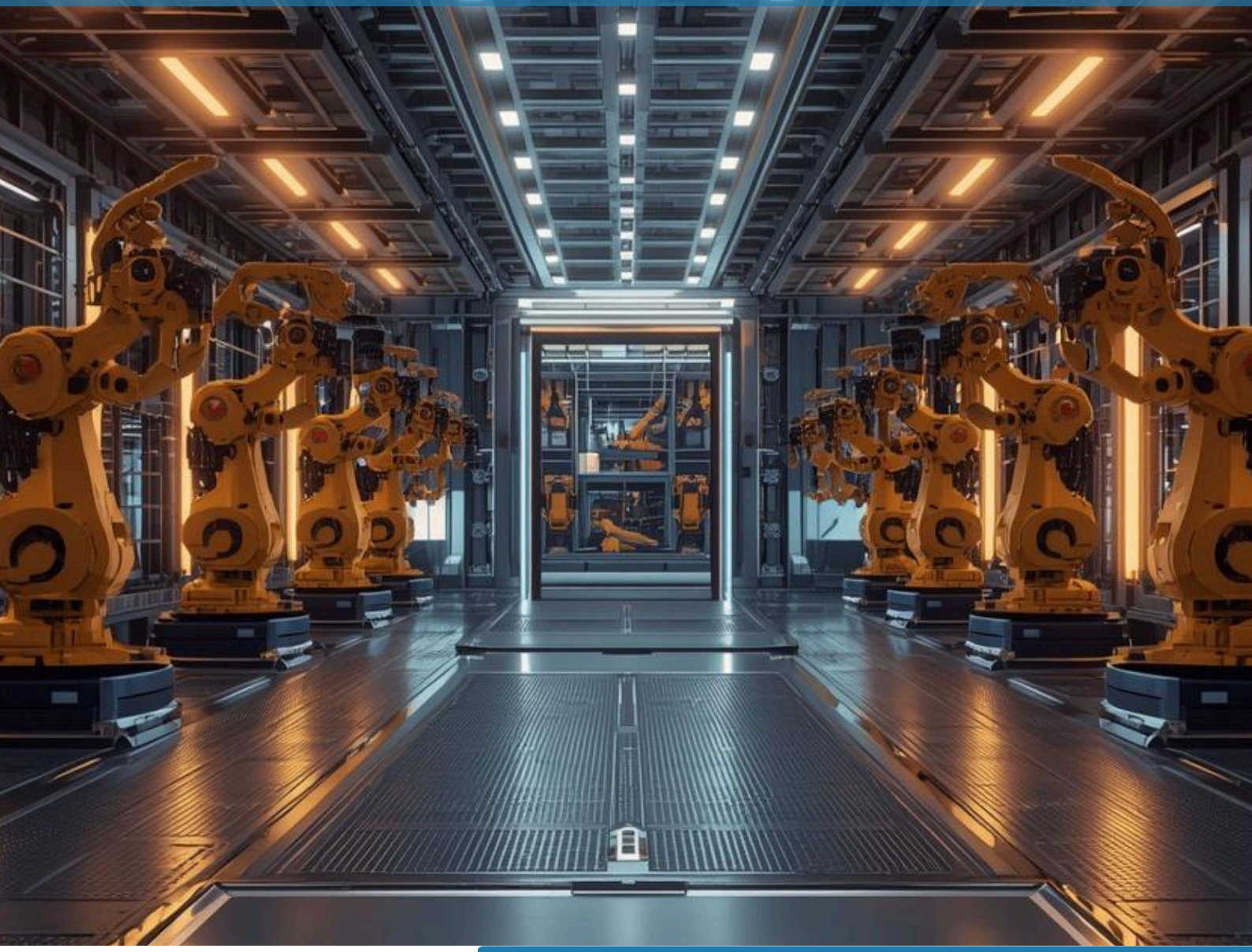
BULGARIAN SUCCESS-STORIES IN ROBOTICS AND AUTOMATION - 2025



PARAi

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How Bulgarian companies have increased added value in the manufacturing sector through their innovative projects and solutions

Important note

This report has been created for informational purposes only. It is not intended to provide professional advice or to express the official position of the Professional Association of Robotics, Automation and Innovations (PARAi). Although we have made every effort to provide accurate and complete information, we cannot guarantee that everything included here is entirely error-free or exhaustive. The opinions and conclusions expressed are those of the authors and do not necessarily reflect the official position of PARAi or its affiliated organizations. The report also includes links to external sources. These are provided for additional information, but their content is not under our control.

Most importantly, this report was prepared with the aim of showcasing Bulgarian achievements in robotics, automation and innovation. Our goal is not only to inform, but also to give well-deserved recognition to the Bulgarian projects, products and teams that are driving technology forward. For questions related to this report, please contact us at: updates@para.expert

2025: Scale Is Now Possible

If we had to describe 2025 in one word for the PARAi community, that word would be “scale”. Our survey showed that Bulgarian companies sold 277 robots in 2025. Such volume would have been unthinkable only a few years ago. Something else happened as well, something that until recently would also have seemed unimaginable: for the first time, we saw humanoid robots on our streets and in our production halls, training for specific tasks in a Bulgarian environment.

Scale was also visible in the growth of local technology champions. Shelly Group celebrated a historic achievement, reaching a market capitalization of EUR 1 billion and a presence in more than 100 markets. In parallel with this breakthrough, Ross Diankov and Mujin completed one of the largest funding rounds in global robotics, raising USD 233 million, while Asset Insider began managing the lifecycle of 600,000 assets in the distant Asia-Pacific region.

2025 showed that Bulgaria can not only develop technologies, but also manufacture them at scale. This is why Intuitive, the global leader in robotic surgery, chose Bulgaria as a manufacturing base. This industrial confidence was also reflected in the energy sector, where IPS moved from concept to serial production of giant 8-megawatt-hour battery systems. Meanwhile, as factories were working at full speed, Simobotics earned recognition from its peers on the major European stage during the European Robotics Forum 2025, proving that Bulgarian robotic solutions stand alongside the best in Europe.

Scale also appeared in science. Bulgaria’s INSAIT developed the foundation model SPEAR-1, which gives robots three-dimensional spatial intelligence. Through spatial intelligence, SPEAR-1 turns machines from tools into assistants. The technology is open and will be available free of charge to researchers and companies around the world.

When a Bulgarian company surpasses a billion-euro valuation, a Bulgarian foundation model gives vision to robots across Europe, and a Bulgarian battery manufacturing project receives strategic status from the European Commission, it becomes clear that scale is no longer a distant goal, but an achievable reality.

The next step is clear: more bold investment, deeper integration between science and industry, and an even more focused effort to build competitive manufacturing capacity. 2025 showed that Bulgaria has the potential. From this point onward, the question is how we turn this momentum into a lasting impact.
These examples are only part of the sector’s dynamic development. Many more follow. Enjoy the report.

Yonko Chulev
Deputy Chair of the Management Board of PARAi


KUKA


ROBOTICS
STRATEGY
FORUM
PARAi


SIMOBOTICS
Steer Drive
Quad Drive
Differential Drive

PARAi media links 2025

С какво България успя във високите технологии и науката през 2025 г. (Йонко Чуклев)

Българската индустрия внедрява все повече роботи (PARAi)

Йонко Чуклев и четирите стълба на доброто бъдеще

Родните компании създават все по-качествени продукти, но трудно намират инженери

Финансовата сфера ще бъде сред най-големите клиенти на квантовите компютри

Инженер.БГ на Robotics Strategy Forum 2025 (Видео репортаж)

Robotics Strategy Forum 2025: Българската развойна дейност в роботиката

Robotics Strategy Forum 2025 - Sofia Tech Park (English)

ROBOTICS STRATEGY FORUM (RSF) 2025 (EU/English Announcement)

Growth in Number of Industrial Robots in Bulgaria to Slow to 8.2% in 2025 (BTA English)

Кристиян Михайлов (PARAi) ще бъде лектор на Предприемачи в науката 2025

Хуманоидните роботи влизат в заводите - готови ли сме за тях?

Йонко Чуклев: NVIDIA променя хода на AI надпреварата (Видео/Интервю)

Прогноза: Бавно внедряване на индустриални роботи

Ако видим 'ChatGPT момент' в роботиката, то ще е при хуманоидите (Видео/Анализ)

За седма поредна година PARAi публикува годишния си доклад за успехите на България в роботиката и автоматизацията

Динамична година за сектора на роботиката и автоматизацията у нас отчита седмото издание на доклада на PARAi

Технологичното събитие Robotics Strategy Forum ще се проведе през септември в София Тех Парк

Заедно с ИНСАИТ работим по автоматизацията на дейности в Министерството на иновациите и растежа и на ИСУН, обяви вицепремиерът Дончев

България може да е нишов играч в роботизацията в световен план

Тазгодишният Robotics Strategy Forum набляга върху произведените в България иновации със световно приложение и на зоните за контакти

Бъдещето на роботиката и автоматизацията - DevStyleR на Robotics Strategy Forum 2025

Българската индустрия с достъп до 5 млрд. лв. за технологичен преход

Д-р Бойко Таков на Robotics Strategy Forum 2025

PARAi media links 2025

Robotics Strategy Forum 2025 представи успехите на българската индустрия на глобалната сцена

Покана: Между интегралните задачи и интегралното бъдеще: училище, AI и професии

Кристиян Михайлов: Индустрията ни има нужда от инженери

Йонко Чуклев: Иновации и ролята на PARAi - #12

Simobotics, PARAi и Българска асоциация снабдяване проведоха съвместно демонстрационно събитие

Bulgarian Robotics Strategy Forum 2025



ROBOTICS STRATEGY FORUM

Renessanse of Bulgarian Manufacturing

10/09/2025 JOHN ATANASSOFF HALL, SOFIA TECH PARK

FREE REGISTRATION

PARAi

БАСЕА
Българска асоциация на електротехниката и електрониката

CLUSTER MECHATRONICS & AUTOMATION

ВГ КАМАРА МАШИНОСТРОЕНЕ · BG MACHINE BUILDING · ББКМ

New webpage regarding Artificial Intelligence at ДигиталнаИндустрия.bg

Visit our new webpage! Let's follow the development of the industry together!

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- 5 online digital platforms;
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Contacts

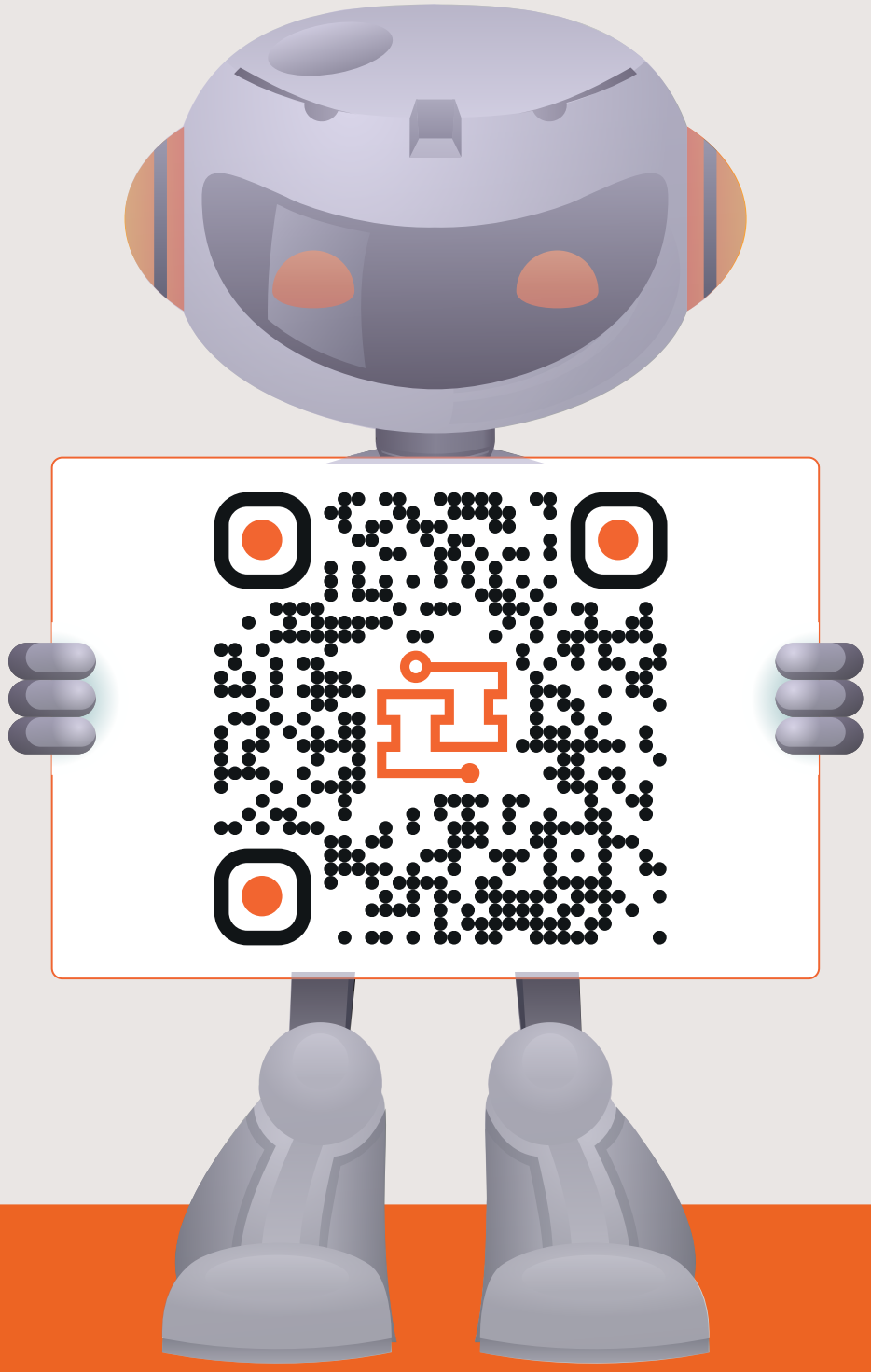
editors@balkanengineer.com

info.engineer.bg@gmail.com

0886 12 65 20

Robotics-Bulgaria.com

THE BULGARIAN WEB PORTAL FOR INDUSTRIAL ROBOTICS



INDUSTRY

Electronics & Automation

A new generation 3D printer at Schneider Electric's Smart Factory slashes time needed to produce spare parts to just 2 hours

At its Smart Factory in Plovdiv, Schneider Electric is implementing a 3D printing technology to manufacture spare parts and functional components directly on-site, which significantly speeds up response times to technical needs and minimizes the risk of unplanned downtime. This transformation is made possible by the new generation Intamsys Funmat Pro 310 NEO 3D printer featuring a FDM (fused deposition modeling) technology.

The machine uses industrial-grade materials and enables the production of high-precision parts through layering of polycarbonate filaments. This allows engineering teams to create and test new components much faster and adapt their designs in real time to meet production needs. The results are measurable.

Parts that previously took 12 to 15 hours to manufacture can now be ready in just about two hours

The technology also enables optimization of inventory levels and lower maintenance costs. Instead of storing large quantities of spare parts, many of them can be made if needed.

The implementation of the new 3D printer is part of Schneider Electric's smart factory concept which focuses on a new way of thinking and managing processes. By cutting component production times and optimizing inventory levels, the company significantly cuts maintenance costs. This boosts operational efficiency as well as employee motivation, as staff gain access to state-of-the-art technology.

You can learn more about Schneider Electric's product range and services on the company's website.

Schneider Electric

Industry

"Alcomet" is solidifying its position as one of Bulgaria's leading industrial manufacturers

Alcomet AD is closing out 2025 and entering 2026 with a series of national awards that confirm the company's role as one of Bulgaria's leading industrial manufacturers. The most significant recognition is the "Factory of the Year 2025" award in the "Large Enterprises" category, presented at the Capital competition. The award was announced at an official ceremony in Sofia on November 27, 2025, and accepted by Hüseyin Yoryuçu, a member of Alcomet's Board of Directors. It is a recognition of the consistent modernization, digitalization, and sustainable development of production at the Shumen plant.

The award is particularly significant because it recognizes not a single project, but a comprehensive model of industrial management. Alcomet is a manufacturer of rolled and extruded aluminum products with an integrated production cycle and plays a significant role in the economy of Shumen and Northeastern Bulgaria. The company develops high-value-added production aimed at various industries, including construction, transportation, the automotive sector, packaging, heating, ventilation, and air conditioning. According to the company's public sustainability report, the production site in Shumen has a capacity of over 100,000 tons per year, and the company is among the largest employers in the region.

In 2025, Alcomet also received the "Investor of the Year 2024" award in the "Investment in Business Expansion" category. The Bulgarian Investment Agency recognized the company for its investment in the expansion of its Shumen plant for aluminum rolled and extruded products. The award was presented on April 2, 2025, at Sofia Tech Park, and was accepted by Fikret Ince.

Additional recognition for the company's manufacturing development also came from the Bulgarian Association of the Metallurgical Industry, which honored Alcomet for its high growth in the production of rolled non-ferrous metals. This reinforces the company's position not only as a major investor but also as an active participant in the development of the Bulgarian metallurgical industry.

The company's social role has also received public recognition. Fikret Ince was honored by the Bulgarian Donors Forum, and in April 2026, Alcomet was recognized by the BAI in the "Social Entrepreneurship" category. According to BTA, the award was presented to Umut Ince, an executive member of Alcomet's Board of Directors, during the 20th anniversary edition of the "Investor of the Year" competition.

Industry

"International Power Supply" begins mass production of 8-megawatt-hour battery systems for the European market

The IPS batteries consist of a system of 7 modules, each with a capacity of 1.17 MWh, for a total of 8.2 MWh. In terms of size, this corresponds to the standard 20-foot shipping containers with batteries that are exported from China, but the fact that they are in separate parts makes transport and installation easier and cheaper. In addition to the battery packs, each individual module includes its own inverter and a liquid-cooled chiller that cools both the battery and the inverter.

An advantage of this solution is that all components were developed by the IPS team and are manufactured primarily with European parts, with only the battery cells being imported from China. **The product, called X-Bess, was created three years ago in a 6.5-megawatt version, with which the company is currently fulfilling contracts for 670 MWh for projects under the Recovery and Resilience Plan (RRP).**

It is precisely these new RSP contracts that have prompted the company to expand with a new plant in the Hemus Industrial Park, currently under construction on the site of the former barracks in Chelopechene. Two months ago, IPS leased a 3,500-square-meter facility and began equipping it, with the goal of maximizing production automation. The investment is estimated at 4 million euros. Battery production will soon be relocated there from another leased facility that the company operates in Vrazhdebna.

The company plans to install 5 MW of solar panels on the factory roof and combine them with its own batteries, as there is a shortage of electricity.

“We are proud that in June of this year, IPS’s production of complete battery systems officially received strategic status from the European Commission—a recognition that Bulgaria is now among the leaders of Europe’s industrial transformation toward clean technologies,” said Alexander Rangelov, co-owner and CEO of IPS.
The European Commission emphasizes that with this classification, IPS’s production becomes a strategic pillar for the continent’s energy independence: the systems will be needed in vast quantities, but must be based on European know-how, European technologies, and production in sovereign European factories.

Industry

"Alcomet" and "Decibel" are the Factories of the Year

The Shumen aluminum products plant and the Botevgrad soundproofing factory are the winners of the 2025 "Capital" competition.

For the first time since the "Factory of the Year" competition was launched four years ago, both winners in 2025 are from Northern Bulgaria. Although the region lags significantly behind the southern part of the country in terms of infrastructure and business conditions, this has not proved to be an obstacle for the Shumen-based aluminum products plant "Alcomet" and the Botevgrad-based soundproofing panel factory "Decibel" (DECIBEL) to develop modern production, taking advantage of new technologies. That is why Capital's "Factory of the Year" award, in the "Large Companies" and "Small and Medium-Sized Enterprises" (SMEs) categories, respectively, goes to them.

A total of 19 companies participated in the fourth edition of the competition—12 large and 7 small and medium-sized, most of them from Southern Bulgaria. Candidates from the machine-building sector predominated, but the range was quite diverse overall. Traditionally, they were evaluated in two stages based on three groups of criteria—financial, which assess their contribution to the economy; technological, which demonstrate the innovativeness of their production; and environmental, social, and corporate governance (ESG) indicators, reflecting their commitment to people and the environment.

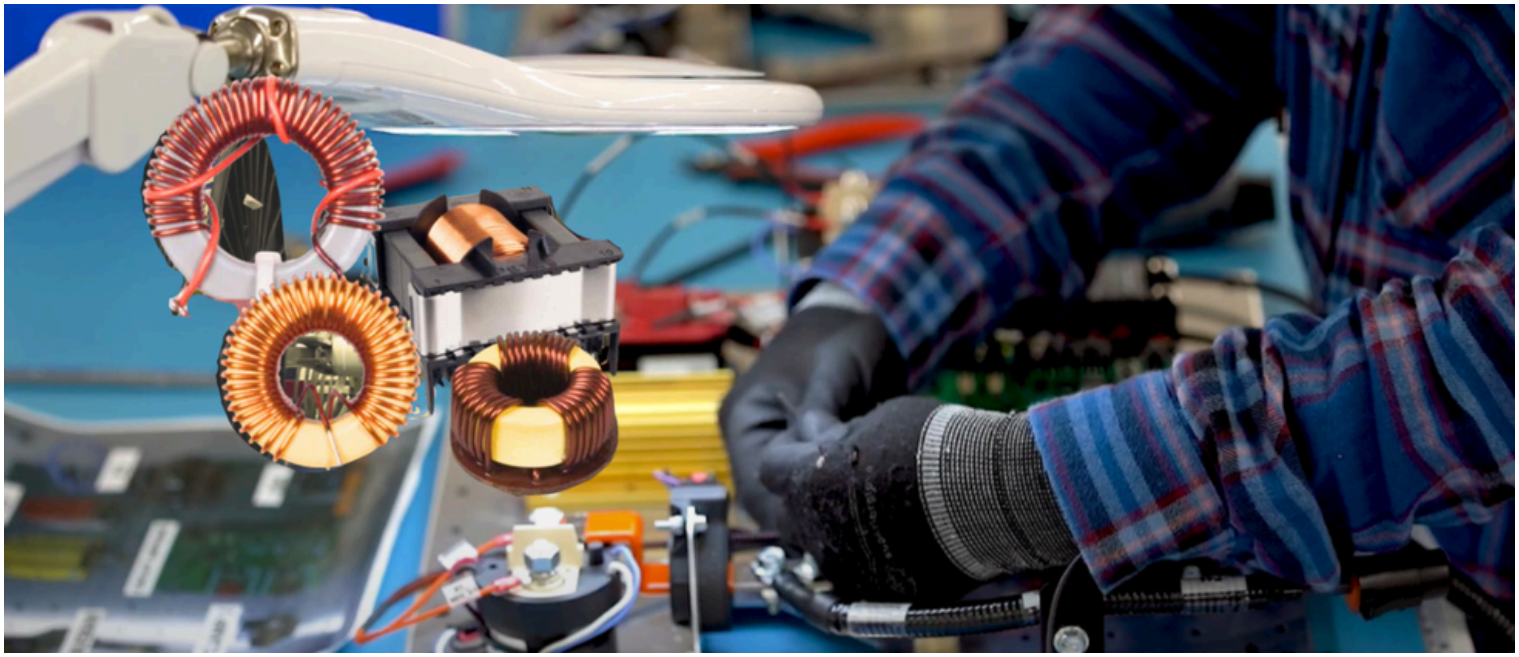
A total of 7 companies reached the second stage—5 large companies and 2 SMEs. They were further evaluated by a competent jury, which also selected the winners. In addition to "Alcomet," the finalists in the "Large Companies" category were "BTL Industries," "BHTS Bulgaria," "Goodmills Bulgaria," and the "Ficosota" group and "Ficosota Food," while DECIBEL's competitor in the small and medium-sized enterprises category was "Lignater."

The good news is that results over the years show progress in manufacturing. Companies are increasingly investing in automation and improving their efficiency, and artificial intelligence is now an integral part of their operations.

Previous winners of the "Factory of the Year" award have been "Solvay Sodi" and "Teletek Electronics" (2024), for large and medium-sized enterprises, respectively; Sensata Technologies Bulgaria – Botevgrad (2023); and Schneider Electric Bulgaria – Plovdiv (2022). The most innovative projects recognized in the first two editions of the competition were "WITTE Automotive Bulgaria" and the Plovdiv plant of "Sensata Technologies."

Industry

AK Magnit: Engineering and Manufacturing from Godech for the Global Transportation Industry



The AK Magnet plant in Godech is a prime example of highly specialized manufacturing in Bulgaria that serves international industrial markets. The company is part of the Swedish AQ Group and manufactures transformers, inductors, relays, and other inductive components for rail transport, the energy sector, the electrical engineering industry, and heavy industrial applications.

What sets “AK Magnet” apart is the nature of its production. It is not mass production. In many cases, each product is designed according to the customer’s specific requirements, sometimes even in single units. This requires high engineering expertise, stable processes, and a strong culture of quality. The plant in Godech also has its own laboratories where various operating conditions can be simulated, including extreme temperatures and the effects of lightning. This infrastructure enables the testing and validation of products intended for critical environments and long service life.

“AK Magnet” is an example of how a Bulgarian manufacturing facility outside a major industrial center can be part of global value chains. From Godets, the company supplies products to customers and projects in rail transport and heavy industry, where reliability, traceability, and engineering precision are critical. This makes it an important example of the potential of Bulgarian industry to create specialized technological solutions with international applications.

Among the company’s major projects is the development of a new inductor for the Paris Metro, with a focus on reducing weight and using better insulation materials. AK Magnet is also participating in a project for the Milan metro trains, which demonstrates the role of Bulgarian manufacturing in the modernization of urban transport in Europe. The company is also active in other engineering fields, including the development of new grades of electrical steel.

Festo Strengthens Bulgaria as a Key Location for R&D

2025 was a year in which Festo strengthened Bulgaria as a key location for research and development, manufacturing, electrical automation and specialized engineering competences. The expanded Technical Engineering Center in Sofia was presented as Festo's largest development center outside Germany, with 300 employees, 3,000 sq. m of office space and 2,600 sq. m of laboratory space.

The story of Festo in Bulgaria is no longer only about manufacturing capacity, but about a complete industrial ecosystem: development, testing, prototyping, electronics, electric drives, medical devices, global functions and a connection with technical education.

In 2025, the company received external recognition through awards for sustainable business and business transformation, while the public communications around Festo's 100th anniversary placed the Bulgarian contribution in an international context.

In 2025, Festo Bulgaria stood out as one of the strongest examples of the evolution of industrial presence in Bulgaria - from a manufacturing location into a strategic center for research and development, engineering and industrial transformation. One of the main highlights of the year was the official opening of the expanded Technical Engineering Center in Sofia on 24 April 2025. It is Festo's largest development center outside Germany, presented in the very year in which the group marked its 100th anniversary.

Following the 2025 expansion, the officially presented figures are 300 employees, 3,000 sq. m of office space and 2,600 sq. m of laboratory space. This is an important indicator that the company is systematically building development capacity in Bulgaria.

According to Ivanka Ivanova, Head of the Technical Engineering Center: "The Center works on key innovative projects in the fields of locally distributed systems, digital twins and artificial intelligence."

The strength of Festo Bulgaria lies in the combination of R&D and manufacturing. According to Kalin Dobrev, Bulgaria is a leading plant within the group for electronics, electric drives, products for the medical industry and fluid sensors. Sofia is also a hub for global positions in strategic purchasing, supply chain, human resources and engineering, as well as a global hub for prototypes. Dobrev presented this proximity between the engineering center and the manufacturing base as a foundation for the company's future success.

Among the achievements, one can also add the company's location in Smolyan, which is becoming a tooling department at global level.

In 2025, Festo Bulgaria is an example of an industrial strategy with several layers: expanding the engineering center, deepening R&D competences, connecting development activity with manufacturing and prototyping, expanding toward Gabrovo and maintaining a strong manufacturing base in Sofia and Smolyan. This is a story about Bulgaria's transformation from a peripheral manufacturing destination into a location where products for a global technology group are created, tested and industrialized.

The year 2025 was marked by Festo 100. In this context, Festo Bulgaria organized several major events, united by the fact that the company is part of an international group that sets the pace of the industry through innovation.

In 2025, investments of more than EUR 40 million were made in infrastructure, equipment and facilities. This included the introduction of new products and technologies related to electronics and electric drives. The company developed and launched new production lines for the control of pneumatic electric drives and products for the medical industry.

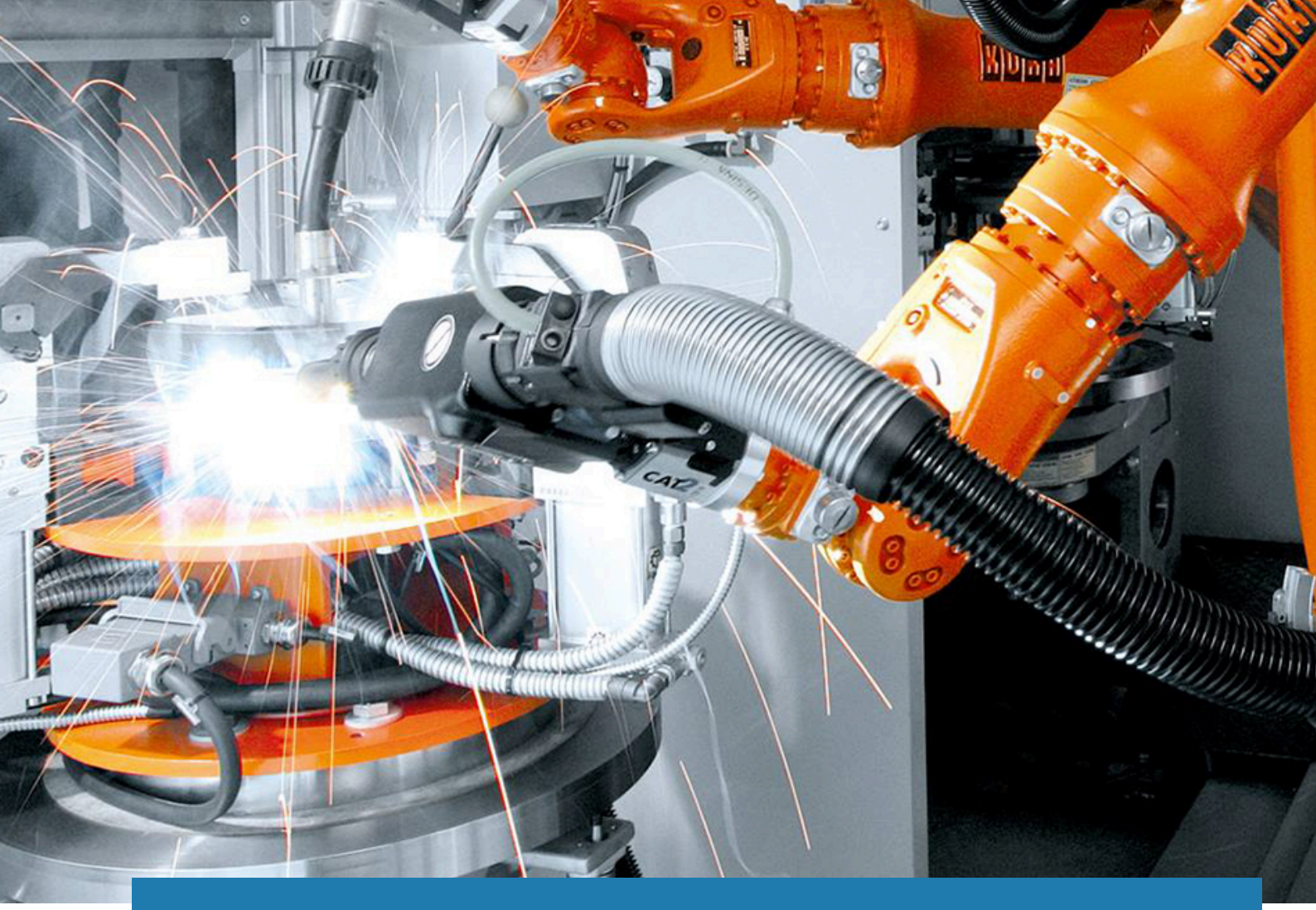
Електроника и автоматизация

Festo Bulgaria carried out a full digitalization of its production, logistics and administrative processes. The company in Bulgaria continuously expands its competences and improves its processes. In this way, it not only increases its own efficiency, but also makes a significant contribution to strengthening the competitiveness and achieving the objectives of the Festo Group.

Festo Bulgaria also invests in the professional expertise and motivation of its employees. The company skillfully implements and manages the change related to the transfer of older products and the launch of production of new products with high added value.

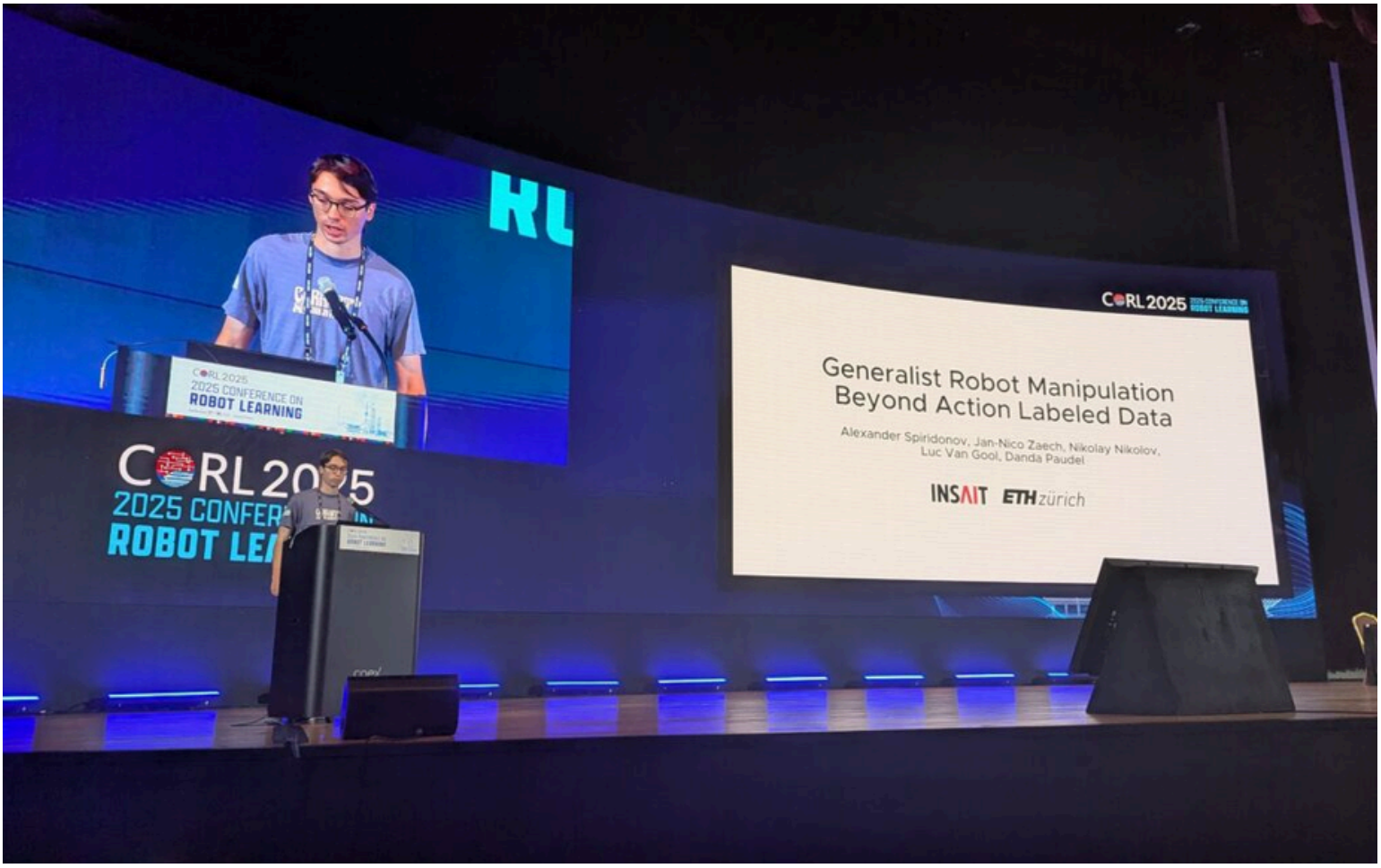
Festo Bulgaria manufactures more than 2,500 types of products in the automation sector. With an annual volume of more than 10 million products and revenue of EUR 40 million, the company introduced 17 new product families, implemented through the full cycle - from development and industrialization to serial production for industrial customers around the world, covering more than 35 sectors.

The company integrates all functions needed to create an innovation end to end: development, industrial engineering and manufacturing, while ensuring an optimal price-quality ratio for individual customer solutions and serial production. The development and manufacturing of high-tech products make the company a strategic partner shaping new trends in the industry through innovation and automation of the future - for maximum productivity and competitiveness. One such example is Festo's industrial computer, developed by the Bulgarian team.



ROBOTICS

Bulgaria's INSAIT created an Open-Source model giving robots 3D spatial intelligence



Over the past year, Bulgaria's robotics, automation, and AI ecosystem has experienced a surge that transcended regional boundaries, placing the country at the epicenter of global technological innovation. A prime example of this success is the INSAIT Institute at Sofia University "St. Kliment Ohridski".

The research team there developed SPEAR-1—a foundational AI model for robotics of an entirely new type. This technology is the physical-world equivalent of Large Language Models like GPT. While previous robotic training solutions relied primarily on flat, 2D images, SPEAR-1 breaks through the "2D barrier". The model utilizes real 3D data, providing robots with unprecedented three-dimensional spatial understanding. Thanks to this innovative approach, machines no longer just "see" their surroundings as a series of pictures; they "understand" volume, geometry, and the dynamics of interaction between objects.

One of the most significant advantages of SPEAR-1 is its efficiency. Its methodology, which combines data from robotic actions and 3D maps, allows it to achieve superior results with up to 20 times less training data compared to traditional industry solutions.

The impact of SPEAR-1 extends far beyond research labs. Until now, similar robotic models were developed and owned exclusively by multi-billion dollar companies in Silicon Valley and Asia. INSAIT's decision to release SPEAR-1 as open-source makes the technology available to researchers and companies worldwide for free. This move democratizes access to high-tech innovation, enabling small and medium enterprises in Europe and beyond to develop autonomous systems that function effectively in unstructured environments—from households to complex industrial sites.
SPEAR-1 is capable of translating complex human instructions into specific actions and managing various robotic hardware platforms without the need for step-by-step programming. With this development, INSAIT solidifies Europe's role as a leading hub for innovation in robotics and 3D computing.

The project was led by the INSAIT team: Nikolay Nikolov, Giuliano Albanese, Sombitt Dey, Alexander Yanev, Prof. Luc Van Gool, Dr. Jan-Nico Zaech, and Dr. Danda Paudel

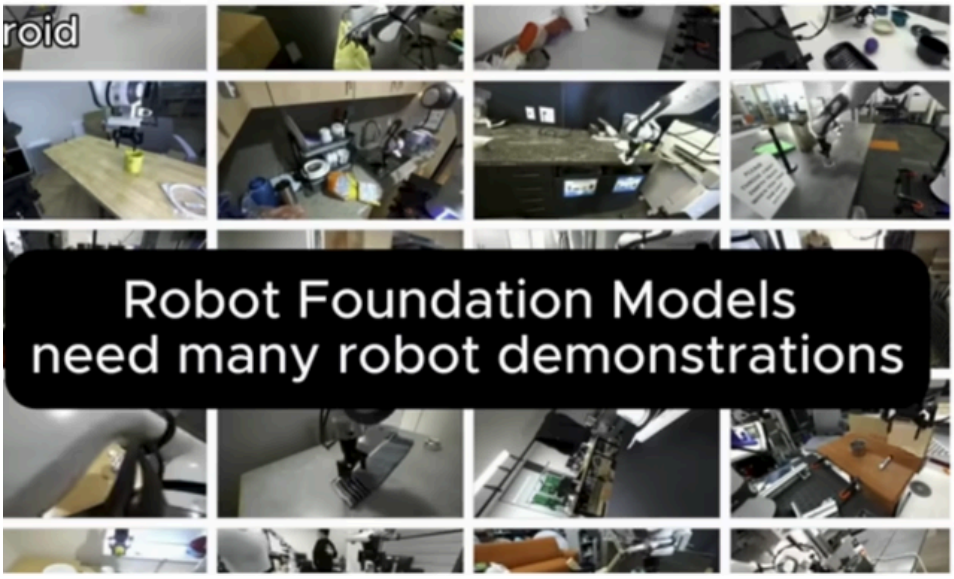
Historic success for INSAIT at the robot learning conference in Seoul

INSAIT | Institute for Computer Science, Artificial Intelligence and Technology

insait.ai/publications

Generalist Robot Manipulation Beyond Action Labeled Data

For the first time in history Bulgarian institution has a paper accepted at CoRL - a leading AI robotics conference!



Alexander Spiridonov | Dr. Jan-Nico Zaech

Nikolay Nikolov | Dr. Danda Paudel | Prof. Luc Van Gool

Bulgaria's footprint in AI and robotics grew even more prominent this year after a team from the INSAIT Institute achieved significant international success. At the prestigious CoRL 2025 (Conference on Robot Learning) in Seoul, South Korea, Bulgaria officially joined the ranks of global sector leaders.

The Bulgarian team was chosen as one of only two teams worldwide to participate in the final stage of **RoboArena**—a high-tech competition organized by leading scientists from **Stanford and UC Berkeley**. This achievement is more than just an academic success; it is a clear signal that world-class science is being produced in Sofia, capable of competing directly with the world's largest tech hubs.

The true triumph came when the Bulgarian researchers' developments were compared directly against software solutions funded by billions of dollars. The INSAIT model demonstrated exceptional efficiency, outperforming technologies trained with ten times more data. Among the competitors surpassed were models backed by figures like Jeff Bezos and leading companies like OpenAI.

This success highlights a key strength of the Bulgarian school—the ability to create "elegant," high-performance algorithms that achieve more with fewer resources. At the same conference, INSAIT also presented its pioneering **MotoVLA technology**. This represents a new stage in adaptive machinery, allowing robots to learn not only from static data but also by observing real environments and videos. This approach simulates how humans perceive and acquire new skills, making machines far smarter and more capable of reacting to unfamiliar situations.

The breakthrough was driven by Alexander Spiridonov, Nikolay Nikolov, and Giuliano Albanese—scientists whose work in Sofia proves Bulgaria's potential in defining the next generation of autonomous systems.

Akhnaton: We have developed a broad portfolio of comprehensive, turnkey robotic solutions covering entire professions

In which areas of automation have you been active in recent years?

In recent years, our main focus has been the robotization of various processes, including machine tending and quality control. We are already proud of more than 250 operating robots that we continue to maintain. In machine vision, we have gained substantial experience, with more than 550 successfully implemented industrial solutions. We also strive to transfer knowledge about current global standards in another important area: machine safety, by securing hazardous zones in machines and production lines. Of course, we also traditionally deliver automation for entire factories and facilities.

Which industrial applications are most suitable for robotization, and why?

Across Europe, all industries are suffering from a shortage of personnel, while younger generations are also showing reluctance to work in production environments or in shifts. Labor costs are rising dramatically, and the only way to achieve efficiency is to implement automation wherever possible. The processes most suitable for automation are those involving repetitive operations and short cycles, where improvements can be achieved in productivity and quality while reducing scrap. This also includes operations in unfavorable environments, such as noise, dust, or temperature, or those with specific technological requirements, such as heavy parts, high quality control, precision, and others, which are difficult for people to meet consistently. In these processes, the effect is always visible, and investments in automated solutions deliver a fast return.

What automation solutions do you implement most often?

In recent years, we have developed a broad portfolio of complete, ready-made robotic solutions that cover entire occupations. These include a robotic station for CNC machine tending, replacing a machine operator, which works 24/7 and substitutes monotonous and repetitive operator labor. A quality control robot with a smart camera system does not get tired of “seeing” every defect. A palletizing and depalletizing robot helps with lifting heavy loads. A solution with a 3D camera and a robot sorts bulk components without the need to arrange them in advance. Fitting and welding operations are also covered by robotic stations with ready-to-use control software. Mobile robots are now also taking over the transport of goods and pallets in logistics bases.

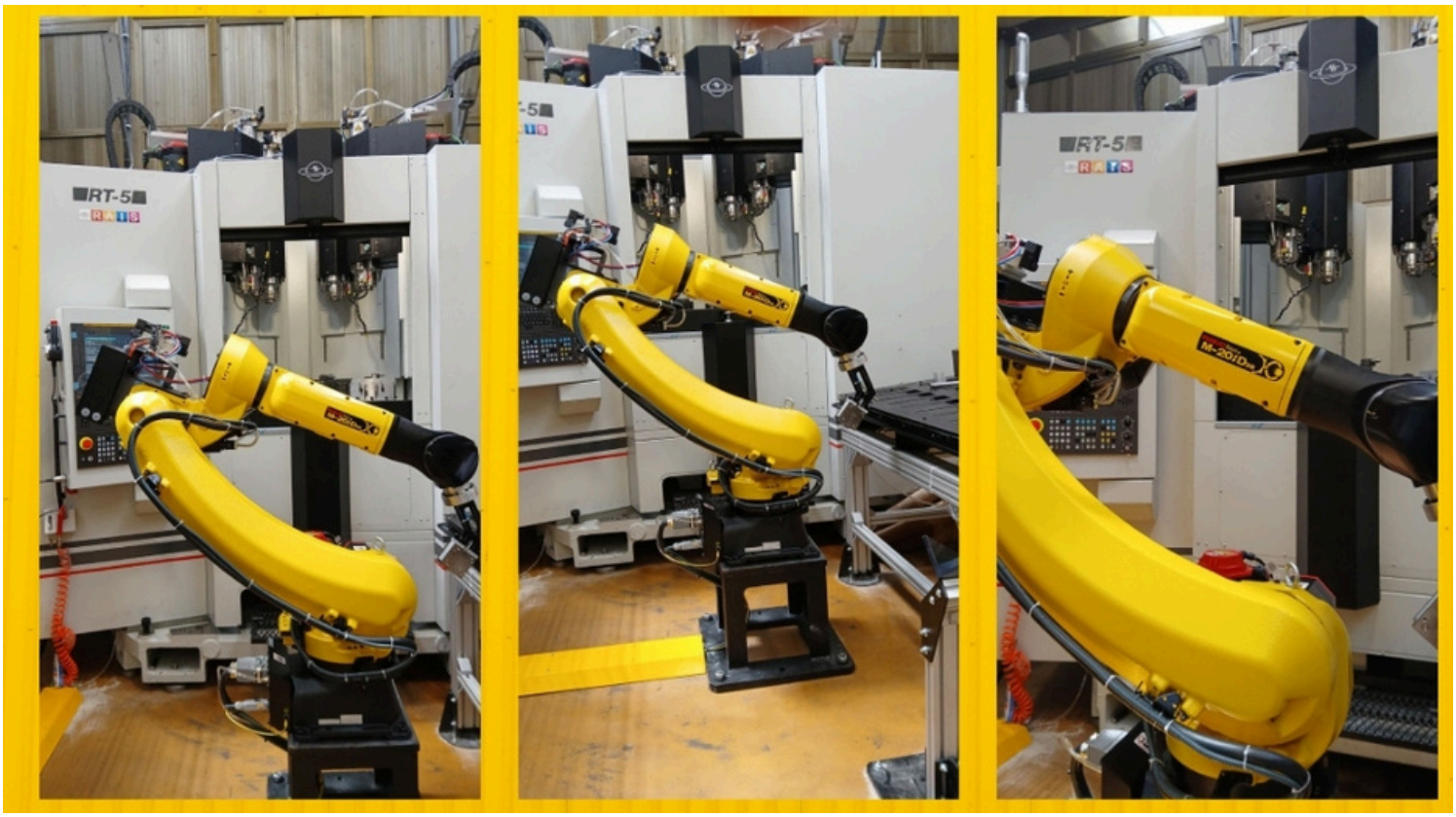
We also notice your active initiatives in education. Tell us more about them.

Ehnaton has traditionally supported Bulgarian education because it understands the importance of practical training in engineering disciplines. We already have 9 robotics and automation laboratories established in technical universities and other organizations. In these laboratories, future engineers and Ehnaton partners gain hands-on exposure to modern automation technologies and have the opportunity to take part in real practical training.

The Role of FANUC Bulgaria in Implementing Robotic Manufacturing Systems and the Strength of Its System Integrators

FANUC is a leading Japanese company in the field of automation and the world's largest manufacturer of industrial robots. The company is known for its distinctive yellow robots and its "Service First" motto, which includes lifetime support for all products while they are in operation. By the end of 2023, FANUC had delivered over 1 million robots worldwide. The company offers a very wide range of robots that cover virtually all industries—from automotive manufacturing to logistics and electronics. FANUC Bulgaria holds a highly prestigious place in the history of the company, founded in 1981, and today serves as a regional center responsible for sales, service, technical support, and training not only in Bulgaria but also in Greece, North Macedonia, Albania, and Cyprus.

System integrators—Bulgarian engineering companies that design, build, and implement robotic cells featuring FANUC robots—play a particularly important role in the FANUC Bulgaria ecosystem. We present three projects completed in 2025 that transform the Japanese manufacturer's technologies into real-world solutions for specific manufacturing processes.



11. Innovative Transfer System RAIS RT-5, Designed and Manufactured by RAIS

The rotary transfer machine RAIS RT-5, specially designed for Caproni AD, performs simultaneous machining of four workpieces mounted on a rotating worktable. It features five working stations — four for machining and one for loading and unloading parts. At the fifth and final station, automatic replacement of finished parts with new blanks is carried out using a FANUC M-20iD/35 industrial robot.

Four machining spindles are arranged around the rotating table, each capable of movement along three axes (X, Y, Z). Each spindle performs a specific operation, and machining times are carefully synchronised to ensure all processes are completed simultaneously. After machining at each spindle is complete, the table rotates to the next station, continuing until each workpiece has passed sequentially through all four stations. Four fully machined parts are completed per working cycle.

Depending on the size and complexity of the parts, additional spindles can be integrated to achieve even higher productivity. The system is controlled by the reliable FANUC 0i-F Plus CNC controller and is additionally equipped with a pallet station for continuous operation.

Robotics

This RAIS project is an example of how robotics and automation optimise manufacturing processes, delivering high productivity and precision.

2. Siviko Transforms a Client’s Wooden Pallet Production with a FANUC Robot

The successful automation of the production of custom wooden pallets is a Siviko project featuring a FANUC R-2000iC/125L industrial robot supplied by FANUC Bulgaria. It is an excellent example of how robotics provides a solution to real-world challenges.

The production of various non-standard wooden pallets (>2000 mm) is a process that presented Siviko's client with difficulties in manual operations: handling long, often warped wood was complicated, using pneumatic nail guns was dangerous for staff, and the process was inefficient and required too many workers.

The Bulgarian integrator Siviko offers a working automation solution using a FANUC R-2000iC/125L industrial robot with a reach of 3100 mm and a payload of 125 kg. Specialized end-of-arm tooling (EOAT) is integrated at the end of the robotic arm, including two pneumatic nail guns. The cell features two workstations with templates, the configuration of which can be changed. An operator loads one station while the robot nails a pallet at the other, ensuring a continuous workflow. The EOAT also includes a gripping device for stacking the finished pallets.
The system also includes multiple levels of safety protection, such as light curtains that stop the robot when crossed, as well as pneumatic nail guns that activate only when pressed firmly against a surface.

As a result of automation, the production of wooden pallets has become significantly more efficient, with a single worker now able to do the work of three—three times faster, with greater safety and ergonomics.

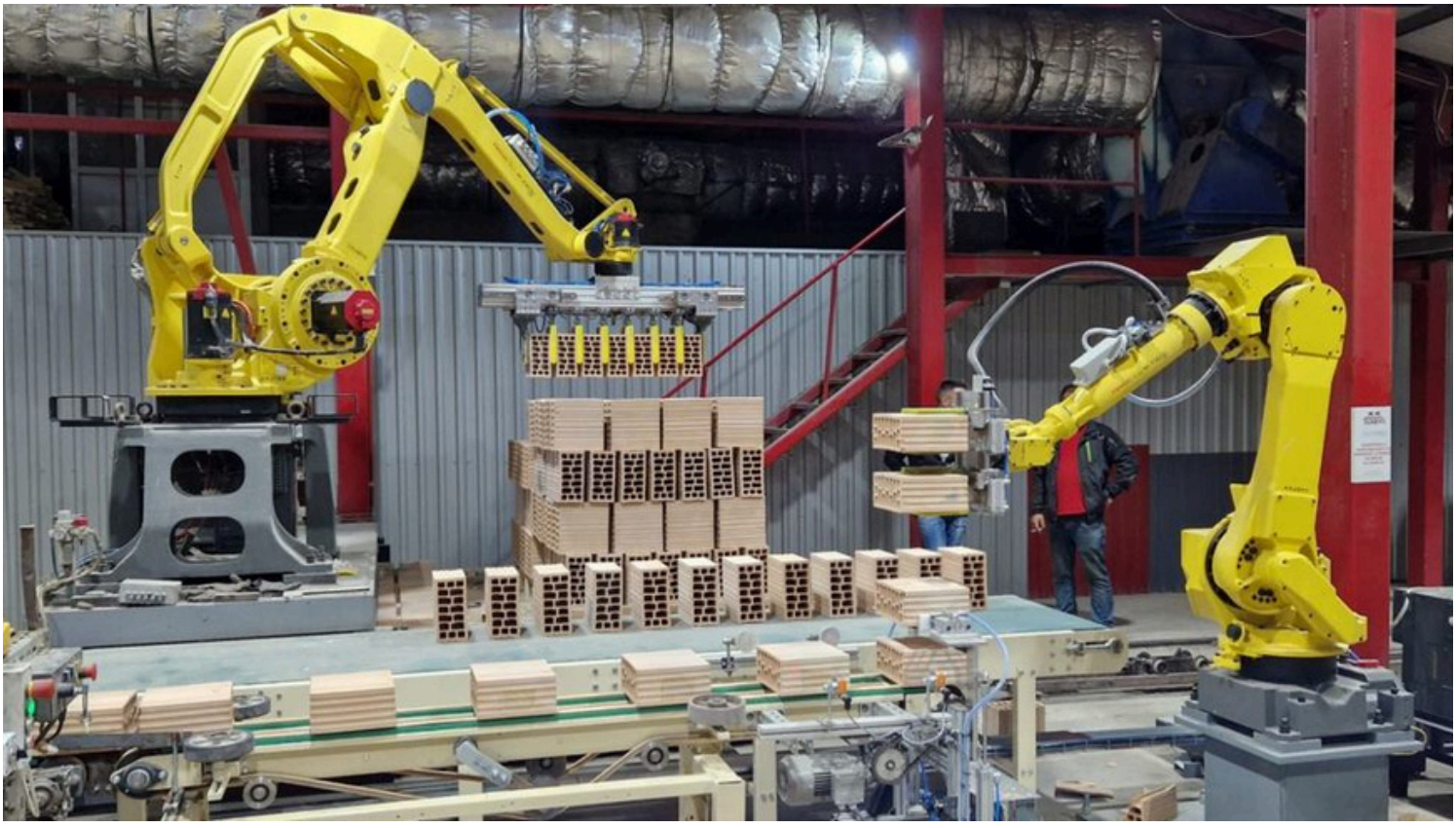
Check the robot in action: https://www.youtube.com/watch?v=Njz11BNxxec

3. Simlogic Solution with FANUC Robots for Automating Ceramic Products Manufacturing

Another successfully completed project by FANUC Bulgaria's long-standing partner Simlogic demonstrates the application of industrial robotics in the production of ceramic goods. The project involves automated loading of clay blocks onto kiln cars for feeding into the firing kiln on the production line.

The system was built using four FANUC industrial robots:
- 2 x FANUC M-410iC/315 robots;
- 1 x FANUC M-410iC/500 robot;
- 1 x FANUC M-710iC/70 robot.

The robots work in synchrony, ensuring precise arrangement and optimal filling of the platforms — a critical factor for the efficiency of the subsequent firing process. The implemented solution delivers significant improvements in production: increased throughput, consistent quality across every loading cycle with minimal downtime, and a substantially reduced need for manual labour.
This project is further proof of the effective synergy between FANUC’s technologies and Simlogic’s engineering expertise, which together transform traditional manufacturing processes into modern, automated systems.
FANUC provides versatile robots for a wide range of applications, but it is the integrator who builds the entire logic of the manufacturing process. Whether it involves machine tending or logistics, the deployment of FANUC robots follows a similar model: FANUC provides the technology, the integrator develops the specific solution, and the client receives a fully operational automated system. This well-synchronised interaction between global technology leader FANUC, its official subsidiary FANUC Bulgaria, and local system integrators is the key to successful automation and robotics projects in Bulgaria and the wider region.



The Beast by Siviko - Built for Food Production

In 2025, Siviko designed and delivered its first food packaging machine with an integrated robotic palletizing cell. The machine performs secondary packaging of three package sizes: 0.10 kg, 0.25 kg and 0.50 kg. However, the ingredients in these packages are diverse – beans, lentils, quinoa, etc. For this reason, each package behaves differently, which is always a challenge in automation. The machine is designed to handle the different characteristics of the products with minimal adjustments. The maximum operating speed is 60 pcs. packages per minute.

The process begins with an integrated box assembly mechanism, capable of working with two sizes of boxes. At the same time, the machine arranges the packages so that it can fill an entire box at once. This happens on a specialized indexing conveyor that can handle all package sizes. The pre-arranged packages are pushed to the open box located below. The boxes are then folded, glued and closed. The controller program synchronizes the operation of the individual modules. A buffer for boxes is provided on the output conveyor, which compensates for downtime when changing pallets. In this way, the machine operates without downtime.

The last step is palletizing the full boxes with a FANUC M10iD/10L industrial robot. It is equipped with a Siviko vacuum gripper that can be adjusted for different box sizes. It also has a function to place a paper pad between the individual rows for better stability of the pallet.

The packaging and palletizing system, which includes the machine and the robot, is very compact – it is only 3.45 m long and 2.35 m wide. The system offers a good combination of price, performance and compactness and is a very good solution for small and medium-sized enterprises in the food industry.

SIVIKO

engineered at

The global leader in robotic surgery Intuitive opened a manufacturing base in Bulgaria

Intuitive, a global pioneer in minimally invasive medicine and robotic surgery, has chosen the city of Parvomay to expand its European production capacity. The new plant, spanning over 17,000 square meters, is a key element in Intuitive's strategy to meet the rising global demand for robotic surgical systems.

The primary focus of the Parvomay facility will be the production of specialized 3D endoscopes, which serve as the "eyes" of the da Vinci surgical systems used in operating rooms worldwide. The investment is planned as a long-term project with several development phases.
By the end of next year, the plant is expected to employ approximately 140 people, with plans to double that number by 2030, reaching a full capacity of over 300 jobs. To ensure the highest production quality, the management team is already undergoing specialized training in Germany to transfer this know-how to local staff.

The significance of this project for the Bulgarian economy is strategic, as company leaders anticipate that nearly **70% of Intuitive's future global endoscope production** will be concentrated in Bulgaria. While centers in Germany will focus on R&D and new product development, Bulgaria is becoming a primary manufacturing pillar. Future stages include adding new production lines for surgical instruments and consumables for da Vinci robots. This partnership not only creates high-value jobs but also places Bulgaria at the center of the next-generation medical technology ecosystem

UVIONIX attracted a $3.5M investment to revolutionize inventory management via autonomous robots

The Bulgarian unmanned technology sector achieved a major milestone as UVIONIX secured $3.5 million in a seed funding round. Founded by Bulgarian entrepreneurs Boris Iskryev and Stanislav Darmonski, the company focuses on solving one of modern logistics' greatest challenges—the cumbersome and often inaccurate manual management of warehouse stock.

The investment was led by prominent regional funds LAUNCHub Ventures and Portfolion, with participation from Underline Ventures, Robin Capital, and angel investors from Europe and the US.

At the heart of UVIONIX's technological breakthrough is **U-Vee**—an autonomous flying robot that blends aerospace engineering with deep machine learning. Unlike conventional ground-based machines or handheld scanners, U-Vee moves freely through warehouse spaces, creating precise "digital twins" of inventory in real-time with **99.9% accuracy**.

This innovation arrives at a critical moment when global labor shortages and the explosive growth of e-commerce demand radical supply chain optimization. By deploying autonomous drones, warehouses can shift from periodic checks to continuous monitoring, drastically reducing human error and operational costs. With the new capital, UVIONIX plans to accelerate market deployment and expand its team of engineers and AI specialists in Bulgaria. The company's strategic goal is to scale its presence in the US and Europe and adapt its technology for sectors such as automotive parts distribution and pharmaceuticals.

KUKA: Nearly 90% of companies support robotization

In September 2025, Robotics-Bulgaria.com published data from the first national survey on attitudes toward robotics and automation in Bulgaria, conducted by KUKA and the market research agency BluePoint. The survey was conducted in April 2025 among 120 industrial enterprises from various sectors, of varying sizes and specializations. Respondents included executive and technology directors, senior managers, production managers, and other specialists involved in decision-making.

The main conclusion is that Bulgarian industry has a clearly positive attitude toward robotization. 87.5% of participants expressed a completely positive or somewhat positive attitude toward the use of robots in industrial processes. 47.5% of the surveyed companies already use robotic systems, 5.8% are in the process of integration, and 19.2% plan to implement them. Companies that have already implemented automation report 100% satisfaction with the decision. More than half of the companies using robots, 56.1%, are considering further automation, with nearly 80% of them planning to do so within the next three years.

The study places robotization in the context of the key challenges facing Bulgarian manufacturing. Over 70% of participants cite the shortage of skilled labor as the most serious problem.
Other major challenges include rising labor costs, cited by 45.8% of respondents; maintaining competitiveness, cited by 42.5%; and increasing customer demands, cited by 28.3%. Added to these are regulations and standards, quality control, process efficiency, production downtime, supply chain disruptions, and a lack of technical expertise for innovation.

Among the main benefits of robotic solutions, companies highlight increased productivity, cited by 86% of respondents. This is followed by ease of use (59.6%), improved product quality (49.1%), high reliability (49.1%), and flexibility and adaptability (33.3%). Robots are most commonly used for filling, packaging, and labeling, at 26.3% of the surveyed companies. Other applications exist in the food and beverage and cosmetics industries, household chemicals, metalworking, assembly, woodworking, injection molding, logistics, palletizing, and finishing. The primary channel for acquiring robots is direct purchase from a local distributor or integrator, cited by 66.7% of companies.

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SCHMALZ

Robotics

One of 2025's largest robotics funding rounds: Ross Djankov and Mujin Raise $233M

In late 2025, the Tokyo-based company Mujin, co-founded by Bulgarian visionary and CEO Ross Djankov, successfully raised a staggering $233 million. The investment was led by the Japanese telecom giant NTT Group, in partnership with Salesforce Ventures, the Qatar Investment Authority, and other leading institutional investors.

This capital is more than just financial recognition; it is strategic support for Djankov's mission to transform industrial robots into fully autonomous, "thinking" machines. Ross Djankov, recognized as one of the leading minds in modern robotics and creator of the popular open-source platform OpenRAVE, is focusing his company's efforts on solving the industry's biggest limitation: the need for complex and expensive manual programming.

At the heart of their success is the revolutionary **MujinOS** platform—an operating system that acts as a "brain" for any type of industrial robot . it allows machines to see, plan their movements, and make real-time decisions without being programmed step-by-step for every action. This approach enables the automation of tasks previously thought impossible for machines, particularly in dynamic environments like logistics and manufacturing.

The $233 million investment is aimed at accelerating Mujin's global expansion, focusing on the US and European markets, as well as further developing their software for managing entire automated fleets.

Ross Djankov's success is an inspiring example of how a Bulgarian scientist and entrepreneur can define technological standards in the world's most demanding markets, such as Japan. For the Bulgarian ecosystem, this is powerful proof that our talents are at the foundation of the intellectual capital driving global robotics forward

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European recognition for Simobotics at the European Robotics Forum 2025

In March 2025, Stuttgart hosted one of the sector's most prestigious events—the European Robotics Forum (ERF). The forum featured the euRobotics Entrepreneurship Award, which annually recognizes Europe's most promising and innovative robotics startups. Out of a record number of applications from across the continent, the Bulgarian company Simobotics achieved remarkable success by being selected as one of the five finalists.

Simobotics' success is significant, as the company competed directly with tech leaders from countries with long-standing traditions in automation, such as Germany, Belgium, France, and the Netherlands. The Bulgarian team impressed the international jury with their solutions in **Autonomous Mobile Robots (AMR)** and intelligent automation.

The Professional Association of Robotics, Automation and Innovation (PARAi) expressed great pride in this success, which solidifies the steady rise of the local ecosystem. For the second year in a row, a PARAi member company has represented Bulgaria at the highest level of this prestigious European competition, following SmartFarmRobotix's finalist placement in 2024.

This presence in the European elite two years running is a clear indicator that a critical mass of innovative robotics businesses is forming in Bulgaria.

The core of Simobotics' presentation was their ability to develop complex systems that transform traditional warehouse and production processes into fully autonomous operations. Their participation in the final five in Stuttgart is not only individual recognition for the team but also a signal to the international investment community that Bulgaria is a place where competitive robotic products are born

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AUTOMATION & INNOVATIONS

WorkNomads - Some companies specialize. We asked why

There is a version of a technology company that picks a lane and stays in it. Infrastructure. Software. Hardware. Data. It is a reasonable thing to do. It is also how you end up handing your

client a partial answer to a problem that was never partial to begin with. WorkNomads is a full-stack AI industrial transformation company. We design, develop, and deploy physical

infrastructure, machinery, hardware, software systems, autonomous AI agents, and data pipelines and analytics. One partner. Every layer. Fully integrated. We are 196 people across 45 nationalities, hired for what we know, not where we are from. That range of expertise across disciplines, industries, and geographies is what makes the full stack possible.

In 2025, this is where we worked. On the production floor, inside the data, and in the parts of the business nobody had looked at properly in years.

One of our clients, a large manufacturer operating in an (ATEX Zone 21 dust) explosive atmosphere, needed a precision cutting system. We designed it from scratch: synchronized to the extruder feed, 6-second cycle, accuracy down to tenths of a millimeter, with full ATEX compliance built in. The result: 85% less post-processing, 35% increase in production capacity, and 50% less manual interaction.

A nutraceutical manufacturer with 30 years of data was making pricing and planning decisions like it had none of it. We built a connected AI layer across pricing, scheduling, and decision support. The result: faster quotes, demand-driven planning, and revenue visibility they had never had before.

A fintech business knew it was losing deals. It just could not see exactly where. We unified their commercial data, rebuilt the prioritization logic around real probability, and gave their sales team a single source of truth. The right deals got closed. The wrong ones stopped wasting everyone's time.

None of it came from a product catalogue. All of it came from understanding how the layers connect and being willing to work across all of them. The gap between connected and fragmented is already widening. We work with the ones closing it.

In 2025, the Shelly Group reached a market capitalization of €1 billion and expanded its presence to over 100 markets

In 2025, the Bulgarian tech ecosystem achieved a historic milestone when our members from the "Shelly Group" officially joined the club of companies with a market capitalization exceeding €1 billion. This success is not merely a financial achievement, but proof of the maturity of Bulgarian IoT innovations on the global stage. Shelly Group's journey began with its listing on the Bulgarian Stock Exchange in 2016, moved through the prestigious Prime Standard segment of the Frankfurt Stock Exchange in 2021, and reached a market capitalization of 1 billion euros in 2025. Crossing the psychological threshold of a €1 billion market valuation is accompanied by high recognition from the investment community. Shelly Group was honored with the prestigious award "Most Liquid Issuer on the Bulgarian Stock Exchange for 2025," confirming investors' confidence in the company's business model.

Alongside its financial successes, 2025 marked key milestones in Shelly's geographic expansion. That same year, the company expanded its presence in the heart of Europe by establishing a specialized regional team for the Benelux countries, aimed at meeting the high standards for energy efficiency and smart management in Belgium, the Netherlands, and Luxembourg. At the same time, the company strengthened its position in Central and Eastern Europe through its new subsidiary in Poland —a market characterized by exceptional technological optimism and rapid adoption of home automation systems.

The brand's global footprint has reached new horizons and crossed the ocean, where Shelly Group has taken its first decisive steps into the Latin American market. By the end of 2025, the company's solutions were already being implemented in over 100 countries, making Shelly one of the most recognizable ambassadors of the Bulgarian automation and robotics industry. This consistent push into new and economically attractive regions is part of the company's long-term vision not merely to follow trends, but to actively shape the future of the smart urban and building environment.

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The Introduction of SAF-T in Bulgaria within SAP Systems and the Role of Power Partner Solutions in Successful Integration

On 1 January 2026, the SAF-T accounting reporting system came into force in Bulgaria. The aim of the project is to establish a detailed concept for implementing the international standard for submitting accounting data to the revenue authority. The rollout is taking place in phases from 2026 to 2030, beginning this year with large enterprises whose net revenues exceeded BGN 300 million as of 31 December 2023.

As a Gold Partner of SAP, Power Partner Solutions has extensive experience with the introduction of SAF-T in previous years across other markets, such as Romania. Given that the requirements for Bulgaria are very similar to those of Romania, this gave us an advantage in the implementation process. In addition, from the end of 2024 we held a series of working meetings with the organizations involved in the rollout of SAF-T for Bulgaria, which helped us gain a clearer picture of what would be expected from Bulgarian companies — enabling us to make the necessary arrangements within our teams and to run experiments in a test environment. This allowed us to work through various scenarios and be as fully prepared as possible for the January launch.

Since this was a topic that companies and their accounting departments were approaching with many questions and a lack of clarity, in September 2025 we organized a joint event with SAP in which we presented the overall framework for the SAF-T rollout and demonstrated a simulation in a test environment.

These preliminary initiatives, combined with our prior experience from Romania, positioned us as one of the best-prepared SAP partner companies in Bulgaria for the introduction of SAF-T. The ultimate result is greater efficiency in implementing the system, saving our client companies significant time and resources. And although this is a pilot rollout of SAF-T in Bulgaria and there are still processes and details to be ironed out, we can say that we are contributing to making this process as smooth and swift as possible. The integration of SAF-T requires varying levels of resources from companies depending on their field of activity — in some cases companies need to modify their accounting processes, while in others we assist with additional developments within the SAP system in order to meet the requirements of the National Revenue Agency.

As a conclusion and recommendation, we can say that given the complexity of implementing SAF-T, this is a process that must be carefully planned, with companies allocating the necessary time and resources.

For 2026, we are assisting five companies with the introduction of SAF-T, a process that will continue in the years ahead with new companies in line with the NRA's phased rollout plan. Drawing on the experience now accumulated from Bulgaria as well, the implementation process is becoming increasingly smooth, and going forward we will be even more efficient in the rollout during the subsequent waves.

Asset Insider launches asset lifecycle management project with City Facilities Management to manage 600,000 assets across Asia-Pacific

Asset Insider has launched an international project in partnership with City Facilities Management, one of the world's largest privately owned facilities management companies. Since launching in Australia in 2009, City has provided comprehensive facilities management to organizations across sectors such as retail, childcare, food services and healthcare.

The COMS365 initiative follows a series of product pilots, demonstrations, and evaluations that led to the selection of Asset Insider as the centralised asset lifecycle management platform for up to 600,000 assets across sites in Australia, New Zealand, Hong Kong, Macau, Singapore and Malaysia.

Managing critical infrastructure at scale
The project covers equipment and infrastructure, including refrigeration systems, HVAC installations, energy infrastructure, and material handling systems.
Asset Insider serves as a central asset lifecycle management layer, integrating with the Microsoft Dynamics 365 ecosystem - from Field Service to Finance & Operations. This enables operations, finance, and maintenance teams to work from a single source of truth, while working alongside existing business systems.

Implementation phases
The project begins with the creation of a digital asset register for tens of thousands of assets in Australia, with the scope expanding to 600,000 over the next two years.

Subsequent phases include:

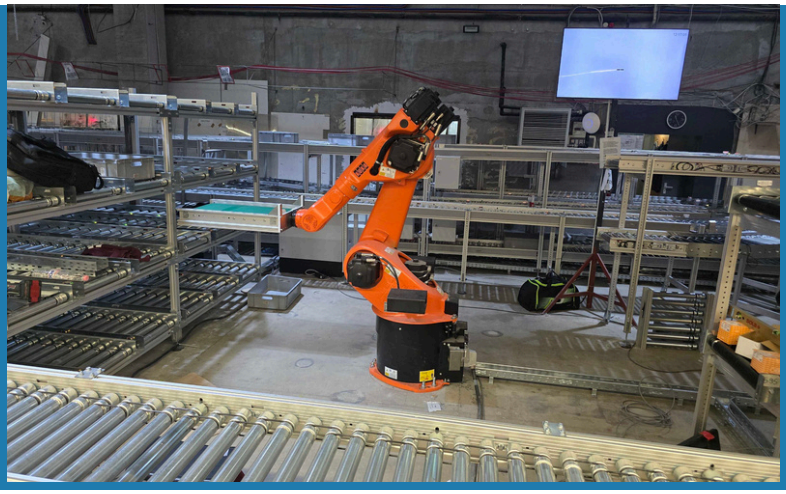
- Full asset inventory and creation of digital twins for asset tracking and monitoring
- Automated maintenance management schedules and deployment of lifecycle analytics tools
- Standardisation of asset management processes across New Zealand and Southeast Asia, providing full visibility into operations across the region

Efficiency and control
With the implementation of Asset Insider, City aims to improve operational efficiency, strengthen cost control, and establish a management model based on actual data on asset condition and lifecycle performance.

"This project demonstrates how the combination of deep asset management expertise and the Microsoft ecosystem enables greater control over asset condition, cost, capital, and maintenance planning," the Asset Insider team said.

Explore our solutions and completed projects at: www.assetinsider.ai

Our members from Logisoft have continued their successful journey in the automation of intralogistics solutions and have invented an innovative conveyor cart



The company's most significant achievement for 2025 is the completion of what is now the largest conveyor transport and distribution system in Bulgaria — built for client eBAG, with over 3,000 conveyor zones — along with the concept of a conveyor cart unlike anything previously conceived in the world.

The multi-story conveyor system at eBAG, with a total throughput of over 7,500 cassettes per hour, underwent a drastic expansion over the past year without causing any disruptions to the partners' business operations. The highlight of the system is the introduction of a new functionality - a buffer warehouse. It is served by a key conveyor zone placed in the arm of a KUKA robot. This robot made the system so flexible that it allowed clients to pre-prepare and buffer dispatch orders for a later time slot — something that was previously not possible.

You can see for yourselves in the video what clients have to say about Logisoft. This challenge — the buffer warehouse — also gave birth to the idea of an invention: a conveyor transport cart that caused a sensation at this year's LogiMAT exhibition in Germany and was recognized by the authoritative publication STIQ as ingenious. Among all 1,600+ exhibitors at the show, it was singled out as the most interesting product. However, its concept and complete execution are the result of Logisoft's intensive work throughout all of 2025. This cart, which is currently in the process of being patented worldwide, has the potential to transform the nature of the logistics business in the future and to place cubic solutions in their proper horizontal orientation!

Logisoft has continued its work on high-speed conveyor sorting solutions for Speedy and has developed new ones for clients such as euShipments, Post One, and others.

Also of interest to clients is the new zigzag sorter. With just two motors and an output belt — and without any expensive sorting element — it can affordably sort parcels that are impossibly small for conventional linear sorters.

Video

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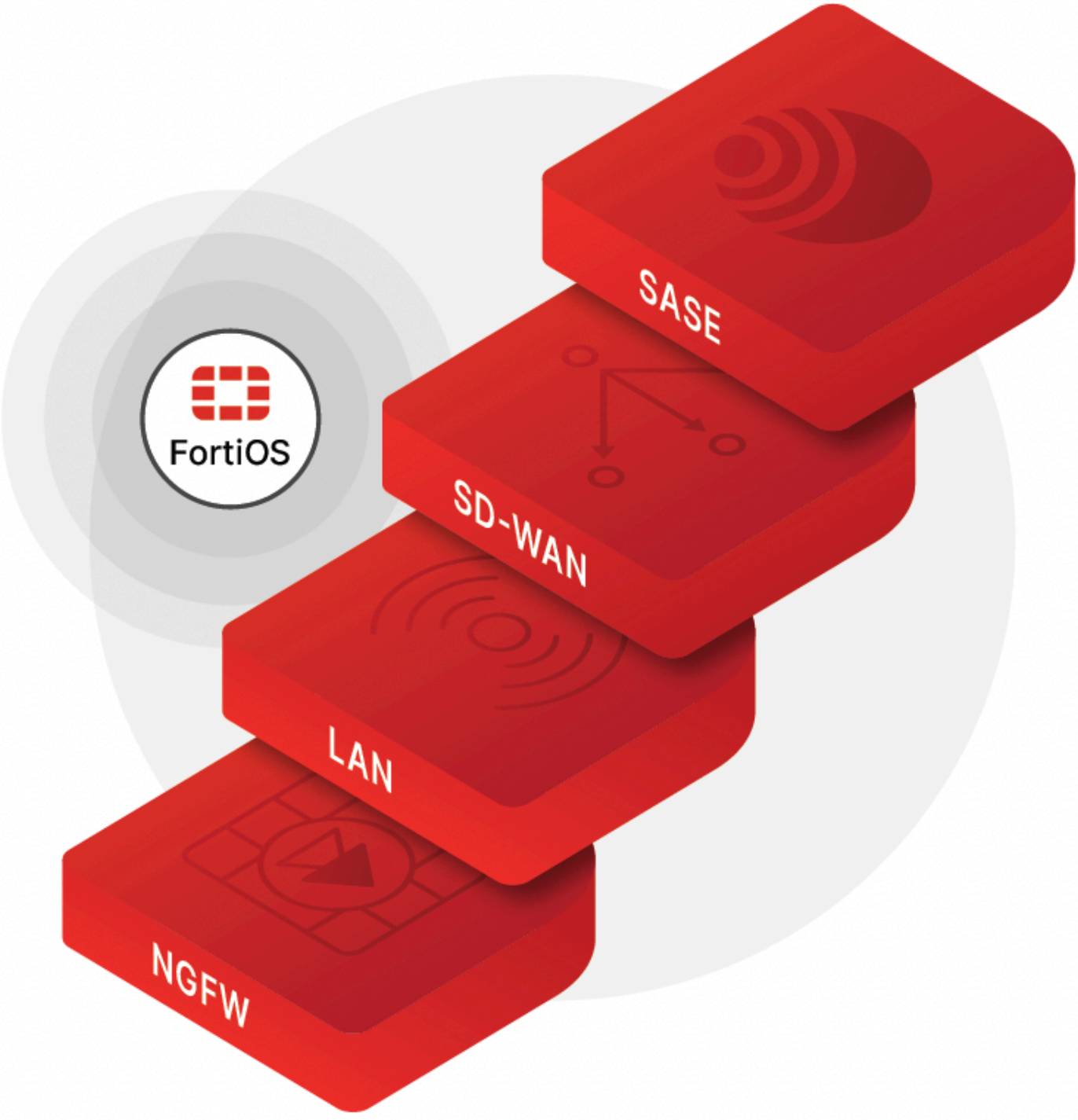


Summary of Spesima Ltd.'s Activities in 2025

In 2025, Spesima Ltd. solidified its position as an innovative Bulgarian engineering and manufacturing partner in the field of industrial automation. The company continued to develop high-tech solutions focused on optimizing production processes, increasing efficiency, and ensuring consistent quality.

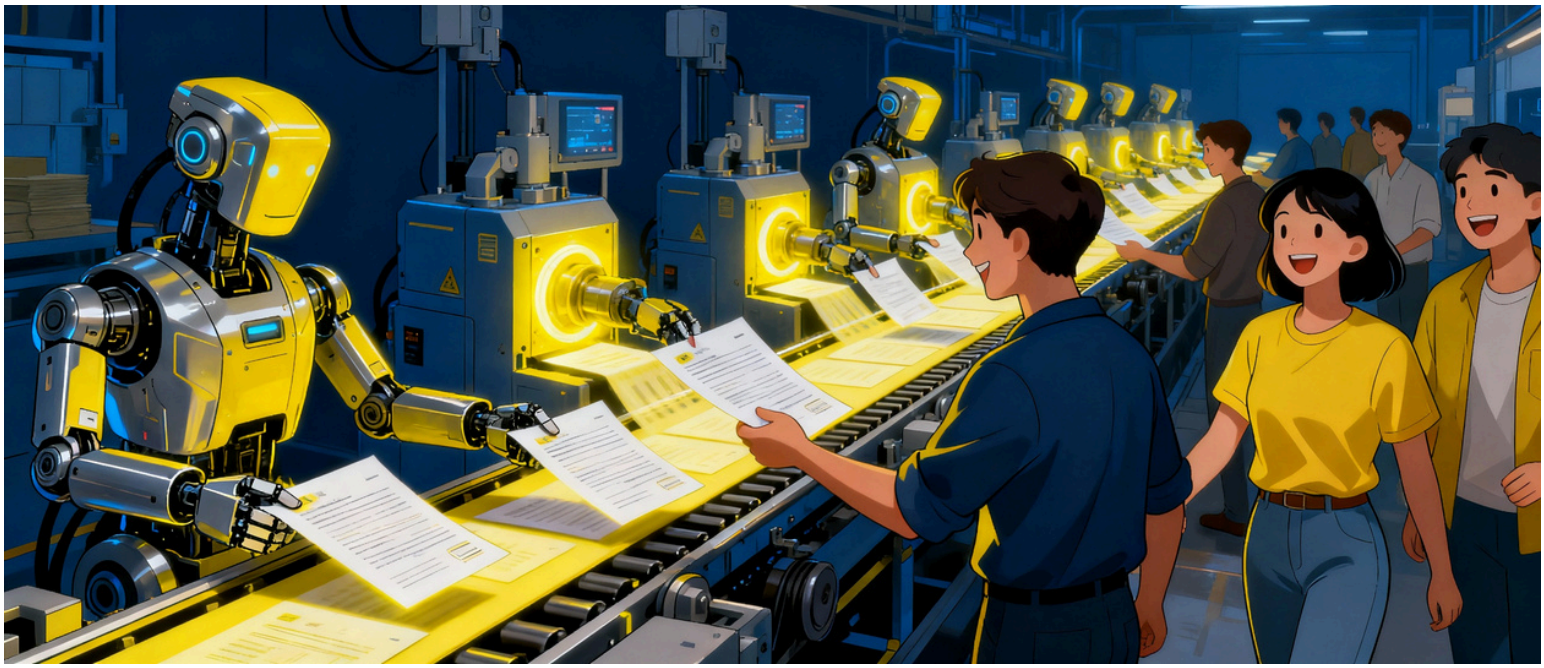
A key focus of Spesima's activities in 2025 was on comprehensive automation projects in the foundry industry, implemented in various European markets, including Germany, Poland, Croatia, and Bulgaria.

As part of these projects, the company implemented automation solutions for die-casting machines of various classes, covering robotic part removal, integrated quality control, cooling, and part transport. Some of the projects also include the reengineering of existing robotic systems, as well as the construction of complete automated cells. The implemented solutions demonstrate a high degree of engineering integration and contribute to increased productivity, reduced human intervention, and improved working conditions.
In 2025, equipment developed by Spesima was also integrated into a technology center in the U.S., marking a strategic step toward expanding the company's presence in the global market. This development highlights the potential of Bulgarian engineering expertise to be applied in an international context and to meet the highest industrial standards.

At the same time, Spesima has expanded the application of its technologies beyond the foundry industry through a project in the food and beverage sector. An automated palletizing system for plastic buckets was implemented, demonstrating the flexibility of the engineering solutions and the company's ability to meet specific requirements across various industries.
2025 confirmed a clearly defined transformation in the industry—from traditional automation to intelligent, adaptive systems based on machine vision and artificial intelligence, driven both by labor shortages and the pursuit of greater production efficiency and traceability.
Overall, 2025 is characterized by sustainable development, strengthened international positioning, and the establishment of Spesima as a reliable partner in the field of robotics and industrial automation, capable of implementing complex and highly efficient solutions for modern industry.

Storied Data (GUUT) has successfully implemented InfoApps (an interactive data format) in the operations of one of the world's largest chemical manufacturers

InfoApps is designed to operate in a complex IT environment that includes ERP/SAP, MES, IoT, and Excel systems. The solution consolidates data from multiple sources into a single analytical layer, resulting in a reduction of over 70% in the time required to prepare and analyze management reports, eliminating manual processes and associated errors, and transforming data usage from a periodic to a daily practice for management. The result is significantly improved operational control and real-time traceability. The platform provides simultaneous access to data for up to 5,000 users within the organization.



From an infrastructure standpoint, the solution enables the automated generation and distribution of thousands of customized reports in a single run, without placing additional strain on the existing infrastructure. This enables scaling to multiple plants and production lines without the need for new servers, reduces cloud consumption costs and BI system queries by over 50%, and ensures immediate data access for end users.

On a broader organizational level, the implementation of InfoApps aims to reduce reliance on external BI and IT resources for report generation by over 80%, build internal capacity for data analysis and interpretation, and establish data-driven management. Organizations are shifting from passively consuming reports to actively using data in their day-to-day decision-making.

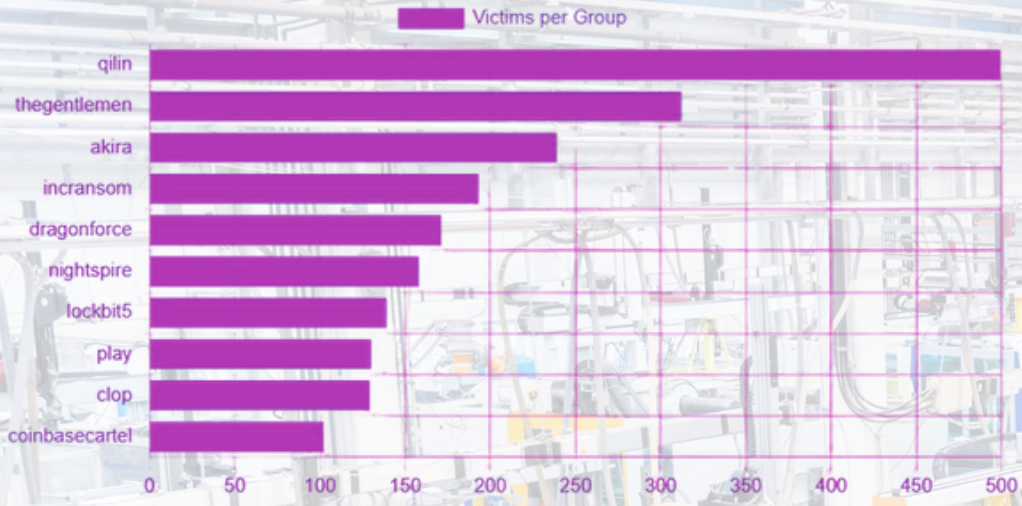
The integrated AI component facilitates the automatic extraction and structuring of data from unstructured sources, AI-based validation and detection of discrepancies, as well as accelerated prototyping of analytical interfaces, reducing design and development time by over 50%. This ensures faster implementation, higher data quality, and better adaptation of solutions to specific business needs.

YouTube video

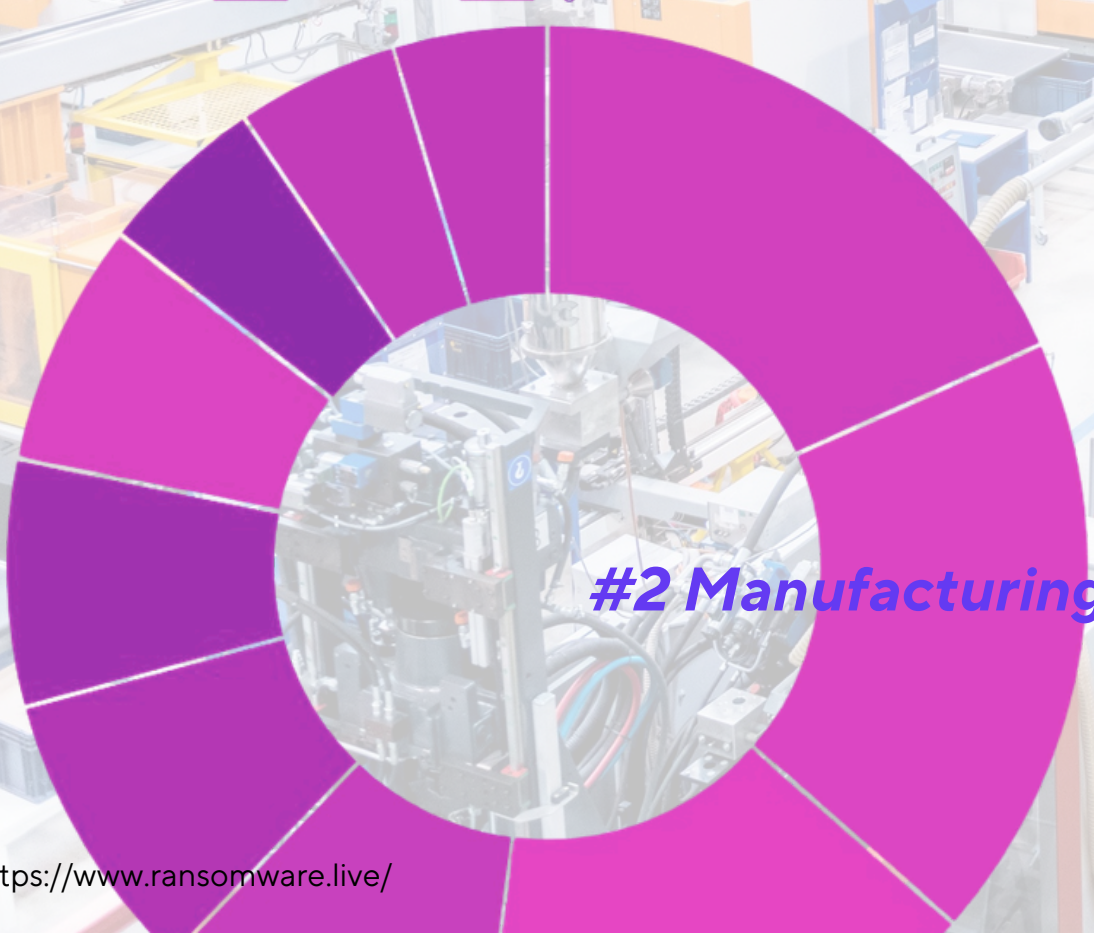
Ransomware Statistics — 2026

← Back to Statistics

Top 10 Groups



Top 10 Sectors



#2 Manufacturing

Source: https://www.ransomware.live/

- *NIS2 states that it is **mandatory to be tested***
- *The **2026 cyber threats trend** shows **"why now."***

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Sustain control - **test, adapt, mitigate**.

Dr. Eyal Pinko,
CEO of SAIFORT

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The Path of Doverie Brico AD Toward Digital Transformation with DigiTech Consult

In partnership with DigiTech Consult, an innovative Bulgarian company operating in the field of AI enterprise automation, Doverie Brico AD has embarked on a digital transformation journey aimed at transforming the Mr. Bricolage chain of stores business. The initial solutions identified by the companies, and subsequently developed and implemented by DigiTech Consult, focus on optimizing internal operational processes and improving customer interactions. The approach is grounded in long-term collaboration, within which automation is introduced progressively through a clearly defined roadmap for the enhancement and modernization of key business activities.

Operational Challenges

Prior to the initiative, the company processed more than 84,000 incoming documents annually from hundreds of suppliers, received through multiple channels. A portion of the invoices were received via email in PDF format, while others arrived as scanned documents sent by courier. The high volume of documentation required substantial manual effort and introduced risks of operational delays and errors. Concurrently, the customer service team was responsible for handling over 47,000 incoming calls per year, in addition to a significant number of email inquiries. A considerable share of these requests related to recurring questions concerning product information, availability, services, and related topics.

Automation of Accounting Processes

As the initial phase of the program, automation of incoming invoice processing was introduced through Robotic Process Automation (RPA). The solution enables the automated collection of documents from various sources, their recognition through Optical Character Recognition (OCR) technology, and their structured processing. The extracted data is subsequently delivered directly into the company's internal systems, where invoices are automatically recorded in accordance with established accounting procedures. Within the first two months following implementation, the system processed over 5,000 invoices, thereby reducing manual workload and establishing a more efficient foundation for the management of financial processes.

AI Digital Assistant for Customer Service

In parallel with document automation, an AI digital assistant was developed and deployed to support customers in accessing information related to products, services, stores, and delivery conditions. The assistant operates on a 24/7 basis and communicates in both Bulgarian and English, enabling interactions that closely resemble natural communication with a consultant.

Through the assistant, customers can obtain information regarding product availability, pricing, services, and return conditions, and can be directed to specific items through links to the online catalogue. Additionally, the assistant is capable of displaying the nearest store through an active location service integrated with Google Maps and supports self-service booking of services such as 3D design consultations through integration with calendar systems. In more complex cases, the system facilitates a seamless transfer to a live operator.

Next Steps in the Digital Transformation

The implemented solutions represent the initial phase of a broader digital transformation program within the company. Future phases envisage the expansion of automation across additional business processes, as well as the extension of the digital assistant's capabilities into new communication channels. These initiatives form part of Doverie Brico AD's long-term strategy aimed at enhancing operational efficiency and improving the overall customer experience associated with the Mr. Bricolage brand.

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Shelly Group and Zekeng AD Announce a Strategic Partnership in the Field of Hardware and IoT Solutions

The Bulgarian technology company Shelly Group, a leading European manufacturer of smart devices for homes and businesses, has announced its official strategic partnership with the Bulgarian engineering company Zekeng AD—one of the country's most experienced R&D teams in the field of electronics and high-tech hardware solutions.

In 2026, Zekeng AD strengthened its collaboration with the Shelly Group and established itself as the group's long-term hardware partner, actively participating in the development of the group's future products.

The membership of both companies in the Professional Association for Robotics, Automation, and Innovation (PARAi) also contributes to the partnership, as representatives of Zekeng AD and Shelly Group serve on the association's expert council, supporting the development of innovation in the sector at the national level.

Starting as a small PCB design studio, Zekeng AD has gradually grown into an integrated engineering organization that today develops both products for international partners and its own solutions. At the same time, the company continues to develop high-tech products, including those in the pet care sector—a segment in which Zekeng AD applies its expertise in robotics, automation, and artificial intelligence.

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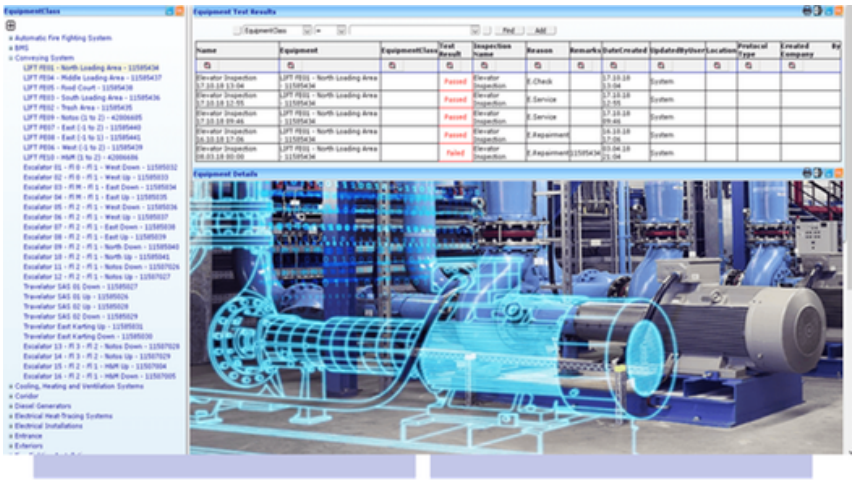
- Augmented & Virtual Reality Development
- PCB Manufacturing and Assembly

MOM4 connects Neoperl's production machines via OPC and provides real-time data

Amid growing demands for efficiency, traceability, and quality, the digitization of manufacturing processes is becoming a key factor in competitiveness. In this context, NearSoft has successfully implemented a project to connect the MOM4 platform to the production equipment at Neoperl, using standard OPC communication for automated collection of production data.



Direct connection to machines and reliable data

The project involves integrating MOM4 with actual production machines, from which process and operational data is collected in real time—including machine status, cycles, downtime, production volumes, and key process parameters. Via OPC interfaces, data is transmitted directly from the equipment to MOM4, without the need for manual entry or additional intermediate systems.

This approach ensures high data reliability and eliminates human-error-related issues—a common problem with traditional reporting methods.

MOM4 as the Digital Backbone of Manufacturing

The MOM4 platform functions as a central layer between machines and business systems, providing a unified data model and processing within the context of manufacturing processes. The collected information is used for:

real-time production monitoring;
analyzing productivity and downtime;
tracking the execution of production operations;
preparing data for subsequent integration with ERP systems.

The solution was developed in accordance with the international standards IEC 62264 and RAMI 4.0, which facilitates future expansion and upgrades.

Practical Results and a Foundation for Industry 4.0

As a result of the implementation, Neoperl now has a reliable base of production data that enables objective process analysis and decision-making based on actual measurements rather than estimates. The project establishes a solid foundation for implementing KPIs, OEE analyses, load optimization, and the phased implementation of Industry 4.0 principles.

With this project, NearSoft demonstrates how standardized OPC communication and a flexible MOM platform can quickly and with low risk achieve true digitalization of manufacturing—with direct benefits for the efficiency, transparency, and sustainable development of industrial enterprises.

Robotics

SpearX - Smart Air Defense

SpearX is a deep-tech defense technology startup with offices in Sofia, Kyiv, and Tallinn.

In 2025, the company developed a next-generation autonomous drone interception system.

The system combines artificial intelligence, real-time physical modeling, and the "human-in-the-loop" principle—the final decision always rests with the operator.

It is built on Edge AI, with all computations performed on-board, independent of the cloud.

The result: minimal latency and maximum reliability in combat conditions.
SpearX is proof that defense innovations are also born in Bulgaria.

Geocom Co LLC, the legal entity behind SpearX, was selected as a finalist in Bulgaria's national "Innovative Enterprise of the Year" competition and received the prestigious "High Achievements in Innovation" award. This recognition highlights our impact, technological originality, and effective business model in the development of dual-use AI-based drone systems.

In 2025, the company expanded its presence with new locations in Kyiv, Ukraine, and Tartu, Estonia. These strategic hubs strengthen our capabilities in cybersecurity and deep tech, connecting us to European innovation and research ecosystems.

New Balkans Law Office (NBLO) is a law firm with offices in Sofia and London and a presence in Dubai and Varna. We provide a full range of legal services, with a focus on the technology sector.

This includes data protection and privacy laws, financing, mergers and acquisitions, commercial negotiations, regulatory matters, intellectual property protection, as well as advisory services related to blockchain, fintech, biotechnology, health technology, artificial intelligence, and more. We have structured and represented funds, including four alternative investment funds in Bulgaria, facilitating connections between local founders and international markets.

Our partners have served as mentors at Seedcamp and Bethnal Green Ventures and as consultants on decentralized science (DeSci) and longevity biotechnology.

Our experience over the past year includes: facilitating a €200,000 investment in a health tech startup; rolling out a network of MRI centers in the UK; assisting several AI founders with funding rounds; advising on technology transfer agreements and providing legal representation in technology-related disputes under the laws of Delaware, England, and Switzerland, among many other services. In the field of robotics and artificial intelligence, we are a long-standing member and supporter of PARAi and strong advocates for renewed business ties between Bulgaria and Japan for the 21st century, where we are organizing a series of events next year.

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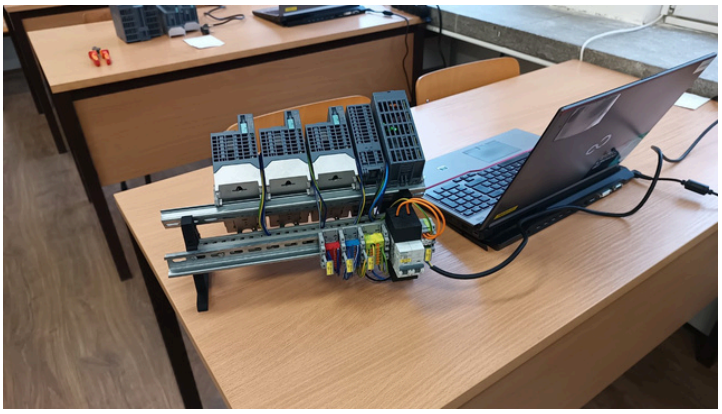
EDUCATION

Siemens and TU Sofia Launch First-of-Its-Kind Laboratory for Industrial Cybersecurity

In the context of global digitalization and increasingly stringent regulatory requirements, the protection of operational technologies (OT) has become a critical priority for industrial management. The response to this challenge is the new "Laboratory for Industrial Communication and Cybersecurity in Automation Systems" at TU Sofia—a project that sets a new standard in academic and professional training in Bulgaria.



Strategic Expansion

The long-standing partnership between Siemens Bulgaria and the Technical University of Sofia is being expanded through the sharing of valuable know-how via the creation of a high-tech facility. It successfully integrates the academic expertise of the Department of Continuous Production Automation with the current technological requirements of the market.

Innovation in the Transfer of Knowledge and Experience

A key advantage of the laboratory is the unique methodological content developed by Siemens Bulgaria experts. It includes 13 practical scenarios based on real-world cases from industrial practice—an approach that facilitates the transition from theoretical knowledge to applied competence.

The exercises simulate complex situations that today's engineers face in a real work environment:

- Network segmentation using Scalance S industrial firewalls;
- Security lifecycle management in accordance with the IEC 62443 standard;
- Providing secure remote access and centralized network management via SINEC NMS and Sinema Remote Connect.

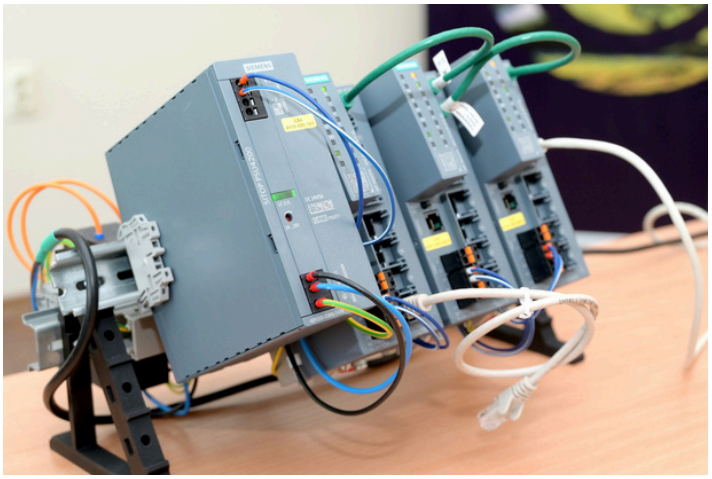
Technology Architecture

The lab features 6 fully equipped workstations that integrate high-end industrial components:

- Scalance XC200 – managed switches for building resilient network structures;
- Scalance S – specialized protection modules for cyber protection of production cells;
- Software platforms for real-time monitoring and diagnostics.

Value for Business and the Industrial Community

In addition to training future engineers, the facility has conducted its first training sessions for business professionals. This establishes it as a strategic center for knowledge exchange and upskilling—a critical factor in a sector where the shortage of applied cybersecurity expertise is palpable.



Education

Horizontal Integration of AI Technologies into the Logiscool Educational Ecosystem

Over the past year, Logiscool has carried out a large-scale modernization of its curriculum, transforming artificial intelligence (AI) from a theoretical concept into a practical tool integrated at every stage of programming education for children from grades 1 to 12. The project encompasses the introduction of specialized AI modules, creative courses, and hybrid methodologies that prepare the next generation of professionals for the demands of a high-tech and automated industry.

Integration of AI into the Learning Process (AI-Enhanced Programming)
Logiscool has introduced the principle of "hybrid creation," whereby children do not simply learn the syntax of a given language, but also learn how to use AI tools for algorithm optimization, error detection, and idea generation. This transforms traditional programming education into a process of managing intelligent systems — a skill that lies at the core of modern robotics.

Creative Courses in Generative AI
The school's specialized new course formats focus on developing so-called Prompt Engineering skills and an understanding of generative models. Through these, students acquire the ethical and effective use of AI for creating digital content, visual assets, and logical structures, fostering critical thinking and digital creativity.

Specialized Training in Machine Learning
For more advanced students, modules in machine learning and data analysis have been introduced. These courses lay the foundations for the professional competencies required to design adaptive systems for automation, computer vision, and predictive maintenance.

Contribution to the Technology Ecosystem

The integration of AI education across all levels of the Logiscool curriculum addresses one of the most serious challenges facing the Bulgarian technology sector — the shortage of professionals with an "AI-native" mindset.
Through the broad scope of its program, Logiscool is building talent that possesses not only technical programming skills, but also the ability to work with complex AI solutions.
The project positions Logiscool as a pioneer in early technology education, applying methodologies that synchronize the educational process with the pace of industrial transformation. Logiscool is not simply introducing AI and new courses — it is striving for a comprehensive shift in the educational paradigm, one that ensures Bulgaria's future engineers and IT professionals will begin their careers with a deep understanding of the technologies that will drive automation and robotics in the years ahead.

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CONTENT FROM OUR PARTNERS

The Bulgarian Small and Medium-Sized Enterprises Promotion Agency in 2025: Internationalization, Industries, and the Technological Positioning of Bulgarian Businesses

In 2025, the Bulgarian Small and Medium-Sized Enterprises Promotion Agency (BSMEPA) reaffirmed its role as an active instrument for the international positioning of Bulgarian small and medium-sized enterprises. The agency supported the participation of Bulgarian companies in key industrial, technological, startup, and sector-specific forums in Europe and Asia, including HANNOVER MESSE, AUTOMATICA, World EXPO 2025, We Make Future, BITS & Pretzels, WEB SUMMIT, and others. Initiatives related to robotics, automation, the electrical industry, innovation, technology transfer, and international business contacts were particularly important for the industrial and technology community. In this sense, 2025 can be viewed as a year in which the Bulgarian Small and Medium Enterprises Promotion Agency (BSMEPA) continued to expand its practical support for Bulgarian companies not only by funding their participation but also by building international visibility, partnerships, and market access.

In 2025, the Executive Agency for the Promotion of Small and Medium-Sized Enterprises continued to be one of the most active public institutions in promoting exports, international positioning, and business contacts for Bulgarian companies. The agency's activities during the year can be summarized in several key areas: national participation in international trade fairs, business forums with bilateral meetings, support for technology and innovation companies, participation in World EXPO 2025 in Osaka, and the development of international partnerships.

World EXPO 2025 Osaka

One of the most notable highlights of the year was Bulgaria's participation in World EXPO 2025 in Osaka, where the Bulgarian Small and Medium-Sized Enterprises Promotion Agency (BSMEPA) played a key role in organizing the national presentation. The agency supported Bulgarian SMEs from various sectors through trade missions and thematic participation, including in areas such as health technologies, educational technologies, gaming, textiles, and apparel. As part of the "Learning and Playing" theme week in Osaka, a trade mission was organized for Bulgarian SMEs in the fields of educational technology and the creative gaming industry, with the SME Agency covering a significant portion of the participation costs for the approved companies.

In the technological and industrial context, initiatives focused on automation, robotics, and industrial technologies were particularly important. In June 2025, Bulgaria participated for the first time with a national pavilion at AUTOMATICA 2025 in Munich, an international trade fair for automation, robotics, and industrial technologies, organized with the support of the Bulgarian Small and Medium-Sized Enterprises Promotion Agency (BSMEPA).

The Agency also supported the national participation of 11 Bulgarian SMEs at HANNOVER MESSE 2025, one of the most significant international exhibitions for industrial technologies. At the national level, the agency also supported and organized a series of practical business forums.

In 2025, the Agency continued to support the participation of Bulgarian companies in international platforms for startups, technologies, and innovations. The Agency organized or supported Bulgarian participation in events such as We Make Future 2025 in Bologna, Reflect Festival 2025 in Limassol, TNW 2025, BITS & Pretzels Founders Festival 2025 in Munich, and WEB SUMMIT 2025.

In the manufacturing and export-oriented sectors, the SME Agency supported the participation of Bulgarian companies in international trade fairs such as Salone del Mobile 2025 in Milan, where the agency organized a national stand for eight Bulgarian SMEs from the furniture and interior design industry.

Sofia Tech Park Strengthens Its Ecosystem in Support of Business and Science

In 2025, Sofia Tech Park upgraded and continued to develop key initiatives that position Bulgaria on the map of high technology and innovation in Europe. Through strategic projects in the fields of artificial intelligence, high-performance computing, and digital transformation, the park is building a comprehensive ecosystem in support of science, business, and the public sector. Among these are the Bulgarian artificial intelligence factory BRAIN++, the petascale supercomputer Discoverer+, and the European Digital Innovation Hub InnovationAmp. The three initiatives complement one another by providing access to cutting-edge technologies, specialized expertise, and resources for developing innovative solutions and enhancing the competitiveness of Bulgarian companies, research organizations, and the economy as a whole.

BRAIN++ is the Bulgarian artificial intelligence factory, part of a network of European AI enterprises. The project for its implementation is being carried out by Sofia Tech Park and INSAIT. The factory collaborates with government institutions and research organizations, and supports startups and small and medium-sized enterprises at every stage — from the first pilot projects in artificial intelligence and high-performance computing to systems ready for deployment in production. BRAIN++ offers services tailored to specific needs, hands-on expert support, access to resources, and AI training courses, thereby driving progress in key sectors such as robotics, industry, space research, healthcare, new materials, agriculture, pharmaceuticals, disaster management, logistics, urban planning, and more.

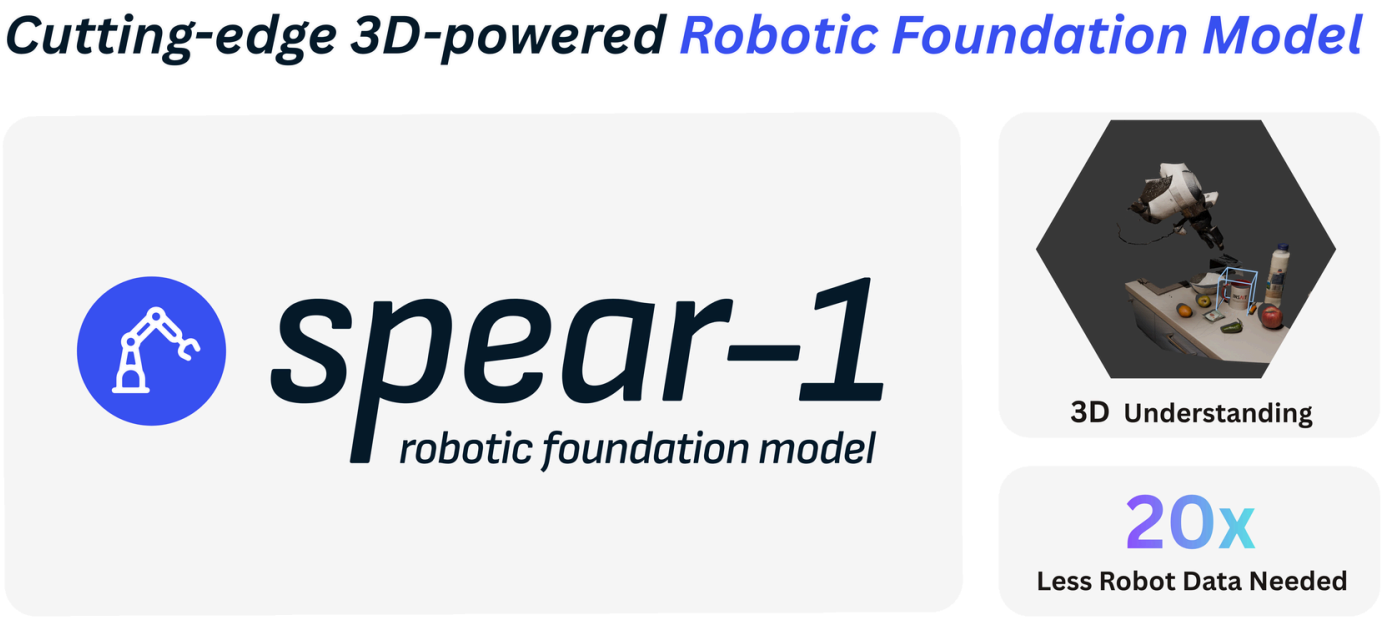
Discoverer+ is the Bulgarian petascale supercomputer, part of EuroHPC JU, with a computational power of 4.5 petaflops and 2 petabytes of memory, making it a powerful tool for advancing nearly all fields of science and for supporting the development of applications with industrial and societal relevance. In 2025, the machine was upgraded with new systems and now provides services to the business community, academia, and the public sector in the field of AI. Discoverer+ is specialized for machine learning, neural network processing, large language models, digital twins, and other computationally intensive tasks. To date, the machine has participated in over 100 projects with the scientific and business communities in Bulgaria and the EU. Discoverer+ is managed by the "Petascale Supercomputer Bulgaria" consortium, whose members — Sofia Tech Park, the National Centre for Computer Applications, and the Strategic Artificial Intelligence Center — together bring over 15 years of knowledge and experience from Bulgarian scientists and engineers.

InnovationAmp is a European Digital Innovation Hub created to support digital transformation in Southwestern Bulgaria. It supports and drives the digital and green transformation of small and medium-sized enterprises, public administrations, and other organizations through the use of modern technologies such as AI, big data, and high-performance computing. InnovationAmp provides free services, scientific infrastructure, and expert support that help boost the competitiveness and innovation potential of both the business community and the public sector. Partners in InnovationAmp include Sofia Tech Park, Sofia Tech Labs, Discoverer+, the ICT Cluster Sofia, the GATE Institute, Nevek, the Sofia Municipality, the Strategic Artificial Intelligence Center, the Technical University of Sofia, and Digitech.

INSAIT unveils SPEAR-1 – Europe's first open robotic foundation model trained on 3D data

INSAIT | Institute for Computer Science, Artificial Intelligence and Technology

In 2025, CSRankings placed INSAIT among the top 5 institutions in Europe in computer vision, No. 1 in Eastern Europe, and among the top 100 globally in the fields in which it operates. The institute now has nearly 100 researchers from more than 20 nationalities, coming from institutions such as MIT, ETH Zurich, the University of Oxford, the University of Cambridge, King's College London, and others.
In 2025, INSAIT and MIT CSAIL launched a joint research program to advance artificial intelligence and computer science. During the year, it was also announced that Bulgaria would have its own AI Factory, a EUR 90 million project developed by INSAIT and Sofia Tech Park.
Over the course of the year, more than 100 INSAIT papers were accepted at all leading scientific conferences in the field of AI worldwide. INSAIT is supported by companies such as Google, Amazon Web Services, DeepMind, SiteGround, VMware, and others.



In October 2025, INSAIT introduced SPEAR-1 - an open AI model for robotics with advanced 3D spatial understanding, available for free to researchers and companies. It is expected to accelerate robotics development and drive global change, as similar technologies have so far been controlled by large corporations.

The key breakthrough lies in using real 3D data instead of 2D images, enabling a more accurate understanding of environments while requiring up to 20 times less training data. The model combines action-based and spatial data, overcoming the need for expensive robotic datasets.
SPEAR-1 is a general-purpose model, similar to GPT, capable of understanding human instructions and controlling different robots. It lays the foundation for future innovations and strengthens Europe's position in AI and robotics.

Learn more about the project here: https://spear.insait.ai/

Bulgarian-Greek Chamber of Commerce and Industry (BHCCI): An active intermediary between Bulgaria and Greece

In 2025, the Bulgarian-Greek Chamber of Commerce and Industry positions itself as an active bilateral economic intermediary between Bulgaria and Greece, with a strong focus on business forums, B2B meetings, investment instruments, cross-border connectivity, the Eurozone, and industrial cooperation.

The key highlights include the forum on February 27 in Sofia, participation in Money Show 2025 in Thessaloniki, the "Bulgaria Meets the Euro" program as part of the 89th Thessaloniki International Fair, and the forum on November 14 on ties between Bulgaria and Greece in the industrial sector. The BCCI made a particularly strong showing by organizing the Bulgarian pavilion at Helexpo, where the Chamber marked Bulgaria's entry into the eurozone and brought together Bulgarian and Greek finance ministers and bankers.

The Chamber is actively involved in issues that directly impact trade relations between the two countries. Early this year, the BCCI highlighted the opportunities arising from Bulgaria's full accession to the Schengen Area, which facilitates the movement of people, goods, and services between Bulgaria and Greece. As part of the business forum in February 2025, the Chamber brings together institutional representatives and companies from both countries, focusing the discussion on specific sectors with potential for cooperation: construction, tourism, hospitality, real estate, innovation, IT, robotics, food, and raw materials. In this context, the BCCI acts not only as an event organizer but also as a platform for practical connections between companies, institutions, and investment opportunities.

Throughout the year, the BCCI expanded its presence in broader regional and European formats. The Chamber participates in initiatives related to the Eurozone, the green transition, the circular economy, digitalization, cybersecurity, logistics, and regional connectivity.

BGCCI organized the signing of a cooperation agreement between the Trakia Hub and companies from the Thessaloniki Industrial Zone.

In the fall of 2025, Savvas Karafilidis, founder of the Bulgarian-Greek Chamber of Commerce and Industry (BGCCI), received an award from EPLO—the European Public Law Organization—in Athens, presented by Minister Theodorikakos

Through partnerships with organizations such as the BCCI, the BCCI Investment Council, the European Digital Innovation Hub "Thrace," the Green Transition Forum, PARAi, EU-Chambers in Bulgaria, and HELEXPO, the BGCC contributes to building a stronger business infrastructure between Bulgaria and Greece. Of particular importance are the topics of Bulgaria's participation in the Thessaloniki International Fair, Bulgaria's positioning within the context of the Eurozone, and industrial cooperation between industrial zones in both countries. This demonstrates that in 2025, the chamber worked not only on bilateral trade but also on strategic issues related to investment, industrial modernization, and regional competitiveness.

PARAi

Kristiyan Mihaylov
kristiyan@para.expert

Yonko Chuklev
yonko.chuklev@para.expert

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Professional Association of Robotics Automation and Innovation