

BULGARIA – FOCUSING ON THE ICT SECTOR: *ONE-TO-ONE BUSINESS CLINICS

Monday 11 June 2018, 9.00am - 12.25pm

33 Queen Street, London Chamber of Commerce and Industry (LCCI), London EC4R 1AP

*pre-booked, individual appointments only

With Mihajlo Nikolic, Co-founder and CTO, Athlon

Mihajlo Nikolic is a Co-founder and CTO at Athlon, a leading international UX, technology and design company and Chairman of the British Bulgarian Business Association (BBBA) IT Committee. He has an inter-disciplinary background stretching over 18 years in the digital industry, technology and innovation. Founder of several successful IT start-ups, he has played a key role as a technology solutions expert for his company. He has also helped to shape solutions for BP, British Olympic Committee, Epson, HP, Nokia, Google, Microsoft, Canon, Reebok, AOL, PepsiCo, Motorola and many others. Mihajlo is an active participant in the tech community, currently building an innovation hub in Sofia and is a technology ambassador for Bulgaria.

If you would like to discuss the opportunities for your company in Bulgaria and book an individual appointment (30 minutes), please complete and return the application form overleaf. We will then contact you to arrange an appointment. Please note that places are limited.

WHY BULGARIA?

Bloomberg has ranked Bulgaria as the sixth best country for doing business in Eastern Europe and Central Asia. The World Bank rates Bulgaria thirty eighth for ease of doing business. A T Kearney ranks Bulgaria as number one in Europe and ninth globally as an outsourcing destination.

Over the past ten years, the UK has been the fifth largest investor in Bulgaria. Large British companies operating in Bulgaria include Shell, GlaxoSmithKline, AstraZeneca, Petroceltic, Nuvia, JCB, White Young Green, Mott McDonald, IPF Provident, Dyson and William Hughes. Small and medium sized companies also successfully enter and operate in various export sectors and in offshoring/outsourcing.

Strengths of the Bulgarian market

Political and business stability

- EU member
- Currency board
- Low budget deficit and government debt

Low cost of doing business

- Lowest corporate and income tax in the EU (10%)
- Lowest cost of labour within EU
- Favourable office rents and low cost of utilities

Market strengths

- Excellent air links to the UK
- English language widely spoken
- Skilled, multilingual labour

Strategic geographic location

- EU member
- Currency board
- Low budget deficit and government debt

Bulgarian ICT sector:

Bulgaria holds third place in Europe and tenth position worldwide regarding the absolute number of certified ICT professionals (*Source: National Employment Agency for 2010/2011*). Among many achievements over the years, the country has been recognised as Offshoring Destination of the Year by the Global Sourcing Association, the number two destination in Europe by A.T. Kearney for global services and number three worldwide by Cushman & Wakefield for outsourcing.

About British Bulgarian Business Association (BBBA):

BBBA is a dynamic professional network which provides a platform to enable dialogue and business among British and Bulgarian businesses. It co-operates with business associations in Bulgaria and the UK, through which members have the opportunity to connect with myriad potential business partners.

In partnership with

TO REGISTER

S8016

Please complete the booking form in block capitals and return to:

Vanessa Vlotides, Head of International Business team, E: vvlotides@londonchamber.co.uk

PRICES AND PAYMENT DETAILS PER PERSON

ALL PRICES ARE INCLUSIVE OF VAT

- | | |
|--|-------|
| <input type="checkbox"/> Premier Plus Member | FREE |
| <input type="checkbox"/> Local or Non-member | £7.50 |

If you are unsure of your membership status, please contact the Member Relationship Team on:

T: +44 (0)20 7203 1713 or E: membersupport@londonchamber.co.uk

Signature _____ Date / /

I attach payment for _____ place(s) in the sum of £ _____ MasterCard/Maestro/Visa/Visa Debit/Visa Electron/JCB/Amex (Please circle as appropriate)

Card no Card security code (last three or four digits on the signature strip)

Start date / Exp date / Issue Number (maestro only) Name of card-holder

Card-holder / Billing address

Postcode Signature Date / /

Please note: Payment will only be taken once the appointment is confirmed. Seven days' written notice of cancellation is required for a full refund.

ABOUT YOU AND YOUR COMPANY

Title First name Surname

Job title Company name

Company address Postcode

Email Website Tel

Description of business:

Please describe your interest in Bulgaria

How did you hear about this event?

☐ LCCI newsletter ☐ Other (please specify) _____

Please specify your preferred time, this should be followed by your second and third preferences using 1, 2 and 3 in the boxes provided on the right.

- | | |
|--|--|
| <input type="checkbox"/> 9.00am - 9.30am | <input type="checkbox"/> 10.45am - 11.15am |
| <input type="checkbox"/> 9.35am - 10.05am | <input type="checkbox"/> 11.20am - 11.50am |
| <input type="checkbox"/> 10.10am - 10.40am | <input type="checkbox"/> 11.55am - 12.25pm |

To view all international events, please visit londonchamber.co.uk/international

PRIVACY AND DATA PROTECTION

We are committed to protecting and respecting your rights to privacy and data protection. We will use the information we collect about you in accordance with the reasons stated when we collect it and to inform you of our activities. The information supplied by you will be held on London Chamber of Commerce and Industry databases and we will take reasonable measures to safeguard its confidentiality, integrity and availability. Our Privacy Policy sets out how the Chamber collects, uses, shares and retains all personally identifiable information.

TICK the box(es) if you would like:

- ☐ Your name, job title, company and business activity displayed on the printed and electronic guest lists for this event
- ☐ Your full contact details shared with external sponsor(s), partner(s) and host(s) for this event who may contact you about their services (sponsors, partners and hosts are listed on the event marketing collateral, guest list and website)