations in agriculture, is the Vine and Wine Sector. Currently, the connection between the producers of grapes and wine in Bulgaria is interrupted. This, naturally, impedes the buying out of grapes and the implementation of sufficient control by the producers of wine on the grapes' quality. The existence of similar structure does not allow the introduction of modern and innovative methods of agro-chemical protection and modern technologies for processing and gathering of grapes. The state itself does not cooperate for the increasing of the amount of investment inflow in the sector. A typical example of this is the fact, that vine growing is regulated by the Ministry of Agriculture and Forests, and wine production, which is entirely dependent on it, is controlled by the Ministry of Economy.

The practical implementation of legislative initiatives and overall introduction of the land reform was realized with extremely low rate and resulted in sharp fragmentation of the arable land and a large share (30-35 per cent) of uncultivated lands. According to modern world practice, agricultural massifs of under 1000 decares are inefficient for use of modern innovative methods of approach and technology in the field of agriculture. Therefore, land consolidation becomes a major prerequisite for increasing the share of innovative processes in agriculture.

Innovation process in food processing industry is much more developed than in agriculture. The main reason for this are the large-scale foreign investment inflow in this industry and the strong competition between foreign investors in sub-sectors with big commodity circulation, such as production of chocolate and sugar articles, brewing, soft-drink industry, etc. Among the numerous foreign investments in new production in the sector over the past few years (realized by companies such as Interbrew, Brewinvest, Kraft Foods, Coca-Cola) we should bring special attention to Nestle Sofia. In the end of 2002, the company opened a new chocolate desserts

production line, in which USD 4.3 million were invested in the form of equipment and innovations. As a result of this, Bulgaria is the second country in Europe, after Great Britain, in which a production line for the chocolate desserts Kit Kat has been brought into exploitation.

### **3.4 Construction Industry**

In construction industry, new technologies are borrowed from the developed countries. They are rapidly introduced in Bulgaria. In the near future, the Ministry of Regional Development and Public Works (MRDPW) is going to announce tenders for four projects, for which EU's PHARE program grants gratuitous assistance. Under the first project, the programme shall grant EUR 10 million for construction and repair of municipal roads providing access to sites of tourist interest. The budget will provide EUR 5 million. Currently, evaluation is being made for the purpose of selecting executor of the project. A consultant, specifically appointed for this project, shall develop the criteria.

The second project, sponsored by PHARE programme, which started in 2002, is related to services for the small and medium-sized business and technological grant schemes (schemes for gratuitous assistance). The aim of the project is to improve the competitiveness of the small and medium-sized enterprises in the EU pre-accession period through introduction of innovations, technological modernization, enterprising skills, and business culture. The programme grants EUR 4.7 million, and the budget financing is in the amount of EUR 1.2 million; the private sector will participate in it with EUR 3.2 million.

The third project of the programme for this year is related to labour market initiatives, aimed at stimulating enterprising and opening new job positions. PHARE programme is granting EUR 6.3 million for its realization, and the budget – EUR 2 million. The project includes selection of executors of reconstruction of buildings, which will be used for professional training. International contracts for equipment of the centers will be signed. PHARE grants EUR 3.7 million under the project for social cohesion through measures of employment, enterprising and education among ethnical minorities. The budget has engaged to provide additional EUR 1.1 million under this project. Tenders for construction companies will be announced. They shall repair buildings, selected for centers for people with unequal social status. International contracts for equipment of the centers shall be signed as well. The contracts under this project are due to be signed no later than December 31 2003. The payments under the contracts shall end no later than six months before the end of the programme – December 31 2004.

The main reason for the comparatively low level of innovations in the sector is the slow development of large infrastructure projects. Big infrastructure projects have been widely discussed since the beginning of the transition period, but there always seems to be something that slows down their realization. Those, whose implementation has begun, are started with big delay (Makaza), others are being slowed down (Danube Bridge, Maritza – Iztok 1 and 3), and for third it is not known whether and when will be started, because of ambiguities in their planning (Gorna Arda).

### **3.5 Tourism**

Tourism in Bulgaria has been developing with good rate. In 2002, our country was Number 1 destination for German tourists. One of the problems of Bulgarian sea resorts is infrastructure. Large-scale investments were also made in sea and winter tourism. Our country should start organizing and popularizing alternative forms of tourism – cultural, rural, religious, in which Bulgaria has big potential.

Cultural tourism is profitable on a world scale, but not in Bulgaria. The problem is that the modern tourist wants rest, information and comfort all at the same time. Although we have preserved authentic folklore traditions and five civilizations lived on our territory, this type of tourism remains highly under-developed.

Bulgarian companies have no sufficient funds to invest in advertisement abroad. Larger budget is needed to restore and maintain historical monuments. Our country is popularized on international festivals and exhibitions, through pictured brochures, circulated by Bulgarian representations abroad. Tourist agencies find that this is highly insufficient.

Recently, the foreign tourist interest in our cultural sites has been growing (mostly Europeans, and lately Japanese as well). The biggest attraction for the foreign tourist is the Rilla Monastery, Tzarevets, Arbanasi, Bachkovski Monastery. There has also been a growing interest in folklore festivals – the Rose Celebrations in Kazanluk, the festival in Koprivshtitza.

Some attractive ideas are suggested by the Agency of Agricultural Information and Innovations (AAII) with Chairman Mr. Roman Rachkov. It established the attraction wine-tasting center in Lyaskovetz. For a short period of time, the center managed to become a place of tourist interest, more than 1000 people have already visited it. AAII has a project to establish a 250-decare massif of white oil-bearing rose near the village of Razsoha, financed by the German company Walla.

The concept of religious tourism has not been developed at all. Most churches and monasteries near Bulgaria's old-time capital are in a deplorable state. Some of the possible tourist attractions are the archeological excavations near the town of Nikyup, where the ancient Roman town of Nikopolis ad Istrum was situated. This year, archeology students and professors from the Veliko Tarnovo University St. St. Kiril & Metodii, together with archeologists from the local museum, made a restoration of gladiator fights in the amphitheater of Nikopolis. A similar attraction could attract a lot of tourist to come and visit this place.