



PLOVDIV

INVESTMENT & TECHNOLOGY
DESTINATION

2019

INVESTMENT & TECHNOLOGY
DESTINATION



PLOVDIV

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PLOVDIV MUNICIPALITY**

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WELCOME TO PLOVDIV

As a mayor of Plovdiv, I am proud and privileged to open the 2019 edition of the "Investment & Technology Destination Plovdiv" catalog.

This may be your first encounter with Plovdiv or you may update previously known facts about the region. In all cases, it is just the first step in a journey that I and my team will join you in.



Eng. IVAN TOTEV

Mayor of Plovdiv

- ▶ Plovdiv is the "industrial heart" of Bulgaria with over 75 000 jobs in manufacturing.
- ▶ Trakia Economic Zone hosts over 100 multinational and local producers.
- ▶ A local economy with predominant business profile - 70% of all value added in manufacturing and B2B services.
- ▶ IT&BPO are the fastest growing sectors - outnumbering 7000 jobs and a 15% annual growth of productivity.
- ▶ City's pool of talent is expanding steadily - some 40 000 students, positive migration balance, growing expat community.

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CHILDCARE & MEDICAL SERVICES





DOING BUSINESS IN BULGARIA

MACROECONOMIC INDICATORS

€55.2
BILLION
GDP

€1.7
BILLION
FDI

€7855
GDP
PER CAPITA

3.2%
FDI
(as % of GDP)

€28.3
BILLION
EXPORTS

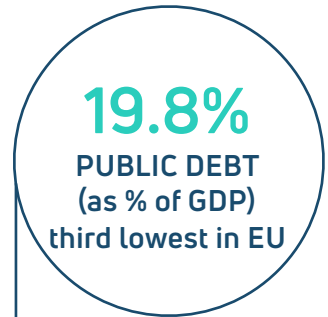
€32.2
BILLION
IMPORTS



• Year over year change, 2018



• To stay in place till Bulgaria joins Eurozone



• Ministry of Finance, March, 2019

Bulgaria enjoys macroeconomic and fiscal stability and predictability

2.8%
INFLATION
2018

1%
BUDGET SURPLUS
(as % of GDP) 2018

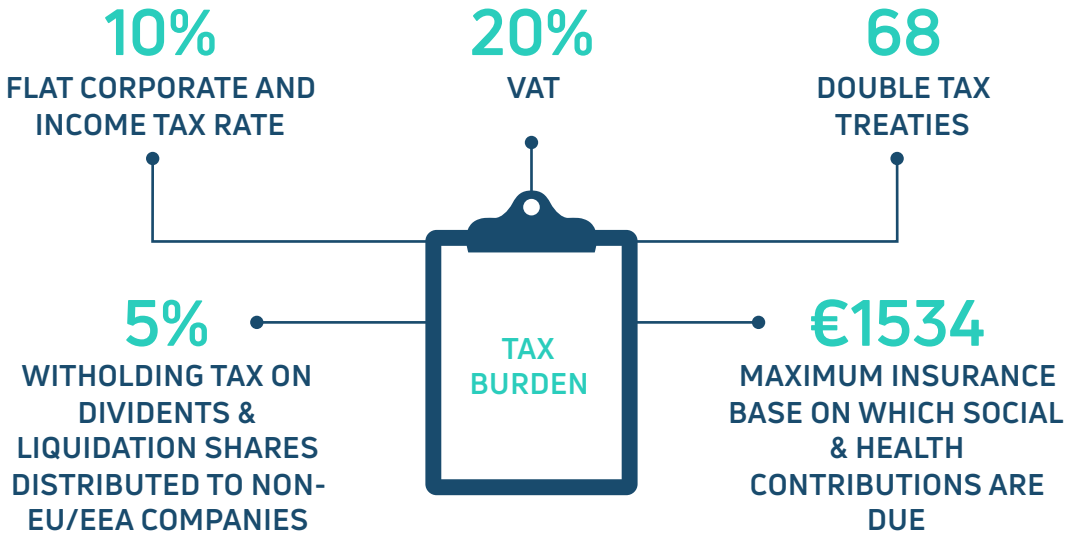
5.2%
UNEMPLOYMENT
2018

Source: NSI, BNB

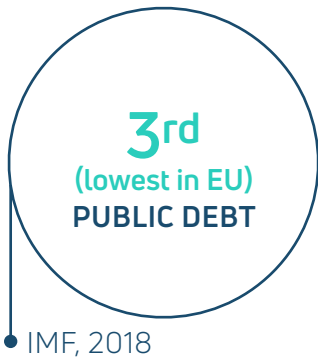
1.2

DOING BUSINESS IN BULGARIA

INVESTMENT CLIMATE



Source: NSI, BNB



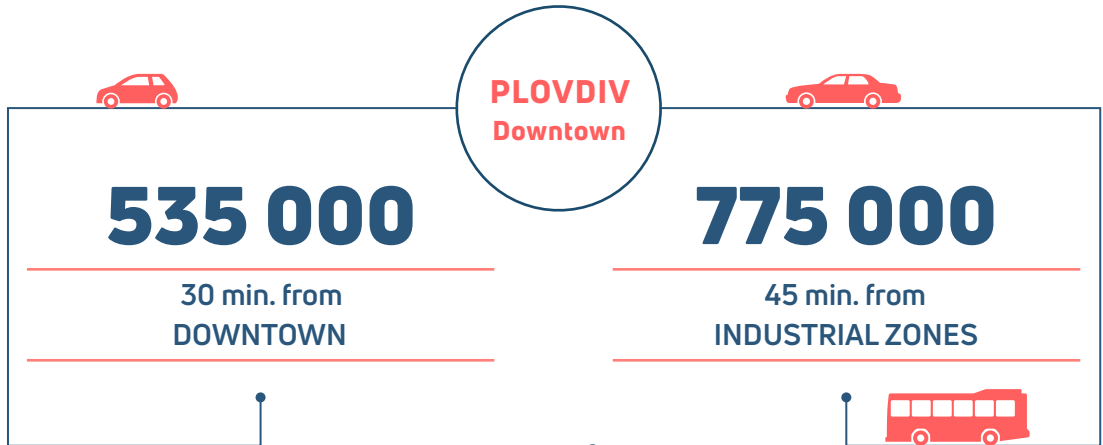
Cost of enforcing contracts (% of claim)		
Bulgaria	OECD high income	Europe & Central Asia
18.6%	21.2%	26.3%

Source: Doing Business database, 2019

2.1

LABOR SUPPLY

POPULATION



• High quality of life & a myriad of possibilities for career development constantly attract new citizens making Plovdiv the fastest growing city in Bulgaria



Source: Plovdiv Municipality, NSI, 2018

EDUCATION & INDUSTRY BOARD



Industry partners in the 2019 program for career orientation & motivation of primary school children

One Passion.
Many Opportunities.
LIEBHERR



Join the board in 2020: ei-board.org

2.2

LABOR SUPPLY

WORKFORCE

More than any other region in the country



69.9%
EMPLOYMENT RATE (15-64 years)
EU average: 68%

Source: NSI (data on district level for 2018)

Number of industry-compatible employees

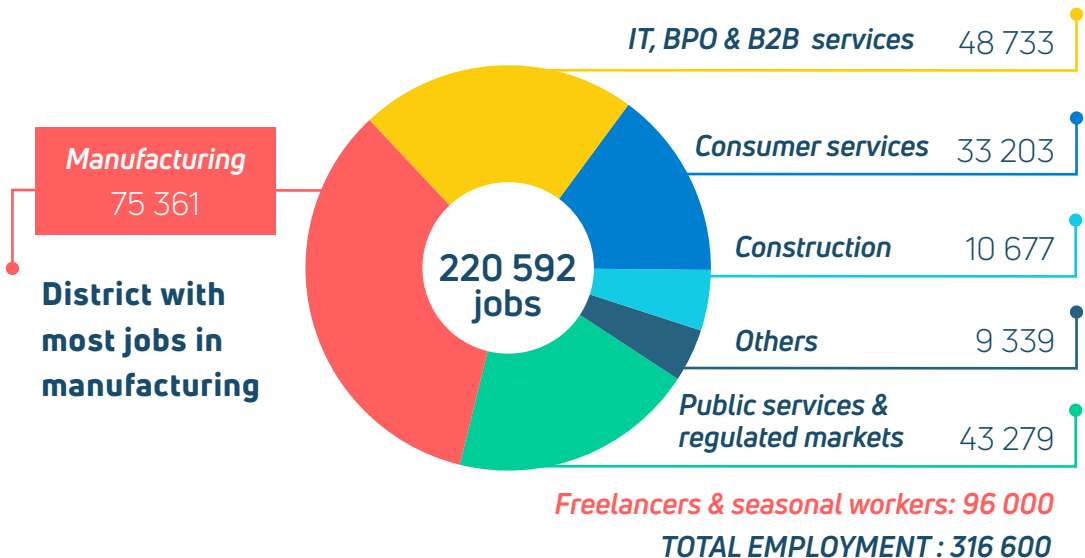
35 929
MACHINE OPERATORS

27 442
SKILLED INDUSTRIAL WORKERS

18 420
TECHNICIANS

Source: NSI (data on district level for 2017)

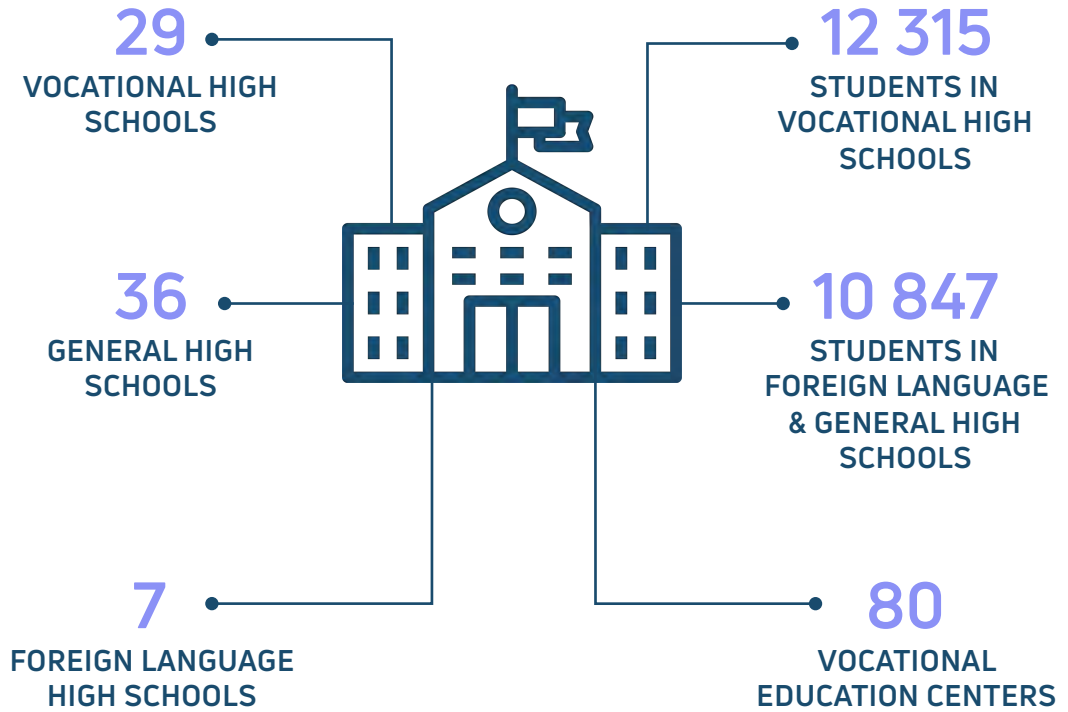
Local economy structure (by number of jobs)



Source: Trakia Tech based on NSI (data on district level for 2017)

3

EDUCATION & TRAINING



Source: Plovdiv Municipality based on data from universities for 2018, NSI, NAVET

Major fields by number of enrolled students

Business Services	7652
Engineering & technical studies	5402
Food technologies & Agricultural studies	4900
Natural Sciences	1896

Source: Plovdiv Municipality based on data from universities (data on district level for 2018)



Source: NSI (data on district level for 2017)

Top 5 biggest universities in Plovdiv

UNIVERSITY	NUMBER OF STUDENTS	MAJOR FIELDS
Plovdiv University	25211	Information technology & Computer Science; Business services; Language studies
Medical University of Plovdiv	5311	Medicine & dental medicine; Healthcare
Agricultural University Plovdiv	4324	Agronomy; Plant protection
University of Food Technologies	2867	Food & beverages technologies; Machine building
Technical University Sofia - branch Plovdiv	2019	Electronics & automation; Mechanical engineering

Source: Plovdiv Municipality based on data from universities for 2018



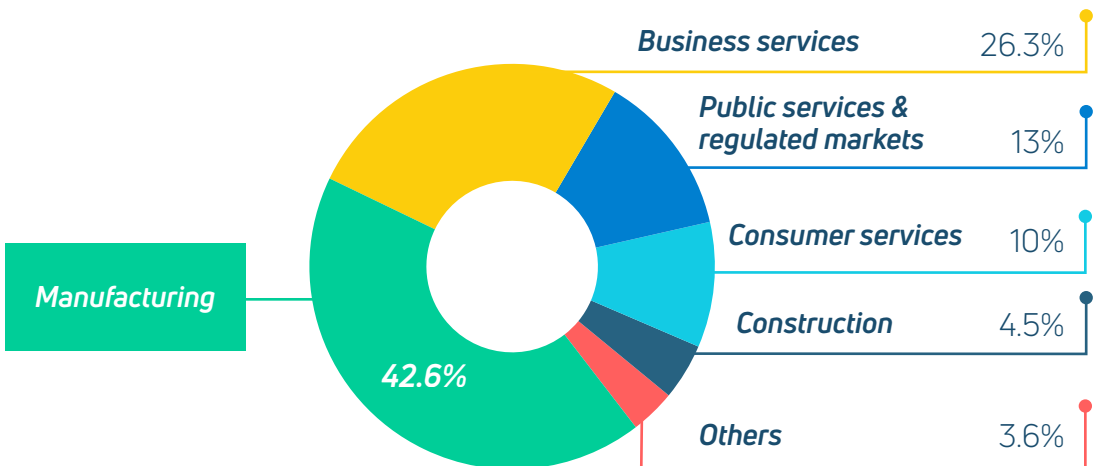
LOCAL ECONOMY

VOLUME & STRUCTURE

	<i>Plovdiv district</i>	<i>South-central region</i>	<i>Bulgaria</i>
TURNOVER	€13 BILLION	€19 BILLION	€140 BILLION
OUTPUT	€8.3 BILLION	€12.8 BILLION	€86 BILLION
WORKFORCE SIZE, 2018	325 THOUSAND	636 THOUSAND	3326 THOUSAND

Manufacturing & business services account for over 2/3 of the local economy

Local economy structure (by added value)



Source: Trakia Tech based on NSI (data on district level for 2017)

4.2

LOCAL ECONOMY

INVESTMENT & PRODUCTIVITY

€4.2
BILLION
GDP

€6200
GDP PER
CAPITA

5.8%
ANNUAL GROWTH
2012-2017 AVERAGE

Rise of productivity
is ensured by
abundant capital
investment

€164
MILLION
CUMULATIVE FDI
EXPANSION IN 2017

€861
MILLION
FIXED CAPITAL
EXPENDITURES

Source: NSI (data on district level for 2017)



New construction projects in the region of Plovdiv consist largely of industrial space & warehouses

2.8 million m²
(30 million ft²)
APPROVED FOR
NON-HOUSING
CONSTRUCTION
SINCE 2013

569 000 m²
(6.1 million ft²)
APPROVED FOR
NON-HOUSING
CONSTRUCTION
IN 2018

15.8%
OF ALL PERMITS
IN THE COUNTRY

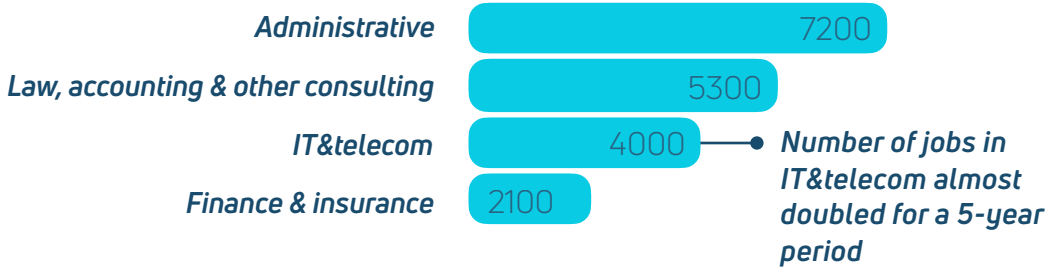
Source: NSI, 2018

5.1

IT&BPO

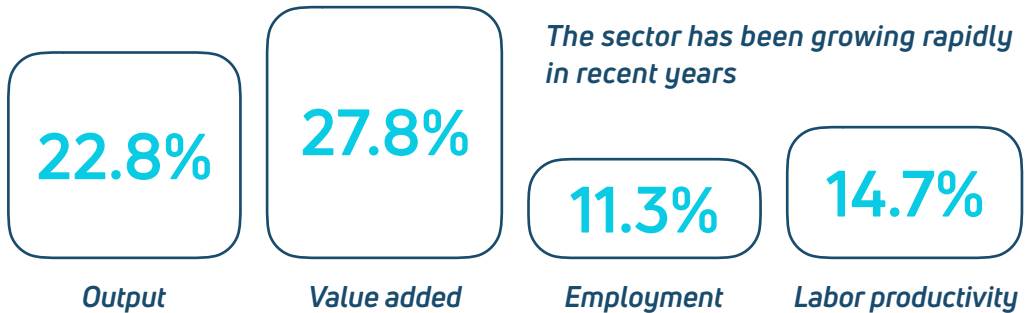
INDUSTRY ZOOM

Employment in IT&BPO & related business services



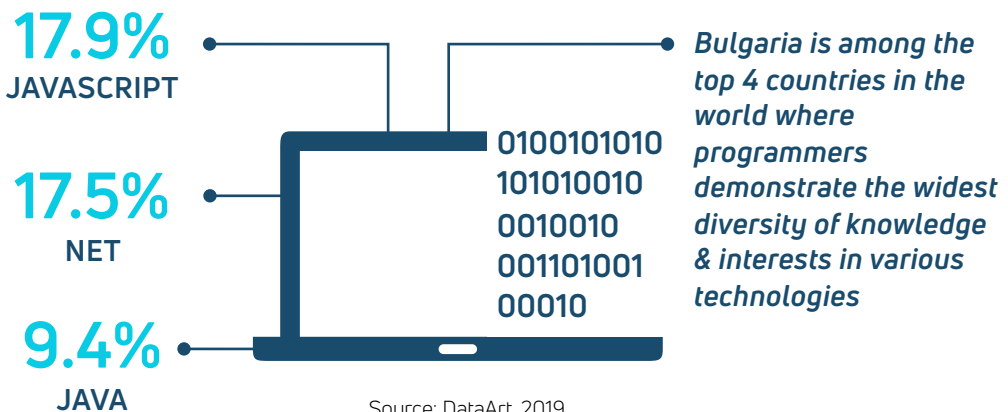
Source: NSI (data on district level for 2017)

Average annual growth in IT&telecom



Source: NSI (data on district level for 2012-2017)

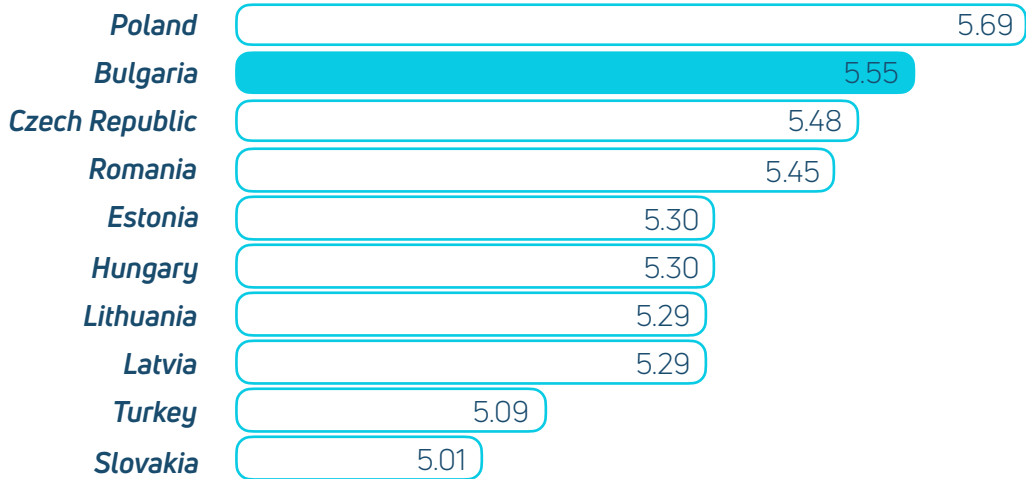
Most popular programming languages among Bulgarian programmers



Source: DataArt, 2019

Global services location index

(score ranges from 0 to 10)



Source: A.T. Kearney, 2017

Bulgaria is among the most attractive outsourcing destinations not only in Europe but also in the world

7th

**IN PIONEERING
& EMERGING
LOCATIONS**

● Cushman & Wakefield's
BPO & SSC location
index, 2016

**OFFSHORING
DESTINATION
OF THE YEAR**

● Global Sourcing
Association,
2015

2nd

IN EUROPE

● A.T. Kearney's Global
Services Location index,
2017

**Plovdiv has become
the IT & BPO center
preferred by
domestic & foreign
investors alike**

**EXCELLENCE IN ITS
ECOSYSTEM
DEVELOPMENT**

SEE Innovation, Technology &
Sourcing Summit 2019

**AMONG TOP 6
EMERGING CITIES OF
THE YEAR**

Annual CEE Shared
Services Awards, 2018

5.2

IT&BPO WAGES

*For wages up to €1534 total labor cost includes gross wage **plus 18.9%** mandatory social security contributions paid by employer.*

*For wages over €1534 total labor cost includes gross wage **plus lumpsum €290***

Gross wages in IT&BPO in Plovdiv, €/Month (2020 forecast)

IT COMPANIES	ENTRY & JUNIOR LEVEL	EXPERIENCED
QA manual	660-1190	1580-2030
QA automated	790-1320	1920-2370
Developers	990-1690	1920-2830
Web content publishers & CMS administrators	530-790	990-1450
Graphic designers - pre-press	530-790	1050-1450
Graphic designers - creative	660-990	1190-1580
System administrators	660-990	1450-1800
SHARED-SERVICES CENTERS	JUNIOR LEVEL	EXPERIENCED
Customer support representatives	590-730	860-1190
Sales specialists	730-790	860-1190
Office managers & assistants	660-730	860-990
Finance & accounting	730-920	1120-1450

Source: Trakia Tech survey



IT&BPO

ECOSYSTEM

List of companies

60K	Gv Solutions	SBND Technologies
Actsoft	Heisenberg Online Marketing	SBTech Global Limited
Aii Data Pro	Hemisphere Commerce	ScaleFocus
Angelsoft	Hosting Solutions	Seeburger
ASIC Depot	ICYGEN	SelMatic Ltd.
BankSoft Ltd.	IKOM	SFB
BC Technologies	Javelin Group/Part of	SIBIZ
BGO Software	Accenture	SIS Technology AD
Bisoft	Kodar	SiteGround
Brosix	Lirex	Speed
Bulanet	m+w Media Networks	Speedflow Communications
Bulpros	MentorMate	Stemo
CNsys	New Era Ideas	Taros Trade BG
ConsultCommerce Ltd.	Novarto Ltd.	TeleTech
DATA+	Nueva Trading	Telus International
DeskGod	OptiCentre	Triumph Bulgaria
Digistore24	Orak Engineering	Unicons
Enigma Software Group	Polos	Universal K
Epic Devs	Plovdiv Software	Vertinity Ltd.
ETN Host	Prime Holding JSC	Viscomp
Euroweb	Programista	Visrez
FastComet	PROXIAD	Wisdom.BG
Football Radar	Ranar Ranar	YU ES Group
GISmo BG Ltd.	Redcorp/Bluecorp	etc.
Goodlife Solutions	Reward Gateway	

6.1

ATTRACTING TALENT TO PLOVDIV

COST OF LIVING

You will need twice as much money in Berlin to maintain the same standard of life as in Plovdiv



How much money will you need to buy the same things as in Plovdiv?

	Plovdiv	Warsaw	Prague	Berlin
Consumer goods	€ 100	€ 115	€ 131	€ 181
Rent	€ 100	€ 150	€ 210	€ 297
Restaurant meal	€ 100	€ 134	€ 137	€ 190
Groceries	€ 100	€ 106	€ 129	€ 170

Source: Numbeo, 2019

Fast internet connection at affordable prices



Source: Local ISPs

6.2

ATTRACTING TALENT TO PLOVDIV

STARTING A BUSINESS

Bulgaria has aligned its regulations & institutions with the most efficient practices in business registration

Workflow of registering a company



+€150

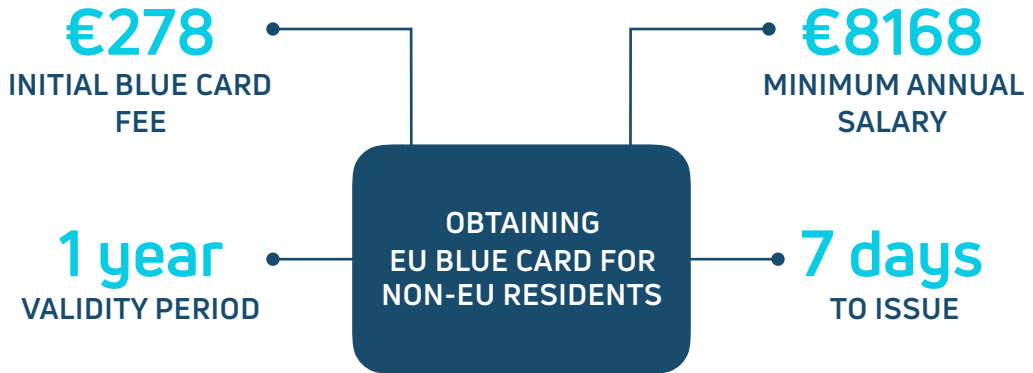
LAWYER FEES FOR REGISTERING A COMPANY

6.3

ATTRACTING TALENT TO PLOVDIV

FOREIGNERS IN PLOVDIV

Issued to professionals with valid work contract & long-term visa



Permanent residence permit issued after an initial period of 5 years



Source: National Employment Agency

Over 3600 foreigners registered as residents according to official data.

24th
BEST CITY IN EUROPE

Live&work rankings

46th
BEST CITY IN THE WORLD

Source: Nomadlist (for cities with 250 000+ citizens)

7.1

PROPERTY MARKET RENTS

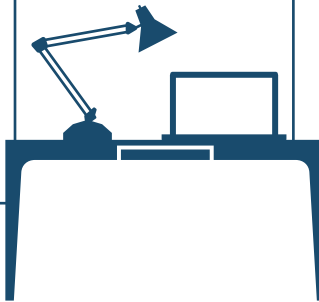
IT&BPO companies are major driver of the office market

9-12 €/m²
MONTHLY RENTS FOR OFFICE CLASS A

4-6 €/m²
MONTHLY RENTS FOR OFFICE CLASS B

€6-8
DESK FOR ONE DAY

€60
DESK FOR ONE MONTH



€17 per day
CO-WORKING & CO-LIVING IN "OFFICE IN THE WOODS"

Plovdiv hosts a number of coworking spaces, where freelancers can rent a desk at reasonable prices

Source: Trakia Tech

Rents of prime office space

€/sq. m./month



Source: Colliers, Plovdiv Municipality

Co-working spaces

Biz Labs

www.bizlabs.eu

Cat & Mouse Coworking

www.catandmouse.bg

Incubator

Limacon Event Center

www.limacon.bg

Otsreshta

www.otsreshta.com

Regus

www.regus.bg

7.2

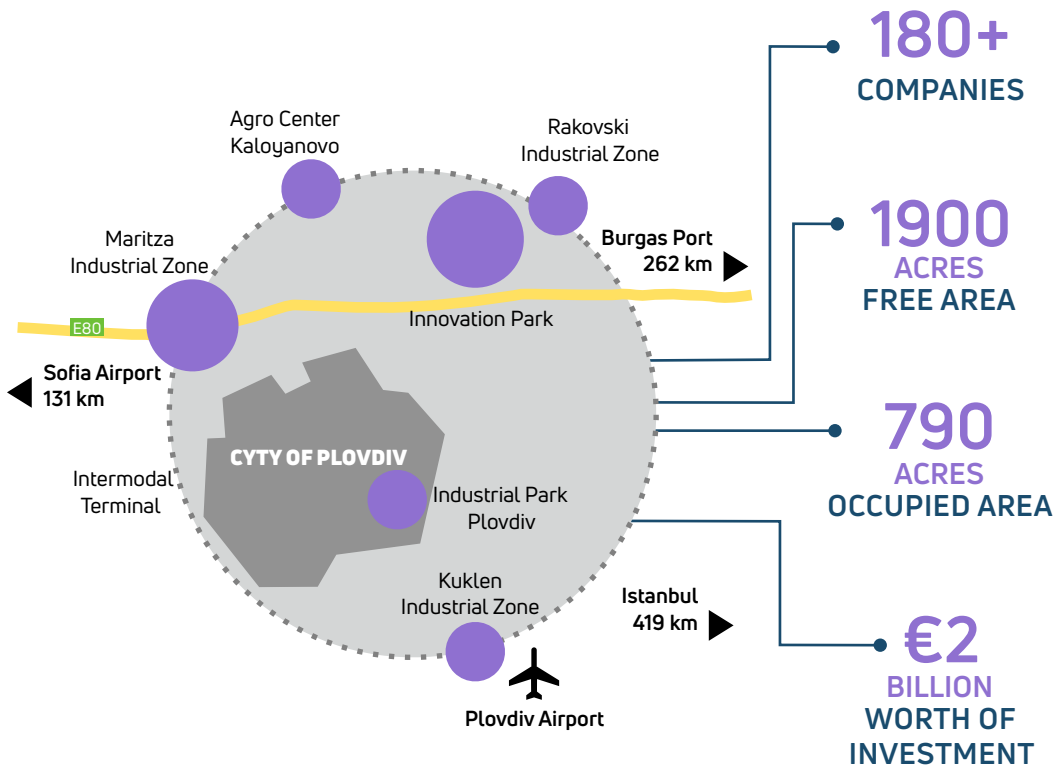
PROPERTY MARKET INDUSTRIAL ZONES

Significant demand for production facilities is coming from companies specialized in the automotive & electronics sectors

25-40 €/m²
PRICE OF PROPERTY FOR INDUSTRIAL USE

3-5 €/m²
MONTHLY RENTS FOR INDUSTRIAL SPACE

Trakia economic zone



Trakia economic zone



Trakia Economic Zone provides the following services:

- *Sale of ready to use facilities and plots with modern infrastructure*
- *Comprehensive design & engineering*
- *Construction & project management*
- *Lease of ready-to-use & built-to-suit facilities*
- *All-in service package*
- *Law services*
- *Investment project management*
- *Relations with financial institutions*
- *Shared development and management of EU projects*

Industrial park Markovo



8.1

MANUFACTURING

INDUSTRY ZOOM

Plovdiv is #1 industrial center in Bulgaria

	Volume	Share in local economy	Share in total manufacturing at national level
TURNOVER	€5.2 BILLION	37.9%	15.6%
OUTPUT	€4.8 BILLION	51.7%	15.0%
NUMBER OF EMPLOYEES	75 361	34.2%	14.5%

Source: NSI (data on district level for 2017)

The capital investments are mostly used to finance the purchase of state-of-the-art machinery & equipment, which improve the enterprises' competitive position

€307 MILLION
FIXED-CAPITAL EXPENDITURES

14.4%
RISE OF CAPITAL INVESTMENTS COMPARED TO PREVIOUS YEAR

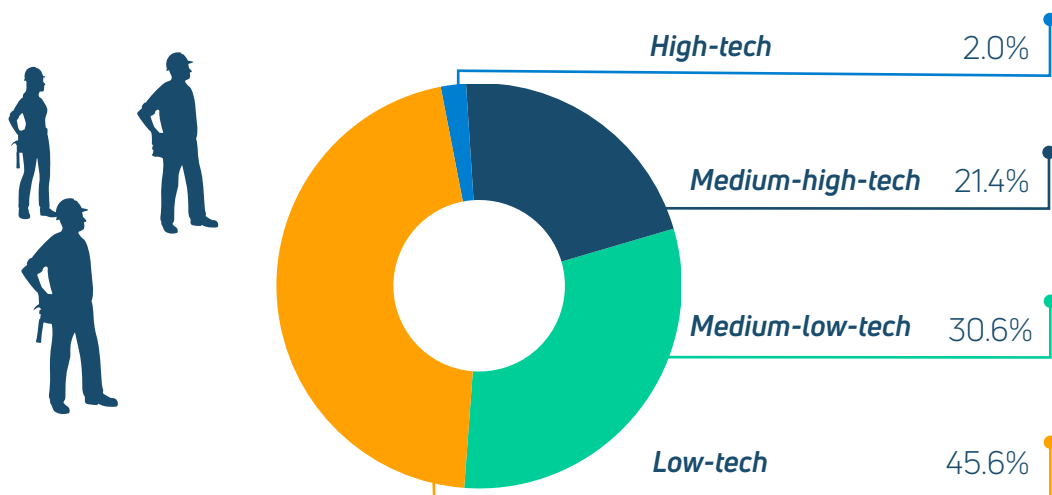
€15 300
VALUE ADDED PER EMPLOYEE IN 2017

10%
ANNUAL GROWTH OF GVA PER EMPLOYEE

Source: NSI (data on district level for 2012-2017)

Source: NSI (data on district level for 2017)

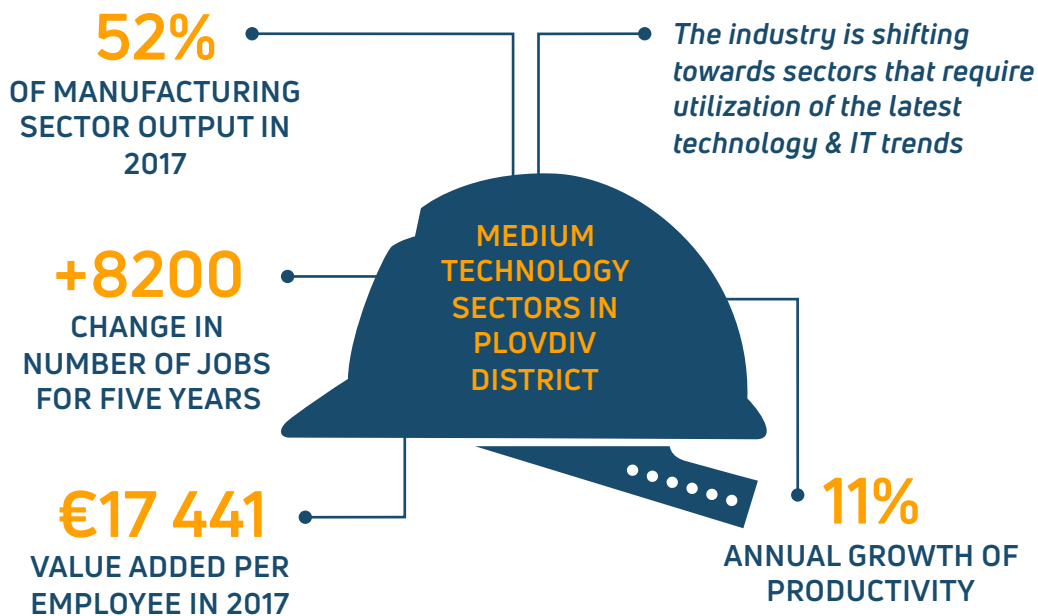
Structure of industry by level of technology (% in manufacturing employment)



Plovdiv district has a well-developed medium-tech cluster of companies, including automotive suppliers, producers of electrical and electronic equipment, rubber, plastics and metal products & machine building companies

Source: Trakia Tech based on NSI (data on district level for 2017)

Medium technology sectors in Plovdiv



Source: Trakia Tech based on NSI (data on district level for 2012-2017)

КАПИТАЛ



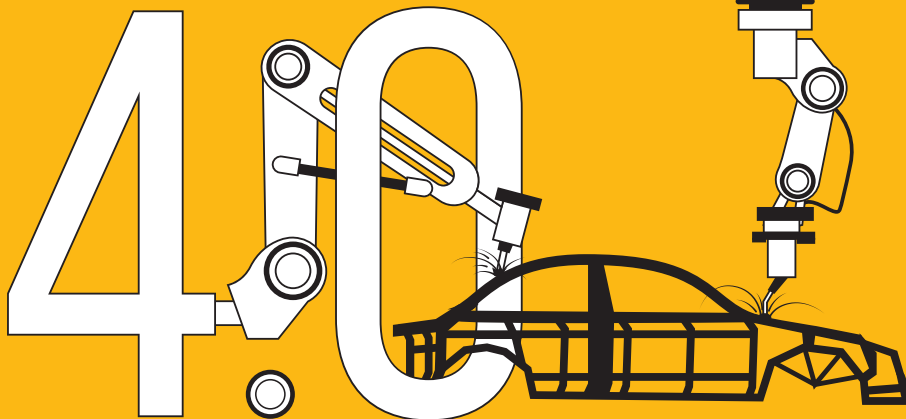
Plovdiv Municipality



**Trakia
TECH**

4TH ANNUAL FORUM

INDUSTRY



**AUTOMOTIVE AS
THE NEXT ENGINE
OF GROWTH**

3 OCTOBER 2019

HOTEL IMPERIAL PLOVDIV

BOOK YOUR TICKET

CAPITAL.BG/INDUSTRY

CALL FOR PARTNERSHIPS

EVENT@ECONOMEDIA.BG



MANUFACTURING WAGES

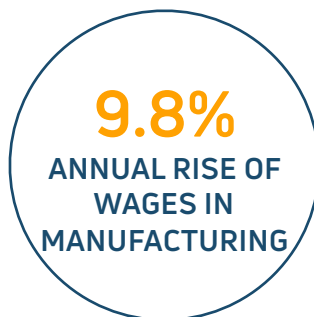
Total labor cost includes gross wage plus 18.9% mandatory social security contributions paid by employer

Gross wages in manufacturing in Plovdiv, €/Month (2020 forecast)

	ENTRY LEVEL	SKILLED WORKERS
Production assembly worker	530	690
CNC machine operators	600	860
Engineers - industrial machines and systems	800	1140
Electrical engineers	750	1060
Engineers – constructors	800	1230
First-line managers, supervisors, technicians	840	1150
Welders, lathe and metal workers	710	1130

***€1534 is the maximum insurance base on which social security contributions are due**

Source: Trakia Tech on the basis of survey of net pay among employers



Source: NSI, average for 2012-2017



MAJOR INVESTORS

Consumer goods

Agri Bulgaria	Kuminiano Fruit	Socotab
Agromill Bulgaria	KT International	Ted Bed
Bella Bulgaria	Leader 96	Unibel
Brezovo	MaxEurope	United Milk Company
Delikates 2	Mexon	Vinprom Peshtera
Dimitar Madzharov 2	Nova Trade	VP Brands International
Feinjersey Bulgaria	Parvomay BT	Zobebe Bulgaria
Fermata	Philicon-97	
Jumbo Bulgaria	Simid	

Services

Alex Trade 2010	GBS – Plovdiv	Rozhen 1
Astral Holidays International	Kaufland Bulgaria	Strom
Ceramic Group	Maxlogistic	Vanichi 2008
EVN Bulgaria	Omnicar Auto	Vedena
Galaxy Investment Group	Primex AVG	

Transport & logistics

Alpetrans Bulgaria	Fresh Logic	Petko Angelov BG
Ani 93 – G. Petkov 06	Hager Transport Bulgaria	Schenker Logistics Bulgaria
AIT International Transport	Hebar	Truck Ferry
Eurofrio	Pimk	Traykov Trans

Industry suppliers

ABB Bulgaria	Hik 91	Profilink
Agria	Hus	Schatti
Assenova Krepost	Insa	Schneider Electric Bulgaria
Bulsafil	Intercomplex	Shell Gas Bulgaria
Bulltek	ITD	Steka Elektronik Bulgaria
Drujba Glassworks	KCM 2000	TMT Elkom
Dunapack Rodina	Kaskada	Viking
Filkab	Kast Futura BG	Watts Industries
Gotmar	Linde Bulgaria	Weiss Profil
HMC	Mondi Stambolijski	Yuriy Gagarin
Holcim	Osram	Zinc Galvanizing Plant

Automotive & machine building

Accumalux	Intrama	SKF Bearings
Aiger Engineering	Kemmler Electronic	SMC
Apex 11	Latecoere Bulgaria	Techno Aktas Bulgaria
Ataro Klima	Liebherr Hausgeraete Marica	Tomika Metal
Autoelectric Bulgaria	Liebherr Transportation Systems	Tretek
Biomashin	Magna Powertrain	Viko
BRSP Autoelectronica	Mecalit Bulgaria	Willi Elbe Group
BTL Industries	Odelo Farba Bulgaria	William Hughes Bulgaria
Dimex Lift	Prolift	Wurth Elektronik IBE BG
Index 6	Sensata Technologies	



PUBLIC SERVICES

ACCESS TO UTILITIES

Getting connected to the power grid & gas pipe in up to 30 days after application

Electricity							
Annual consumption in mWh, up to:	20	500	2 000	20 000	70 000	150 000	+150 000
final price incl. VAT, EUR/kWh	0.133	0.116	0.101	0.092	0.081	0.073	0.066

8 exit points of the gas transit network in the Plovdiv region

Natural gas					
Annual consumption in GJ	1 000	10 000	100 000	1 000 000	4 000 000
Final price, incl. VAT, EUR/GJ	11.965	11.156	9.632	7.931	7.265

Source: NSI, July – December 2018

Central sewage & waste water treatment is available to about 75% of the urban territories

Water & sewage			
Level of contamination	I	II	III
Final price, incl. VAT, EUR/m ³	1.19	1.35	1.52

Source: Water & Sewage Plovdiv, 2019

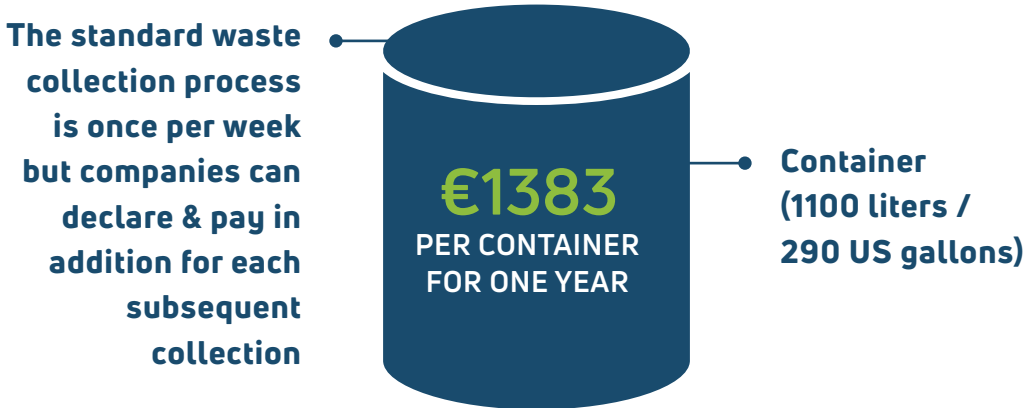
10.2

PUBLIC SERVICES

LOCAL TAXES & FEES

	Plovdiv city	Industrial zones
Property tax	0.18%	0.15% - 0.25%
Waste fee	0.53% or per quantity	per quantity

For calculating property tax & waste fee for businesses the higher value between the official tax valuation & the book value of the property is taken as basis



Source: Maritza Municipality, 2019

11

PLACES TO VISIT

Bucket list of 700+ cultural sights

Climb the Old Town, which is part of UNESCO World Heritage tentative list



See the sunset over the city at the archeological complex Nebet tepe

Enjoy the rich Roman heritage, whit the well-preserved Roman stadium, built in II century



Watch a live concert at one of the world's best-preserved Antique theatres

Feel the Plovdiv vibe in the creative-industry district Kapana (the Trap)



Watch the light & water show at the Singing Fountains, situated in Tsar Simeon's garden

Visit a sports championship at the multi-sport complex Regatta venue



Visit the well preserved multicolour mosaic at the Small Basilica

Take a walk on the „main street“ - the longest pedestrian street in Europe



Join the Free Walking Tour - the free English language sightseeing

Take a photo at the Plovdiv Together monument



Walk along Maritsa river in the heart of the city



500
EVENTS, WORKSHOPS &
ACTIVITIES

40+
MUSEUMS &
GALLERIES

Attend an event from the rich art & cultural program of Plovdiv - European capital of culture 2019

Places to visit around Plovdiv

HISSAR SPA RESORT
with 22 hot mineral
springs & rich
archaeological
heritage

48 min.

ROSE VALLEY
home of the
exquisite & rare
Bulgarian rose oil

60 min.

**BOROVETS SKI
RESORT**
situated on the
northern slopes of
Rila mountain

1.5 hours

**NESSEBAR
SEASIDE RESORT**
UNESCO World
Heritage site

3 hours

**PAMPOROVO SKI
RESORT**
modern network of ski
runs, lifts, hotels &
restaurants

1.5 hours

ISTANBUL
the city on two
continents

4.5 hours

3 hours

GREEK SEASIDE
beautiful beaches at
the Aegean Sea

12.1

QUALITY OF LIFE

SPORTS & RECREATION

16

STADIUMS & MULTI-SPORT CENTERS

65

SPORT HALLS & FIELDS

71

SPORT CLUBS

50

SPORT EVENTS & COMPETITIONS

Including

ITF JUNIOR TENNIS TOURNAMENT - April

42K MARATHON PLOVDIV - May/September

WORLD ROWING CUP - May

EUROPEAN FENCING CHAMPIONSHIP - May/June

VOLLEYBALL NATIONS LEAGUE - June

INTERNATIONAL TRACK & FIELD CHAMPIONSHIP - August

300

SUNNY DAYS

52 km

BIKE LANES

940

ACRES

PARKS & GARDENS

4 TIMES

SAFER THAN OECD AVERAGE*

5 PARKS

3 HILLS & 2 FORESTS

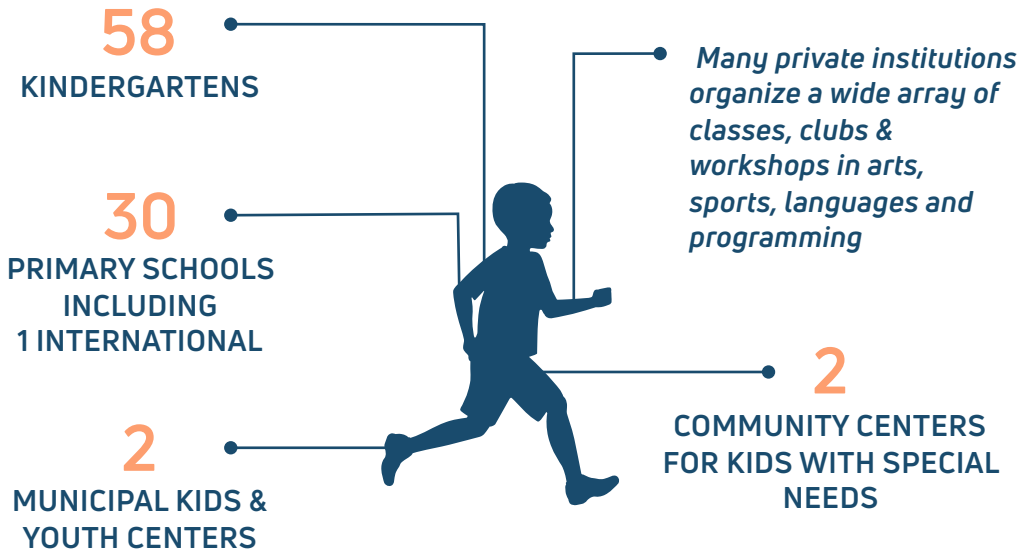
Source: Plovdiv Municipality, Ministry of Interior, OECD

* Measured as number of intentional homicides per 100 000 inhabitants.

12.2

QUALITY OF LIFE

CHILDCARE & MEDICAL SERVICES



Source: Plovdiv Municipality



Source: Insurance companies, NSI with data on municipality level for 2017

CONCERTS

BREXIT BLUES - *May*
 BALABANOV'S HOUSE MUSIC DAY - *May/June*
 HILLS OF ROCK - *June*
 LIEU D'ETRE 2019 - CHOREOGRAPHIC MANIFESTO FOR HOUSING PROJECTS, LARGE - *June*
 OPERA OPEN - *June/August*
 BALKAN YOUTH SYMPHONY ORCHESTRA "PROGRESSIVE" - *July*
 WORLD FEST PLOVDIV - *July*
 INTERNATIONAL FOLK FESTIVAL - *August*
 PLOVDIV JAZZ FEST - *November*
 ELECTRIC ORPHEUS - *April/June/October*

EDUCATION & TECHNOLOGY

EURECA! TRAVELLING EXHIBITION - *January / December*
 PLOVDIV GAME JAM - *January*
 TEDx PLOVDIV - *April*
 CHITALISHTA - *May / October*
 ANNUAL OUTSOURCING CONFERENCE & AWARDS - *May*
 TUXCON - *June*
 KNOW-HOW SHOW-HOW - *July*
 INTERNATIONAL TECHNICAL FAIR - *September*
 ANNUAL BUSINESS FORUM: INDUSTRY 4.0 - *October*
 PLOVDEV - *November*

CRAFTS & EXHIBITIONS

SMOKE. TOBACCO STORIES - *January/March*
 ART LIBERTY - FROM THE BERLIN WALL TO STREET ART - *January/March*
 SPRING CRAFT FAIR - *May*
 BUILDING TOGETHER - CHILDREN CITY - *June*
 DIGITAL ECOLOGIES - *July / August*
 AUTUMN CRAFT FAIR - *September*
 NATIONAL AUTUMN EXHIBITIONS - *September*
 AUTUMN SALON OF ARTS - *September*
 WEEK OF CONTEMPORARY ART / ANCIENT BATH - *September*

CUISINE & LIFESTYLE

VINARIA WINE FEST - *February*
 SLOW FOOD FEST - *February*
 HELLO HEALTH FESTIVAL - *April*
 WINE & GOURMET PARADE - *May*
 PULDIN ETHNO 2019 - *July*
 ETHNO KITCHEN ON WHEELS - *May/September*
 MOOD FOR FOOD - *September*
 LOVE SWING DANCE FESTIVAL - *October*
 PARADE OF THE YOUNG WINE - *November*
 AYLIAK PARADE - *October / May*

MOVIE & THEATER

AW (E) ARE - THEATER WORKSHOP - *January*
 ODYSSEUS - *February*
 "BLACK BOX" INTERNATIONAL DANCE AND THEATRE FEST - *May/June*
 MEDEA - *June*
 Summer Cinema In The Park - *July*
 THEATRE FESTIVAL "SCENE AT CROSSROADS" - *September*
 ONE DANCE WEEK - *September/October*
 CINEMANIA - *November*
 FILMGATE BG PLOVDIV - *November/December*
 THE SMALL THEATRE FROM THE END OF THE WORLD... OPUS II - *December*

STREET FESTS

FLUCA - AUSTRIAN CULTURAL PAVILION - *May-October*
 MOVE WEEK PLOVDIV - *May/June*
 STREET MASTERS - *June*
 KAPANA FEST - *June/September*
 PLOVDIV KARAVANA - *June*
 SUMMER BY THE RIVER - *August*
 OLD TOWN FESTIVAL - *September*
 NIGHT PLOVDIV - *September*
 URBAN GAMES - *November*
 CHRISTMAS IN KAPANA - *December*



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