

23RD FEBRUARY 2010, 9am – 3pm, DLA PIPER, LEEDS, LS1 4BY

UK Trade & Investment (UKTI), in collaboration with leading international law firm, DLA Piper, invites you to attend a Business Partnership Seminar focusing on accessing business development opportunities in Bulgaria.

Who is the seminar aimed at?

Yorkshire businesses, whether new to export or experienced in international trade, who want to gain a better understanding of the opportunities to grow their business in Bulgaria, a better assessment of the risks involved, how to mitigate them and a better awareness of how UKTI can support their international growth strategy.

Companies will have an opportunity at the event to gain access to legal expertise provided by DLA Piper's Julian Mathews, network with H.E. Steve Williams, British Ambassador to Bulgaria and participate in one-to-one meetings with Tanya Koicheva, Head of the UKTI British Embassy Team in Bulgaria.

Bulgaria offers significant opportunities to grow your business:

- UK products highly valued
- 10% corporate tax
- Friendly people with English widely spoken in business circles, especially by younger people
- Similar business culture to the UK
- Skilled labour at competitive price with lowest operating costs in the EU
- Access to neighbouring markets
- A decade of sustained economic growth



Bulgaria received funding of over EUR 12bn in 2007-13 and is invested in:

- Renewable Energy
- Training & Development of Human Resources
- ICT
- Infrastructure Development – Rail & Road networks
- Water and wastewater
- Waste management

How do I register?

To participate in the seminar **please complete the attached booking form**. Please specify whether you would like to participate in a one-to-one meeting with Tanya Koicheva, Head of UKTI British Embassy Team Sofia. For more information please contact UKTI on 01226 735440.

Demand is likely to be high and one-to-one appointments will be allocated on a first come first served basis. **There is a small event charge of £30 + VAT. Deadline for registrations is Wednesday, 17th February.**



Bulgaria Business Partnership Seminar Tuesday, 23 February 2010



Agenda

- 09:00 – 09:30** Registration and Coffee
- 09:30** Welcome by Mark Robson, Regional Director UKTI Yorkshire & Humber
- 09:40** Doing Business in Bulgaria: Setting the Scene – H.E. Steve Williams, British Ambassador to Bulgaria
- 10:00** Doing Business in Bulgaria: Sector Opportunities – Tanya Koicheva, Head of UKTI Team Sofia
- 10:20** DLA Piper in Bulgaria, the legal perspective – Julian Mathews, Partner
- 10:40** Maximising Global Market Opportunities – Eve Husband, Market Research Adviser, UKTI
- 11:00 – 11:30** Questions and Answers
- 11:30 – 12:30** Lunch and networking opportunity with H.E. Steve Williams, British Ambassador to Bulgaria
- 12:30 – 14:30** One to One appointments with Tanya Koicheva, Head of UKTI British Embassy Team in Sofia*
- 15:00** Finish

**Please indicate on the separate booking form if you would like an appointment with Tanya Koicheva.*

Appointments are limited and will be taken on a first come, first served basis.

Venue Information



DLA Piper
Princes Exchange
Princes Square
Leeds LS1 4BY



Directions can be found [here](#).

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www.uktradeinvest.gov.uk/ukti/export

