

POST EVENT REPORT

ENERGY EFFICIENCY & RENEWABLES WASTE MANAGEMENT & RECYCLING SMART CITIES

**Exhibitions & Conferences for South-East Europe
16-18 April 2019, Sofia, Bulgaria**

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We are living in a time when exhaustible resources are decreasing, we produce and consume more than we need and our striving for efficiency, competitiveness and comfort is stronger than ever before. All this leads to changes - of climate and of technologies. Innovations, knowledge, interaction between suppliers and consumers help against global warming.

The 15th exhibition and conference on EE & RE, Save the Planet and Smart Cities presented the best possible solutions on the market today. Realizing more economic and environmental benefits for all, they are a way to change our thoughts, a step towards a desired future: safe and clean energy, a land without waste, digital and connected cities.

THE OPENING

The Deputy Minister of Environment and Water Mr. Krassimir Zhivkov welcomed the delegates and pointed out on the progress of Bulgaria in the recycling sector. "A National Strategy for a Circular Economy is going to be developed to outline the necessary policies and measures," he announced.

According to Radoslav Radev, the chairman of the Bulgarian Industrial Association, these types of events are an opportunity to know more about the advantages of a high-tech and environmentally friendly investment. "Some of the most fruitful business partnerships are born in personal contact and after well-informed choice," he said.

Ambassador Traian Chebeleu, Deputy Secretary General of the Permanent International Secretariat, Organization of the Black Sea Economic Cooperation estimated the event as an excellent platform for identifying new opportunities for the market participants.

"Thanks to everyone who was part of the event and chose it for its product premieres and the exchange of ideas. It has shown that the Southeastern European market is a developing one," said Maya Kristeva, Executive Director of Via Expo.

THE EVENT IN FIGURES

- 108 exhibitors (direct and represented) from 18 countries: Austria, Bulgaria, Belgium, Czech Republic, Denmark, Germany, Italy, Lithuania, Netherlands, Poland, Romania, Slovenia, Spain, Switzerland, Turkey, UK, Ukraine, USA.
- For the 10th consecutive year, an Austrian Pavilion with the institution support of ADVANTAGE AUSTRIA Sofia was realized.
- 52 speakers
- 3400 visitors from Bosnia and Herzegovina, Bulgaria, Germany, Italy, Spain, Kosovo, Macedonia, Romania, Serbia, Ukraine and France.
- 270 delegates
- Visitor and attendee profile: Managers, entrepreneurs, marketing and sales experts, consultants and specialists working in the fields of: Automation, Electronics; Architecture, Construction; Associations & NGOs; Agriculture and Forestry; Real Estate; Chemical Industry; Energy Saving; Engineering & Installation; Environment; Financing & Investment; Food Industry; Fuels; Heating & Air Conditioning; IT & Telecommunication; Lighting; Media; Paper and Packaging Industry; Power Engineering; Recycling; Renewable Energy; State & Municipal Administration; Tourism; Transport, Logistics; Waste Management.



ENERGY EFFICIENCY & RENEWABLES

EXHIBITION

On a global scale, renewable energy production systems are becoming more sophisticated and preferred alternatives due to declining prices and lower initial costs, and less long-term risk. The main processes that will determine the market direction are: decarbonization of the energy sector, electrification of industry and transport, increasing demand for energy efficient solutions and autonomous production of energy for own consumption.

What was presented?

- Climate systems that save energy in the order of 20-60%
- Fireplaces and boilers with innovative design and automated control
- Condensing boiler fed with wooden chips, with efficiency more than 105%
- Fuel boilers with several combustion chamber set up. It is possible to use low moisture fuel or very high moisture fuel (till 120% of moisture on dry basis)
- The smallest combi boilers in the world
- Heat pumps for heating and air conditioning with over 300% efficiency
- Heat exchangers and the unique patented DNA-ECO technology
- Cogeneration and Trigeneration Systems, High Efficiency Cooling and Waste Heat Recovery
- Wood pellets with maximum calorific value and minimal amount of ash after incineration
- System for rapid realization of hydroelectric power plants
- Calibrated wood chips produced in Europe without analogue technology
- LED lamps that save up to 8-10 times more electricity.
- Green gas turbines with the best electrical efficiency of 49.5% and minimal impact on the environment
- Lines for pellet production
- Infrared film heating system with economical power consumption
- The first unique Bulgarian mountain bike, created around three components battery, controller and electric motor
- Economical and technological electric tricycles at affordable prices
- Metal chimney systems delivering fuel economy and environmentally friendly
- Hybrid systems that combine the benefits of two wind power sources
- Testing of solid biofuels, biodegradable waste and compost, etc.

CONFERENCE

Topics that were discussed:

- Green Energy Investments - Forum of the Organization of the Black Sea Economic Cooperation (BSEC), Green Energy Network. Speakers from the European Bank for Reconstruction and Development and the European Investment Bank presented new funding mechanisms.
- Energy efficient, "deep" building renovation - design, certification and financing, European directives and national programs, problem areas for passive buildings. The seminar of EnEffect was attended by experts from SolAir Architects, Sustainable Cities Fund, University of Architecture, Civil Engineering and Geodesy. For the first time, the delegates were acquainted with the "ice challenge". The organizer announced the launch of a new credit line for renovation of single-family buildings under the Urban Development Fund. He will also provide free pilot surveys under the #IBROAD project.
- "Continuing Vocational Training of Installers of Geothermal and Solar Systems" under the GSS-VET project. Lecturers from Technical University of Sofia, European Institute of Labor, Chamber of Installers in Bulgaria, Energy Center Sofia
- Energy Poverty in Bulgaria - a Round Table organized by the Energy Agency Plovdiv. It was announced that there are new ways to provide energy support to low-income households in Bulgaria. They can substantially improve the quality of life by including environmentally friendly measures. An electronic platform and training materials, based on the best European practices in this field, were presented.



WASTE MANAGEMENT & RECYCLING

EXHIBITION

Waste management is among the growing industrial sectors in Southeast Europe. Innovations make it a driving force towards a circular economy. Save the Planet presented solutions for efficient, environmentally-friendly and cost-effective waste management. During the event the progress of Bulgaria in utilizing bio-waste, increasing the share of packaging recycling, electrical & electronic equipment, and motor vehicles was announced. New brands of equipment are entering the market. Leading manufacturers pay special attention to the improvement of technical characteristics with the purpose of lower energy consumption, maximum utilization of waste materials, strength and lower maintenance costs.

What was presented?

- The first-of-its-kind installation in Europe to produce flexible fabric made from 100% recycled PET bottles
- Shredders and granulators that reduce energy consumption up to 30%
- Machines for the processing and recycling of construction waste with compact dimensions and large production capacity
- Biowaste treatment and energy recovery equipment: biogas installations, composting machines, modular system for stabilization of organic fractions, pelleting installations, thermal drying systems
- Technology for energy recovery of non-recyclable waste
- GPS systems for positioning vehicles, weighing waste and positioning containers
- Recycling plants for tires and molding plants
- Waste collection machines with modern design and garbage collection made of light but wear-resistant materials
- Web-based solution for managing the entire waste collection cycle, which increases recycling to 80%
- Containers with high density and elasticity, with light construction; underground containers, etc.



CONFERENCE

Topics that were discussed:

- Utilization of Biomass for Biobased Products and Production - Seminar of the Bulgarian Biomass Association (BgBiom); Main themes: Project ENABLING; New tools and methods for the utilization of bio-waste; Waste from the production of essential and vegetable oils – evaluation approaches and recycling. Lecturers from BgBiom and the University of Food Technologies emphasized on the great potential of bio based products. 100 best practices will be gathered in the online ATLAS tool.
- Financing of projects in the field of waste management and circular economy. Experts from the LIFE Program and the Fund of Funds in Bulgaria participated. The focus of the LIFE program is on demonstrating innovative technologies through which specific materials are recycled from the waste streams. Special attention was paid to the so-called Close to Market (C2M) projects targeting small and medium-sized enterprises. Over the next programming period, more funding will be available for the private sector.
- EBRD's sustainable infrastructure group policy seminar 'Source separation for recycling - moving towards a Circular Economy in Waste Management' was held within the frameworks of the South-East European Waste Management & Recycling event 2019.
- INNOVAMBIENTE® - an intelligent door-to-door waste collection system developed by Innova. Successful results from its implementation in Southern Italy were presented - for several months, separate waste generation has grown: from less than 20% to 75%. The Mayor of Bitetto (Italy) told about the benefits of this new approach and a representative of the Sofia Inspectorate announced that it would be experimentally applied in two areas in Sofia.
- Solutions and technologies dedicated to environmental and environmental protection - Presentation of China Everbright International Ltd.



EXHIBITION

The intelligent solutions, that were presented during SEE Smart Cities, demonstrated how they can change buildings, infrastructure, transport and services by providing a number of advantages - in real-time we know how it happens, artificial intelligence reduces response time and makes the best decision for us in terms of comfort and resources. Participants promoted multifunctional systems and compact products that are managed with one click, regardless of location and time. Bulgarian developments distinguished and demonstrated high standards.

What was presented?

- Revolution in thermoregulation, saving 30% of heating costs
- Electrometer - a novelty on the global market
- Complete solutions for building automation
- Smart meters and networks - measuring and communication devices, along with Web-based monitoring and visualization software
- Automation of industrial processes and systems
- Energy management and monitoring solutions
- Telematics and GPS systems
- Charging stations for electric vehicles
- Intelligent solutions for mobility, parking systems
- Mobile laboratory for measuring air quality
- Earthquake warning systems
- Management systems in public administration, transport, fire prevention, geographic information systems
- Design, reconstruction, rehabilitation and evaluation of infrastructure facilities, etc.



CONFERENCE

Topics that were discussed:

•The program of 'Sofia Smart City Marketplace' was divided into several panels: Knowledge, Strategy, Education, Science and Technology - the necessary conditions for creating a smart city.

Speakers from the Bulgarian Academy of Sciences, European Commission, United Academics, Principal at IXL Center Italy, Academy of Innovation Management, Euroconsultants Bulgaria, Vision for Sofia, META, UNIBIT, SIELA Norma, Association for Regional Social and Economic Development, Junior Achievement Bulgaria, CEED Bulgaria, ADD Bulgaria, Risk Electronics, Telelink, EKJ Bulgaria consulting engineers, David Holding and others. They spoke about solutions that have already been validated in urban environment; scientific achievements; educational projects to attract and retain talents needed for the development of a knowledge city.



NEW DEVELOPMENTS, MARKET PROSPECTS AND TESTIMONIALS OF THE PARTICIPANTS

"As one of the first companies in Bulgaria to produce electric tricycles, we are glad to announce that there is an interest in our products in Bulgaria and abroad, where demand is growing. At the exhibition we presented a cargo and agricultural tricycle with a supply of 3 independent power sources. At present, we are developing a "green" machinery providing electricity in the range of 5-10 kilowatt-hours without the presence of the national grid." - **Emil Kovachev, Manager of Telcom Engineering Ltd., Bulgaria**

"We have been working in the Southeast Europe Region for many years and we have achieved more stability and good partnerships." - **Václav Jirkovský, Regional Sales Manager, SECESPOL-CZ s.r.o., Poland**

"We have completed projects in Southeast Europe. The latter are implemented in Bulgaria - the installed boiler produces 1750 kW of thermal energy by burning sawdust; and the other plant produces 1,800 kW of thermal energy for a textile processing plant." - **Erika Tessari, Marketing and Communication Department, Uniconfort, Italy**

"There has been significant progress in recent years on the market. In order to continue to develop in the right direction, we should not stop talking, paying attention to new products and technologies." - **Kliment Seizov, Managing Director, Toplotrade Ltd., Bulgaria**

"Although EE and RES was not a specialized event on lighting, there were many visitors at our stand who were interested in our products." - **Emilia Merzova, Viva, Bulgaria**

"They were fruitful days. We presented our new product - Industrial Pellets. We met many new partners, we got acquainted with the latest trends in the industry. Next year again!" - **Peleti Market, Bulgaria**

"The events, that have been held over the years, gained popularity beyond the country's borders and established among the prominent ones." - **Svetla Kokeva, EVPoint, Bulgaria**

"The participation in the exhibition was very useful to us - we met current and new customers." - **Georgi Rizov, Geocycle Bulgaria**

"We expect the landfill to be banned until 2030. This is one of the reasons why more and more municipalities and companies are looking for more responsible and environmentally waste management solutions. For the last 6 months we have received inquiries about the possibility of utilization of sorted municipal waste from at least 20 municipalities." - **Nikola Ovcharov, Manager, Geocycle Bulgaria.**

"Lindner-Recyclingtech sees growing market potential in the Southeastern Europe and has already implemented various projects in this area - for alternative fuels and recycling of plastics." - **Pia Steiner, PR and Marketing, Lindner-Recyclingtech**

"We presented a new product - flexible fabric made from 100% recycled PET bottles, which can be used for the production of packaging such as big bags, woven bags, geotextile, reusable bags and more. The installation is the first of its kind in Europe and we believe it will change both the packaging and the recycling industry on a long-term basis." - **Nikolay Pashev, Managing Director, Gebruder Paschev, Bulgaria**

"The conference program was up-to-date and interesting. We are pleased with the established contacts. I hope that the market of resource-efficient technologies will grow and create even better conditions for business in our country." - **Prof. Anna Aladzhdian, National Biomass Association**

"We established contacts with end customers and designers, which was exactly our aim at the exhibition." - **Ivaylo Iliev, Omnia Contractors**

"This year we are focusing on composting and separating solutions, as we notice an increased sensitivity to ecology both in big cities and in small municipalities." - **Tanya Ivanova, Ecosol Bulgaria**

"Bulgaria is a growing market with excellent potential. We are always interested in investing here." - **Andrea Di Pasquale, INNOVA Consorzio per l'Informatica e la Telematica srl, Italy**

"Our presentation at the conference was welcomed with interest, and afterwards many people visited our stand. The market in Southeast Europe has potential for development. The LIFE program gives this opportunity by stimulating new ideas and changing to more sustainable models through innovation and international cooperation." - **Anabel Nava Tazo, LIFE Communications and Events Team**

"We had the opportunity to assess ourselves and the competition as well as to see the market reaction. We are pleased with our participation at the exhibition." - **Panayot Daskalov, Manager, Green Embedded Systems, Bulgaria**

"The contact with the organizers was very good - they showed openness and understanding in solving any issues. Successful actions were also taken to improve attendance." - **Zhivka Koleva, Marketing Manager, Comicon Ltd., Bulgaria**

"Cluster Sofia Knowledge City expresses its gratitude for the excellent organization and partnership with Via Expo. Our participation was connected with the realization of the conference under the motto „Sofia Smart City Marketplace“, as well as with a special area at the exhibition. We have focused on the process of digital transformation of the city, the key role of innovations and intelligent technologies for the implementation of a smart city strategy." - **Dimitar Hristov, Managing Director, Cluster Sofia Knowledge City**

Partners:



Media Partners:



In 2020 EE & RE, Smart Cities and Save the Planet will be merged under the new brand seeSUSTAINtec. Don't miss to join the event in 2020 and to be part of the environmental business in SE Europe!