



# DEESME

National schemes for energy efficiency in SMEs

Deliverable 4.8 - Public

Final Monitoring Report

Implementing the DEESME campaign for energy efficiency

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## Project information

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## About

Unlike large companies, SMEs have less technical human and financial resources to improve their energy efficiency. Barriers have been deeply investigated including lack of awareness, low capital, difficulty to access financing, doubts around actual saving potential and the lack of technical human resources. To provide SMEs with technical resources such as methodologies, best practices, technology inventories and subsidies, national schemes exist. Some of the schemes introduce mandatory actions (energy analysis) to obtain such subsidies. Nevertheless, national policy schemes have failed to some extent to convince companies that the energy audit is something more than a “bureaucratic fulfilment” to obtain a contribution and to push large companies to take the step from the analysis to the investment. To overcome that, DEESME aims at:

- a) Enabling companies to manage the energy transition by taking profit of multiple benefits and energy management approaches,
- b) Supporting the development and implementation of energy efficiency EU policies in the framework of article 8 of the Energy Efficiency Directive, beyond the project, by providing national authorities with guidelines and recommendations on how to strengthen the national schemes, and
- c) Enhancing the adoption of the DEESME approach by National Authorities beyond the project timeline through the implementation of institutionalization activities.

The project identified and shared best practices from national schemes, EU projects and other initiatives with national authorities and support them in developing more effective schemes dealing with energy audits and energy management systems. It has assisted SMEs to develop and test the technical DEESME solutions by organizing information and training initiatives, realising energy audits and implementing energy management systems starting from international standard and adding the multiple benefits energy efficiency approach.

The project is built on a strong consortium of academics, research organisations, consultancies and government offices from Belgium, Bulgaria, Germany, Italy, the Netherlands and Poland, namely: IEECP (NL, coordinator), FIRE (IT), SOGESCA (IT), Fraunhofer ISI (DE), CLEOPA (DE), SEDA (BG), ECQ (BG), KAPE (PL), EEIP (BE).

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## 1. Introduction to the monitoring strategy of Work Package 4

According to the DEESME proposal, each work package (WP) includes its dedicated monitoring activities. Work package 4 (WP4) of the project aims at implementing the DEESME campaign for energy efficiency in four EU countries: Bulgaria, Germany, Italy and Poland. This work package is focused on increasing the attractiveness of the solutions adopted by DEESME during the implementation of WP3 “Enabling companies to take profit of multiple benefits and energy management approach”. After collecting and analysing the results obtained from the implementation of 50 energy audits and 25 energy management systems using the multiple benefits approach within WP3, consortium members sought to reach out to 50 project key actors and 2500 companies in order to raise the awareness of companies on the DEESME approach. The DEESME Campaign for Energy Efficiency further strived to encourage a wider number of companies to invest in energy saving measures, hence declining energy consumption trends and reducing energy demand in different sectors.

The specific objectives of the work package are:

- test the attractiveness of the solutions adopted by DEESME to encourage companies towards energy efficiency
- involve at least 2500 companies (minimum 500 in each of the 4 DEESME MS) by the end of the project, either directly (e.g. phone-calls and trainings) or indirectly (e.g. newsletters)
- involve at least 10 national trade associations and other key actors in each country
- provide the Institutionalization process (WP5) with working documents based on real scale and key actors’ points of view

The monitoring activities in WP4 are to find out to what degree these specific objectives have been reached and to identify opportunities for improvement of the further implementation of the project. In other words, task 4.4 (T4.4) is to monitor the results and impact of the work package (Figure 1).



*Figure 1 – WP4 monitoring strategy*

This final monitoring report shows the results achieved by the campaign (and specifically on the indicators of this work package) at the end of the project’s implementation period.

Due to some delays in the implementation of the campaign itself – mainly due to Covid19 – the submission of this deliverable has been slightly postponed.

## 2. Summary of key performance indicators (KPIs) and data requirements

According to the project proposal, the DEESME project shall attain a set of different key performance indicators within and beyond its duration. The overall set of indicators addresses different parts of the

project. Some of them relates to the activities carried out in WP4 (Table 1, summary of WP4 DEESME indicators)

Project Performance Indicator		Quantification	Measurement unit
<b>Indicators related to the DEESME communication campaign</b>		within project duration	
#1	Key actors with increased skills/capability/competencies with reference to multiple benefits and management (T4.1)	50 (10)	number/consortium (minimum number/country)
#2	Companies addressed during the DEESME campaign (T4.1)	2500 (500)	number/consortium (minimum number/country)
#3	Meetings with key actors (T4.1)	8 2	number/consortium number/country
#4	National events with companies (T4.2)	8 2	number/consortium number/country
#5	Training sessions and workshops with key actors and companies (T4.3)	12 3	number/consortium number/country

*Table 1 – summary of WP4 DEESME indicators*

### 3. Reporting on indicators

#### 3.1. Indicator #1: Key actors with increased skills/capability/competencies (T4.1)

##### 3.1.1. Overview

Prior to identifying the data needed to monitor the KPIs, it is important to understand how the target is defined.

According to the Grant Agreement, 50 key actors were foreseen to be directly involved within the project, and their skills/capability/competencies to increase during the project.

According to D4.1 – Plan of the Communication Campaign, key actors are defined as “various individuals, groups or organizations that are directly involved in the DEESME communication campaign with the aim to encourage companies to invest in energy efficiency based on the DEESME approach”. A non-exhaustive list of such key actors includes: trade companies’ associations, consortia and other companies’ aggregators; energy consulting and certification firms; energy agencies; research organizations and universities; financial actors; regional and other relevant local authorities; media & press; general public.

**Quantitative indicator:** 50 key actors in total (minimum 10 per DEESME pilot country)  
**Qualitative indicator:** skills/capability/competencies will increase

##### 3.1.2. Data collection

##### Quantitative indicator

All national technical partners were required to fill in the Key Actors’ Register – Annex 1 of Deliverable 4.1 (D4.1) – Plan of the communication campaign. Bi-monthly (at the end of every odd month), national technical partners were required to send the key actors’ registers (table 2) to IEECP. IEECP has kept track of anonymized Key Actors in the General Key Actor register (table 3), in order to monitor the achievement of DEESME KPIs. Updated General Key Actors’ Register has been included in Deliverable 4.7 (D4.7) - Intermediary monitoring report - Implementing the DEESME

campaign for energy efficiency (Task 4.4, IEECP) - month 27; and Deliverable 4.8 (D4.8) Final monitoring report on the attractiveness of DEESME approach - Implementing the DEESME campaign for energy efficiency (Task 4.4, IEECP) - month 36.

No	Name of key actor	Type of key actor (drop-down menu)	Other type of key actors (describe)	Name and surname of contact person/s	Contact details (e-mail/phone number)
1					
2					
3					

*Table 2 – Sample of the Key Actors register (Annex I of D4.1)*

No	Name of Key actor	Type of key actor (dropdown menu)	Other type of key actor (describe)	Responsible partner (country)
1				
2				
3				

*Table 3 – Sample of the General Key Actors register (Annex I)*

### Qualitative indicator

Recommendations from key actors for improving national schemes have been collected by the project partners in different forms. IEECP developed a simple survey which was translated and distributed to key actors in Bulgaria, Germany and Italy (see Annex II - Recommendations from key actors). In Poland, recommendations have been collected informally from working sessions with key actors (see indicator #5).

### 3.1.3. Final results

### Quantitative indicator

The total number of key actors involved was 72, which means that the general KPI of 50 key actors involved overall was reached. The KPI was also reached in all 4 DEESME countries where more than 10 key actors were involved.

As it can be clearly seen in the Annex I – General Key Actor Register – the state of play is the following:

Country	Number	Type of key actors
Bulgaria	12	4 Universities or Research Organisation, 2 Financial Actors, 2 consortia of companies, 1 Energy consulting firm and 1 aggregator of companies, on top of an Agency of the Bulgarian Ministry of Economics in charge of industry and SME management, and 1 energy expert
Germany	11	5 Companies' associations, 1 Companies aggregator, 2 Energy Consulting Firms, 2 Initiatives (Initiative energy efficiency networks – IEEN and Cluster Energietechnik Berlin Brandenburg), 1 Energy Agency.
Italy	34	33 Trade companies' associations and 1 University

Poland	15	9 Company aggregators, 3 regional authorities, the Ministry for Climate and Environment, 1 spokesman for SMEs and 1 Energy Consulting Firm.
TOTAL	72	

### Qualitative indicator

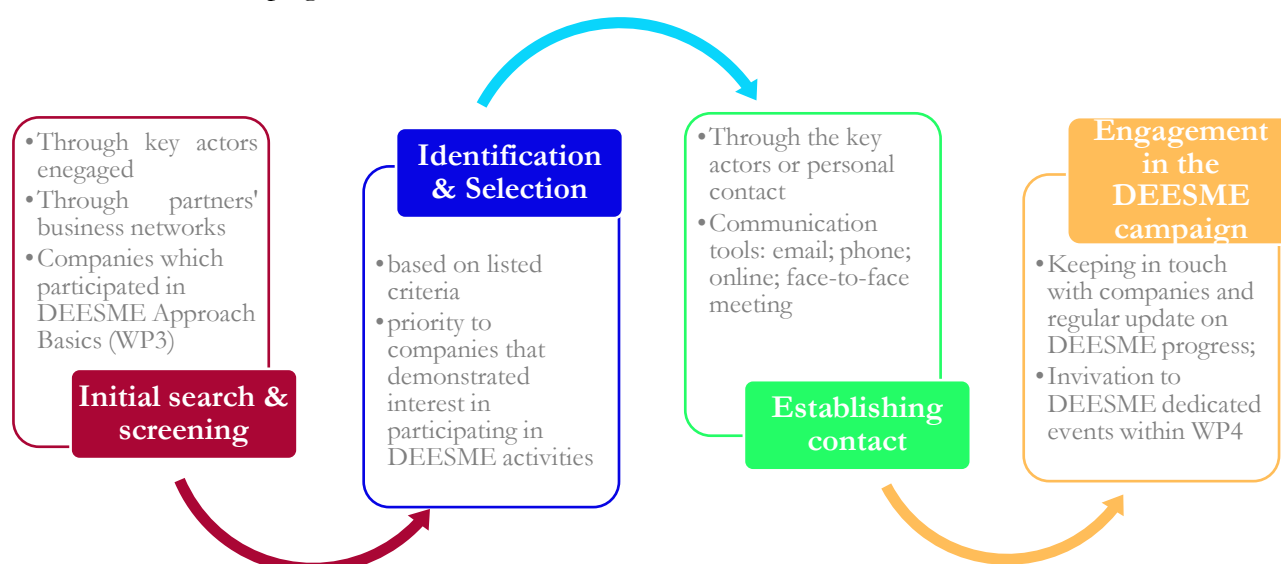
Recommendations for improving national schemes were collected from the survey developed by IEECP for 21 key actors in Bulgaria, 1 in Germany and 11 in Italy. In Poland, recommendations were collected in the three conducted working sessions from an overall number of 30 key actors and companies.

The collected recommendations are reported in the Annex II.

## 3.2. Indicator #2: Companies addressed during the DEESME campaign (T4.1)

### 3.2.1. Overview

According to the Grant Agreement, the consortium was committed to involve at least 2500 companies in the 4 DEESME pilot countries (with a threshold of minimum 500 companies per country) in a communication campaign.



*Figure 2 – the four steps of the engagement process*

The process for the involvement of companies consisted of four steps, as graphically reported in figure 2: initial search and screening; identification & selection; establishing contact; engagement in the DEESME campaign.

### Quantitative indicators:

- 2500 companies in total (at least 500 per DEESME pilot country)
- 20 newsletters and similar documents (at least 5 per DEESME pilot country)
- 5 web content published on websites (DEESME official website + the website of each national technical partner – ECQ, CLEOPA, SOGESCA, KAPE)



### 3.2.1. Selection of companies

Each country autonomously decided which companies to engage and how to engage them.

In **Bulgaria**, companies were approached through several channels:

- 1) Direct: ECQ has direct link with more than 100 companies in various sectors of the economy and contacted them for the DEESME campaign implementation. Furthermore, ECQ has a database with company contacts gathered from various public registers and events and used it to send them information regarding the campaign.
- 2) Indirect: ECQ exchanged a number of emails and phone calls with key actors aimed at securing their support in contacting companies. Both ECQ and SEDA had contacted key actors with regards involving both them and companies they are in touch with in campaign through their network. A total of 2000 stakeholders, the majority of which companies, were contacted throughout the campaign implementation in Bulgaria.

In **Germany**, Cleopa coordinates the Cleopa Energienetz with more than 10.000 companies, whose members are commercial (entities SME). Having in mind the dissemination effect of DEESME, Cleopa addressed all of them by paper newsletters with attractive information about energy efficiency, grants and funding and cooperation opportunities. In one of those newsletters more than 500 companies were selected and targeted with the DEESME information. All those companies had already business contact before and were also selected as multipliers towards more SMEs on their own customers lists.

In **Italy**, the company selection was based on existing direct relationships with SOGESCA. Moreover, SOGESCA liaised with partners operating in the same consulting services sector but with a slightly different focus, for example consultants working more on the incentives available for energy efficiency and other companies' investments rather than on technical energy consulting services to extend the reach of the communication campaign. Finally, SOGESCA and FIRE reached out to key actors like sector associations and involved and actively engaged them in the campaign in order to illustrate the DEESME multiple benefits approach and ensure their role as knowledge multiplier towards associated companies. FIRE extensively published articles on DEESME in the FIRE newsletter.

In **Poland**, when selecting companies, KAPE benefited mainly from cooperation with companies' associations and aggregators. These associations are located in different parts of the country and each of them has a large base of enterprises from its own region. Associations provided information about the project directly to the associated companies. In addition to companies that were informed about the project by companies' associations, KAPE also benefited from its existing contacts, which are the result of activities in projects including SMEs.

### 3.2.2. Data collection

All national technical partners were required to note down all the communication sent to companies in the Communication Campaign Company Register (Table 4) and send it bi-monthly to IEECP who kept track of anonymized data in the General Communication Campaign Company Register (Table 5), in order to monitor the achievement of DEESME KPIs.

No	Name of company	Type <sup>1</sup> (drop-down menu)	Sector	(If network) Number of affiliates	Name and surname of contact person/s	Contact details (e-mail/phone number)	Mean of contact (drop-down menu) <sup>2</sup>
1							
2							
3							

*Table 4 – Sample of the Communication Campaign Company Register (Annex III)*

No	Name of company	Type <sup>2</sup> (dropdown menu)	Sector	N	Mean of contact <sup>3</sup>	Responsible partner (country)
1						
2						
3						

*Table 5 – Sample of the General Communication Campaign Company Register (Annex III)*

### 3.2.3. Final results

By the end of the project, a total of 1639 subjects were reached via the DEESME campaign, of which 1631 companies and 8 networks, representing more than 630,000 additional companies. This means that the general KPI of 2500 companies reached was greatly exceeded. The KPI was also reached in all 4 participating member states.

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<sup>1</sup> Micro, Small, Medium, Large company

<sup>2</sup> Direct email, newsletter, phone-call, in-person meeting

As it can be clearly seen in the Annex III – General Communication Campaign Company Register January 2023 – the state of play is the one reported in Table 6.	Country	Number	Notes
Bulgaria	1087	Accommodation and food service activities (5), Administrative and support service activities (2) Association / NGO (40) Audit (3) Business consultancy (1) Chamber of Commerce (13) Cluster (2) Construction (12) Construction mechanization (1) Consultancy (15) Counselling (2) Design (1) Digital technologies for industry sector (2) Distributive trades (15) District administration (1) Economy policy think tank (5) Education / NGO (8) Embassy (15) Energy Sector (301) European authority (2) Expert (1) Financial services (13) Forestry (1) Gas transportation (3) Geographic Information Systems (4) Hospital (1) Industry (1) Information and communication services (3) Information Technology (1) Insurance services (3) IT Consulting (2) Legal counsel (30) Legal services (1) Local authority (59) Management consulting in the energy sector (4) Manufacturing (92) Manufacturing of monitoring devices (1) Media (209) Media monitoring (2) Metal industry (1) Mining (3) Ministry (34) Monitoring and analysis of macroeconomy (2) National Agency (1) National Authority (30) National Committee (1) Network (1) NGO (19) Nuclear plant (5) Online media (1) Packaging industry (1) Policymaker (4) Political party (9) Precious metals (1) Printing (1) Public Financial Sector (9) Public sector (6) Radio (1) Railway transport (3) Real estate activities (1) Research (3) Research and monitoring (8) Science (1) Statistics institute (1) Steel manufacturer (3) Technology (2) Telecommunications (2) Tour operator (1) Trade (21) Trade union (3) Translation services (1) Transport (3) Transportation and storage services (2) Union (2) University (19) Wood processing industry (3)	
Germany	500	All medium companies in the automotive sector	
Italy	Companies 10 Networks: 7 (629,250 members)	Single companies: Furniture (2) Plastic (3) Asphalts production (1) Tannery (1) Copper wires (1) Paper (1) Mechanical (1) Networks: ASSO FOND - Foundries (1000), ASP ENERGIA -Energy Services (>50), ASSINDUSTRIA VENETO - Regional association of Confindustria national network (3900), UNIC -Tannery Sector national Association (190), CNA – Artisans and SME association (623000), ANIMA – Mechanical Industry Federation (1000), AFI – Pharma Industry Association (100)	
Poland	Companies 34 Networks: 1 (557 members)	Single companies: Heavy industry (1), Consulting (1), Chemical industry (1) Food industry (1), Manufacturing industry (3), Industrial installations sector (3), Collection and recycling of industrial waste (1), Printing industry (1), Services (1), Marketing (2), Transport (1) Engineering studies/consulting (4), Heating industry (2), Building sector (2), Building glass processing sector (2), Education (2), Private equity fund (1), Publishing industry (1), Machine industry (1), Metal processing (1), Stone and mining industry (1), Service and construction (1)	

TOTAL	1639
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*Table 6: Companies and networks addressed during the DEESME campaign*

### 3.3. Indicator #3: Meetings with key actors (T4.1)

#### 3.3.1. Overview

According to the Grant Agreement, 2 meetings per country were foreseen, with the aim of consolidating relationships with key actors and of improving the communication towards companies.

#### Quantitative indicators:

- 2 meetings with key actors organized per DEESME pilot country – 8 meetings in total

#### 3.3.2. Data collection

Each national technical partner was committed to organise at least 2 meetings with Key Actors in each of the DEESME pilot countries. National technical partners shared data on these meetings with IEECP, who collected all the material and included information in Deliverable 4.7 (D4.7) - Intermediary monitoring report - Implementing the DEESME campaign for energy efficiency (Task 4.4, IEECP) - month 27; and Deliverable 4.8 (D4.8) Final monitoring report on the attractiveness of DEESME approach - Implementing the DEESME campaign for energy efficiency (Task 4.4, IEECP) - month 36.

#### 3.3.3. Results

By the end of the project, meetings with Key Actors have been organised in all 4 DEESME countries, achieving the related KPI. In particular:

##### BULGARIA

ECQ organised four meetings (on 5/1, 12/2, 18/3 and 8/4) in 2022 with the “Club 9000” association which counts more than 600 members in Bulgaria.

##### GERMANY

Cleopa presented the DEESME MB approach at two editions of the EU Green Week, in 2021 (link to the event page [here](#)) and 2022 (link to the event page [here](#)), with a total of 211 attendees.

##### ITALY

SOGESCA and FIRE organised collectively 17 meetings with key actors between January 2021 and November 2022, and reached a total of around 140 participants.

##### POLAND

KAPE organised two meetings with Key Actors, one in December 2020 with 11 participants and 2 key actors and one in October 2021 with 140 participants and 8 key actors (here is the [event page](#)).

### 3.4. Indicator #4: National events with companies (T4.2)

#### 3.4.1. Overview

According to the Grant Agreement, building on the relationships with key actors, 2 meetings per DEESME pilot country were foreseen with companies, to present the DEESME idea and the DEESME multiple benefits approach. In total, 500 companies had to participate in national events in the 4 DEESME pilot countries (at least 100 per country).

#### Quantitative indicators:

- 2 meetings with companies organized per DEESME pilot country – 8 meetings in total
- 500 companies participating in the national events (at least 100 per DEESME pilot country)

#### 3.4.2. Data Collection

Each national technical partner was committed to organise at least 2 national events with companies in each of the DEESME pilot countries.

#### 3.4.3. Final Results

By the end of the project, national events with companies have been organised in all 4 DEESME countries, reaching the target. In Poland, the target was surpassed with 3 national events hosted. In particular:

##### BULGARIA

ECQ presented DEESME in a national event on the 29 November 2022. Over 100 participants in physical presence and more than 30 online.

A second national event was hosted on the 16 November 2023, with 49 participants in physical presence.

The agendas of the two meetings can be found in Annex IV.

##### GERMANY

Cleopa held two national events: the Cleopa Global Recycling Day (39 attendees) and the Brandenburg Energy Day (300 attendees). Agendas can be found in Annex IV.

##### ITALY

SOGESCA presented DEESME in two national events in Italy on the 17<sup>th</sup> of November 2022 and 8<sup>th</sup> February 2023. More details can be found at the following links:

- [First National Event in Italy](#)
- [Second National Event in Italy](#)

##### POLAND

KAPE presented DEESME in three national events:

One online session of the EUSEW on the 26 October 2021([here](#)) with 14 companies participating;

One in person session at the Second National Round Table on Financing Energy Efficiency in Poland ([here](#)) attended by 91 participants (11 companies);

One in person session at the IV Radomsko Entrepreneurship Forum

"Where is the economy going?" ([here](#)) attended by 34 participants (12 companies)

### 3.5. Indicator #5: Working sessions with key actors and companies (T4.3)

#### 3.5.1. Overview

According to the Grant Agreement, information, training sessions and workshops (3 working sessions per country) were foreseen to keep the involvement and attention high and to gather added value elements from the participant organisations.

#### Quantitative indicators:

- 3 training sessions with key actors and companies organized per DEESME pilot country – 12 workshops in total

#### 3.5.2. Data Collection

Each national technical partner was committed to organise at least 3 training sessions or workshops with key actors and companies in each of the DEESME pilot countries.

#### 3.5.3. Final results

At the end of the project, working sessions with Key Actors and companies were organised in all 4 DEESME countries. The target has been achieved in Germany, Italy and Poland, while in Bulgaria 2 working sessions with high attendance (41 key actors and 92 companies in total in Bulgaria) were organized. In Annex V the agendas of all the listed working sessions are reported. In particular:

##### BULGARIA

Two working sessions were organised in Bulgaria: 40 key actors and 80 companies' representatives attended the first working session (hybrid, 29/11/2022); 1 key actor and 12 companies attended the second session (hybrid, 28/01/2023).

##### GERMANY

Three working sessions were organised in Germany: 1 key actor and 1 company attended the first working session (physical, 10/5/2022); 3 key actors and 1 company attended the second session (virtual, 31/1/2023); 1 key actor and 1 company attended the third session (virtual, 7/2/2023).

##### ITALY

Three working sessions were organised in Italy: 4 key actors and 13 companies' representatives attended the first working session (virtual, 30/9/2022); 27 key actors and 36 companies' representatives attended the second session (virtual, 17/10/2022); 4 key actors attended the third session (virtual, 27/10/2022).

##### POLAND

Three working sessions were organized in Poland: 7 key actors attended the first working sessions (physical, 9/11/2022); 17 key actors and 21 companies' representatives attended the second session (virtual, 30/11/2022); 5 key actors attended the third working session (virtual, 23/3/2023).

## Annex I – General Key Actors Register

No	Name of Key actor	Type of key actor	Other type of key actor (describe)	Country
1	Energy Efficiency and Renewable Sources Fund (EERSF)	Financial Actors		Bulgaria
2	The Black Sea Energy Research Centre	Research Organisations		Bulgaria
3	Center for Energy Efficiency – EnEffect	Energy consulting and certification firms		Bulgaria
4	Chamber of Energy Auditors	Other companies' aggregators		Bulgaria
5	Alliance for Energy Efficiency	Financial Actors		Bulgaria
6	Bulgarian Industrial Association (BIA)	Companies' consortia		Bulgaria
7	Bulgarian Small and Medium Enterprises Promotion Agency (BSMEPA)	Other	An administrative structure with the Minister of Economy, which implements the state policy for promoting entrepreneurship, development and internationalization of SMEs	Bulgaria
8	Konstantin Delisivkov	Other	Energy expert - many years of experience in regulatory management and administration.	Bulgaria
9	"Club 9000" Association	Companies' consortia		Bulgaria
10	Technical University of Varna	Universities		Bulgaria
11	Technical University of Gabrovo	Universities		Bulgaria
12	Technical University of Ruse	Universities		Bulgaria
13	Association for Environmental Engineering	Other companies' aggregators		Poland
14	The Netherlands – Polish Chamber of Commerce	Other companies' aggregators		Poland
15	Polsko-Niemiecka Izba Przemysłowo-Handlowa (AHK Polska)	Other companies' aggregators		Poland
16	Krakow Chamber of Commerce and Industry	Other companies' aggregators		Poland
17	Toruńska Agencja Rozwoju Regionalnego	Regional and other relevant local authorities		Poland
18	Stowarzyszenie "Pomorskie w Unii Europejskiej,	Regional and other relevant local authorities		Poland
19	Regionalna Izba Przemysłowo-Handlowa w Radomsku	Other companies' aggregators		Poland
20	Urząd Miasta Tarnowa	Regional and other relevant local authorities		Poland
21	Zrzeszenie Audytorów Energetycznych	Energy consulting and certification firms		Poland
22	Rzecznik MŚP	Other	spokesman for SMEs	Poland
23	Polish Agency for Enterprise Development	Other companies' aggregators		Poland
24	Stowarzyszenie "Promocja Przedsiębiorczości"	Other companies' aggregators		Poland
25	Ministry of Climate and Environment	Other	National authority	Poland
26	Lubelska Fundacja Rozwoju	Other companies' aggregators		Poland
27	Małopolskie Centrum Przedsiębiorczości	Other companies' aggregators		Poland
28	Unione Nazionale Industria Conciaria - UNIC (National tanneries association)	Trade companies' associations		Italy
29	ASSOFOND (National Foundries Association)	Trade companies' associations		Italy
30	FEDERLEGNO ARREDO (National furniture association)	Trade companies' associations		Italy
31	ASP ENERGIA (National association of value chain of energy companies)	Trade companies' associations		Italy
32	ASSOCARTA (National Association of paper industry)	Trade companies' associations		Italy
33	APINDUSTRIA VICENZA (local association of PMI)	Trade companies' associations		Italy
34	Confindustria Vicenza	Trade companies' associations		Italy
35	Assindustria Veneto Centro	Trade companies' associations		Italy
37	Confimprese Verona	Trade companies' associations		Italy
38	Confimpreseitalia Veneta	Trade companies' associations		Italy
39	Confimpreseitalia Lombardia	Trade companies' associations		Italy
40	ASSOPADANA	Trade companies' associations		Italy
41	CONFINDUSTRIA FRIULI	Trade companies' associations		Italy
42	COPAGRI LOMBARDIA	Trade companies' associations		Italy
43	CONFARTIGIANATO VICENZA	Trade companies' associations		Italy
44	CGIA MESTRE	Trade companies' associations		Italy
45	SIAV	Trade companies' associations		Italy
46	CONFAPI	Trade companies' associations		Italy
47	ASCOM	Trade companies' associations		Italy
48	UNIPD	Research organisations		Italy

49	UPA PADOVA	Trade companies' associations		Italy
50	Confindustria Brescia	Trade companies' associations		Italy
51	Confartigianato	Trade companies' associations		Italy
52	Confindustria	Trade companies' associations		Italy
53	Assoesco	Trade companies' associations		Italy
54	Confindustria ANIE	Trade companies' associations		Italy
55	Confindustria ANIMA	Trade companies' associations		Italy
56	Confindustria Ceramica	Trade companies' associations		Italy
57	CNA	Trade companies' associations		Italy
58	Assolombarda	Trade companies' associations		Italy
59	Federalimentare	Trade companies' associations		Italy
60	FINCO	Trade companies' associations		Italy
61	Confcommercio Brescia	Trade companies' associations		Italy
62	AFI - Associazione Farmaceutici Industria	Trade companies' associations		Italy
63	deneff (German Industry Initiative for Energy Efficiency)	Trade companies' associations		Germany
64	bdi (federation of german industries)	Trade companies' associations		Germany
65	ieen (initiative energy efficiency networks)	Initiative		Germany
66	VEA (Federal Association of Energy Users)	Trade companies' associations		Germany
67	HDE (Handelsverband Deutschland)	Trade companies' associations		Germany
68	DIIHK (Deutscher Industrie- und Handelskammertag)	Trade companies' associations		Germany
69	Cluster Energietechnik Berlin Brandenburg	Initiative		Germany
70	IB Energie Ingenieurbüro	Energy consulting and certification firms		Germany
71	CO2 Online	Energy agencies		Germany
72	Senercon GmbH	Energy consulting and certification firms		Germany
73	Stiftung Mehrweg	Other companies' aggregators		Germany



## Annex II – Recommendations from key actors

<b>Do you have a clear understanding of which official websites to consult to obtain information on obligations, benefits and other aspects related to energy efficiency (e.g. those of the competent authorities / agencies, others...)?</b>	
Bulgaria	Yes
	I am partially aware, but definitely not all the information comes to me.
	No, not sufficiently.
	Yes. I use such websites or web portals regularly.
	I think we are familiar enough because we know where to look for the information.
	No
	With official websites - yes.
	Yes. I think so. My work is in the field of energy efficiency, and I regularly follow the information that concerns me.
	Yes, we are familiar enough with the official websites and other portals in Bulgaria from which we can inform ourselves about obligations, benefits and other aspects related to energy efficiency, namely the governing bodies of programmes relevant to energy efficiency.
	Yes
	No, but I have an idea of how to look them up.
	No. Only application guidelines are published, but there are no direct dialogue campaigns. Regarding EE in multi-family residential buildings for example - deadlines for application are given, but no deadlines for approval and actual implementation of approved projects are provided.
	I follow the publications on the official websites of ministries, agencies and NGOs that are relevant to the topic of energy efficiency in Bulgaria. I also follow official publications on EU websites on this subject.
	Yes
	The information published on the website of SEEA regarding the obligations under the Energy Efficiency Act is up-to-date and comprehensive. With regard to energy efficiency benefits, there are still not clearly developed and easy-to-use end-user accessible materials that provide sufficiently understandable and technically uncomplicated information, not only for businesses but also for domestic end-users.
	Yes
	Yes
	To some extent
	No
	To some extent, if businesses have interest to do a consultation they can easily find SEDA site.
	Yes
Germany	This is very complicated for SME in Germany, likely to the federal structure. There are of course expert websites like ours and else the SME will look at their regional chambers of commerce as the first stop.
Italy	No
	Yes
	No
	Yes
	No
	No
	No

	No
	No
	No
	No
<b>Do you think you are aware of the incentives available to companies for energy audits, the energy management system and energy efficiency investments?</b>	
<b>Bulgaria</b>	No
	Yes, I am aware of some of the programs. Companies are only interested in energy audits when they expect to get a grant associated with conducted energy audit. When companies are obliged to do energy audits every 4 years, they are not interested in the quality of the service, but usually look for the lowest price. At low prices, energy audits are formal (usually the previous audit is copied and only the energy consumption is changed for the period).
	No
	There is currently no permanent incentive mechanism for energy audits, for SMEs as well as for large enterprises. Incidental interest appears when there are EU funding schemes. Since recently such procedures do not imply an audit, therefore the interest is minimal, almost non-existent. In addition, large businesses obliged to do audits do not worry about fines, respectively postpone the required audits in the years. There are dozens of new large businesses NOT on the indicative lists and NOT interested in energy audits. Thus, a huge proportion of SMEs and Large Enterprises have virtually NO regular interest in energy audits, and respectively are NOT actively pursuing an energy savings policy.
	If project funding programmes are seen as incentives - yes, we are aware. We have no information on other incentives currently in place
	Not entirely.
	To some extent
	Yes, I am fully aware.
	Reducing energy costs for businesses.
	Yes
	To some extent, as long as the topic is covered by the media.
	No
	I compare incentives in Bulgaria and in other EU countries.
	Yes
	The benefits to business of introducing energy efficient solutions and the need to carry out a comprehensive assessment of opportunities and needs through an energy audit and the subsequent introduction of energy management systems are relatively well known. On the other hand, we are not aware of any schemes providing grants or other targeted incentives to businesses specifically for carrying out energy audits or implementing energy management systems. The only exception is where these are envisaged as part of larger energy efficiency projects in grant-funded businesses under various programmes.
	Mostly for the large companies
	Yes
	Mostly for the large companies
	Mostly for the large companies
	Yes
<b>Germany</b>	It is very hard for an SME to monitor with an estimated 2000+ funding options in Germany
<b>Italy</b>	Yes
	Yes
	-

	No
	No
	No
	No
	No
	No
	No
	No
	No
<b>With reference to the existing incentive systems, do you think that a centralized information hub would be appropriate for information rather than a division of information availability between several subjects (e.g. State, Regions, Agencies, etc.)?</b>	
<b>Bulgaria</b>	Yes
	This proposal makes sense. In any case, we will know where to obtain competent information. Now it is difficult to distinguish to which of the ministries the energy efficiency and renewable energy projects belong to. When there are grant schemes requiring energy audits, training of licensed companies must be mandatory. The tender for the training company should be conducted by an independent institution outside Bulgaria to avoid unregulated practices. The training companies should not be a close to the institution conducting the selection, but should have a proven international practice outside Bulgaria, and would be best if they are university professors.
	Yes
	Maybe there should be a centralised centre to cover both SMEs and Large Enterprises in Bulgaria. It should provide major updates on an annual basis.
	The information and project management system built so far, although functioning mediocly, provides a good opportunity to obtain information. I think it can be considered as a "centralised information centre".
	Yes
	If a virtual Centralised Information Centre is in question, this is what eufunds.bg is trying to do to a large extent, and also the Information System for Management and Monitoring of EU Funds - UMIS2020, where all announcements on operational programmes are published. They are administered by the Central Coordination Unit at the Council of Ministers, so the aspect of EU funding opportunities could be considered covered. However, incentive systems can also be set up by banking institutions and other international programmes, foundations - for all these other types of opportunities it would be useful to have an online platform where they are collected and systematized.
	Yes, of course. Systematizing the information and making it accessible would contribute significantly to be better informed.
	With regard to existing incentive systems, it would be useful to split the information between different bodies, depending on the different sector to which the incentive applies.
	Yes
	This would be the best solution, because at the moment you have to search for information on a variety of sites, which leads to confusion and often turns away those interested in such opportunities.
	Yes, there should be a single point for information. Otherwise, citizens are constantly being directed to different people and organisations.
	The centralised option sounds attractive because it has certain advantages such as assured funding, credibility checks, preventing contradictions from different sources, etc. However, there are serious risks of bureaucratization of the system, late publications, etc. In my opinion, keeping different information sources for publishing up-to-date information to promote energy efficiency also has its advantages: For example, regional institutions have established relationships with stakeholders and can disseminate information in a targeted way. An

	information centre created in an international project can more easily transfer good practices, etc.
	Yes
	Yes. Currently, there is a large number of programmes providing funds and technical assistance to different types of beneficiaries, spread across different administrative units. The UMIS system, where notices for calls for proposals are published, is complex and not designed to be user-friendly for end-users. Moreover, it is not specialized only for energy efficiency schemes. There is a need for a simplified portal with a detailed purpose and guidelines specifically related to energy efficiency, providing information in separate areas for private and domestic end-users. The information could also be supplemented with opportunities to develop renewable energy as a complementary measure.
	Yes, a centralized hub with a short summary of each incentive + links would be helpful.
	No. In the subsidies-based market in Bulgaria, the companies are aware of the available financing schemes.
	Centralized information hubs or one-stop-shops will be appropriate for dissemination of the information and incentives related to energy efficiency.
	If it is online such an information hub will be very useful. If it is a city information center, it could be centralized but local branches will be also helpful.
	Centralized information hub is appropriate
Germany	This is a complex question to answer. Yes, it would be helpful to have a one-stop info hub, but nobody is either willing or capable to manage this amount of info available. So, the regional chambers of commerce or their counterparts for Handwerk are the easiest entry points for such info.
Italy	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
<b>With reference to the existing incentive systems, do you think that the involvement of the sector trade associations would be appropriate in providing information? Do you have any suggestions on this?</b>	
Bulgaria	If more information will reach us this way, why not?
	My experience shows that industry organisations are very far from the energy efficiency issue. I have had meetings with such organisations (bread-makers, etc.) but they were indifferent to my presentations and the benefits of energy efficiency.
	I think that there should be an independent body that cannot be influenced by other organisations.
	Yes, it is useful to have industry organisations as an active part of a possible real incentive system for companies to carry out energy audits. This could be part of the membership policy of such organisations, to share experiences, run seminars, help set targets for the industry and report annually on the performance achieved by members.
	Branch organisations can assist on specific issues related to the provision of incentives.
	Yes

	It sounds logical for industry organisations to be involved in the process, they can certainly proactively disseminate information to their members, but on the other hand competition can also be a reason to hide information.
	Yes. It would be good for the industry organisations to provide information.
	We consider the involvement of industry organisations as appropriate to provide information regarding existing incentive systems. We do not have a proposal on this.
	The information channels can be varied, with one main channel per centralised system and additional channels at the industry organisations for example.
	I cannot decide. I think it depends on the branch organisation. Not everyone is active and responsible enough.
	Yes, in order to provide opportunities for informed choices.
	I believe that industry organizations know the needs of their members, maintain a list of their members and can successfully disseminate information related to energy efficiency.
	Yes
	Involvement of sectoral industry organisations can provide valuable information on specific areas as well as serve to disseminate information more widely. However, their involvement should play a supplementary rather than a leading and fundamental role, due to their potential interests which may not always be fully aligned with the direction of development of the energy efficiency sector.
	Yes, it would be useful.
	No
	Maybe it would be appropriate if they are really aware of the benefits of the energy efficient measures.
	Sector trade associations or the national trade association could be used to provide information, but it should be taken into account that probably they do not have expertise on these topics. Probably the information will reach mainly the bigger companies through these associations but many of the SMEs and micro enterprises are not their members.
	Involvement of sector trade associations is appropriate
Germany	See previous answer
Italy	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
<b>In your opinion, are companies aware on the added value linked to energy efficiency?</b>	
Bulgaria	Of course, I think they have added value - carbon footprint, reducing costs in the long term, boosting RES.
	Investments in energy efficiency are undoubtedly one of the most cost-effective measures. In the period 2004-2014, I have made an analysis of investments in energy efficiency and renewable energy on the basis of the current EBRD credit lines - they prove that such an investment is about 5.5-6 times more profitable than investments in new nuclear power, and at the old energy prices.
	I cannot answer this question.

	Reduced energy consumption. Higher productivity. Savings.
	They have added value when implemented in reasonable time and at reasonable and realistic prices.
	Yes, when improving the energy efficiency of buildings and the production process.
	YES and in many ways - lower operating costs, better comfort, better health, saved emissions, saved air pollution and negative climate impact, etc.
	Investments in energy efficiency have significant added value, but only when implemented correctly and as prescribed.
	In our view, investment in energy efficiency improvements has added value for the country's economy and for reducing the costs of those for whom it is executed well.
	Energy cost reduction, Energy Efficiency = Energy Independence
	They certainly have benefits, especially in reducing electricity or gas bills when used for heating. This is the direct benefit for those who implement the measures. The indirect benefits are many and relate to reducing the human impact on the climate and nature.
	Increasing home comfort, quality of life and reducing energy bills
	Returns on investment in energy efficiency improvements are increasing as energy prices rise and companies face new EU requirements related to climate change. Compliance with these requirements requires long-term solutions and therefore timely information to SMEs on opportunities to restructure their operations brings them significant added value
	Yes
	Investments in energy efficiency, in addition to the direct financial benefits that can result from proper planning and implementation of activities, generally have many benefits for the end-users, such as improving the conditions of the working or home environment by achieving better comfort and a healthier environment. Depending on the implementation, such measures can also have aesthetic benefits.
	Mostly the large companies
	Mostly in the energy intensive industry
Germany	Mostly the large companies
	Only a small share of all companies. For most of the companies, energy efficiency is not considered as an interesting issue, although the high energy prices. They are more interested in getting compensation from the State for the increased prices instead of saving energy.
Italy	Mostly the large companies
	No, they are only very little aware of the potential to save and/or earn more money. But often it starts at the point: who will pay for this? Who will benefit?
	No
	No
	Yes
	Yes
	No
	Yes
	Yes
	Yes
	No
	Yes
	No
<b>To increase the uptake of energy efficiency measures, do you think it would be useful to have more information on Non-Energy Benefits (e.g. “Multiple Benefits) related to energy efficiency? (examples of investments analysis, presentations of best practices, guidelines for evaluating multiple benefits)</b>	

Bulgaria	Yes
	Professional business plans and energy audits also take into account non-energy benefits - e.g. improved working conditions, environmental improvements, etc. These are as important as the direct benefits of reduced energy consumption.
	Yes
	Yes
	Yes
	Yes
	Yes, in general.
	Yes. At the moment I am not well informed about these benefits.
	It would be useful for us to have more information on the non-energy benefits that investments in energy efficiency improvements would bring.
	Benefit - increased price of the buildings.
	It would be interesting to me. I cannot identify a specific benefit at the moment.
	Yes
	The non-energy benefits of these investments need to be presented in an understandable way to SMEs through best practices, exchange of experiences.
	Yes
	Yes, this information would not only be useful, but could support a positive decision to introduce energy efficiency measures.
Germany	Yes, indeed this would be very helpful – I learned in these DEESME workshops a lot about multiple benefits, which could be benefit many SMEs. Still: who has capacities to do this? This cannot, in my understanding, be done as a personal consulting from the supplier side but must be done as a personal consulting / coaching from the beneficiary side.
Italy	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
<b>Are you aware of the non-energy benefits of the energy efficiency measures? What tools do you think could be useful for increasing the sensitivity and awareness of companies CEO, managers, employees, etc. about non energy benefits?</b>	
Bulgaria	I don't understand the question.
	Our company has included these topics in the questionnaire. We receive information directly from the companies subject to the energy audit.
	Yes
	Yes. All possible information channels - traditional media, especially public media such as BNT and BNR, websites, social networks.
	No. I am not aware. Maybe different information campaigns, websites with a specific focus or newsletters.
	We are aware of the non-energy benefits of improving energy efficiency. Further information needs to be incorporated in the programme guidelines about the non-energy benefits.



	No preferences
	I'm aware to some extent, there's probably a lot I don't realize. Well-organized awareness campaigns with good visuals, especially short videos, would be very effective. It would probably be good to make a YouTube channel specifically for this purpose and upload videos adapted into Bulgarian, as well as videos produced in Bulgaria. The tools of digital marketing should be actively used to promote this channel, as well as the website of the centralised information centre, if such one is to be created. TED Talk-style lectures by famous scientists would also attract many supporters.
	To some extent. I am interested to find more tools, especially for increasing housing comfort.
	Non-energy benefits include increased labour productivity, reputation advantages, savings on other resources such as water, reduced carbon emissions, rental and sales premia, and a variety of societal benefits. Non-energy benefits should be a permanent feature in energy efficiency-related information channels. Managing authorities of EU funding programmes, banks and other financing institutions should require the identification and even assessment of non-energy benefits of energy efficiency improvement investments.
	No
	Partially, non-energy benefits vary widely across sectors and measures. Non-energy benefits should be an integral complementary part of the information materials developed and can also be included as an explanatory annex when developing audits.
	They need to be clearly communicated (and if possible, quantified) by the auditor.
	Short communication materials (brochures) and presentations on different events related to the topic.
	Successful examples and good practices which brings real benefits
	First of all, a large-scale targeted communication campaign for the energy and financial benefits and for the possible project financing opportunities should be conducted. The non-energy benefits should be also explained in such a campaign. It will be best if the tool on non-energy benefits becomes official and so recognised by the financing institutions and considered when evaluating the project applications for financing.
	National information hub
Germany	Even if the low hanging fruits are harvested, then it is even more difficult to raise awareness in multiple challenging periods as we have right now.
Italy	Continuous attention and evidence of the concrete benefits that are obtained; With evidence and direct experimentation. Show the results achieved on initiatives taken
	-
	-
	-
	Events, case studies, websites, industry associations; Practical cases, showing the benefits with small examples
	Propose training courses, also financed. Prepare exemplary guides on administrative procedures or applicable methods. Periodically provide very operational information, streamlined and perhaps with examples and organize a network of executives in the field who can share the experiences and choices made and the results achieved in periodic and short online meetings; Training, information and operational and specific suggestions of virtuous behaviors to be implemented in the specific working context.
	Webinars, specific reports with communication of useful data, sustainability reporting; Training opportunities offered by management, sustainability reporting
	Checklist; Handbook
	Increased comfort and productivity; Increased comfort and green value
	Meetings and trainings; Staff training and investment of part of the savings obtained for the implementation of benefits useful to staff (e.g. common recreation areas, green outdoor spaces, etc.)
	Meetings and trainings; Corporate training



Do you think that a unified and clear information framework (a set of structured guidelines) could be useful to help clarify the relationships between energy obligations – or NON-obligations - and sustainability? (e.g. Carbon Footprint, Corporate Sustainability Reporting Directive, Taxonomy). If yes, how do you think that this could be realized?	
Bulgaria	Maybe only under pressure from Europe with clear rules and monitoring
	I would love to see such a framework and certainly ideas will come from our side on how best to do this. After all, we are a company with 20 years of international experience.
	Yes, but I do not know how this can be implemented.
	I would say, YES! Information centre for constant contact and exchange of information with particular people from enterprises, branch organisations, ministries, departments, associations, etc.
	Yes. With an information campaign and a website with the possibility for open discussions - questions and answers
	—
	I would rather say Yes, but I can't judge how to implement it. These are policies that need to be synchronized at European level.
	Yes. Such an information framework would be useful.
	We think that a uniform and clear information framework (structured guidelines) could be useful to clarify the relationship between obligations or lack of obligations regarding energy efficiency and sustainability. We think that such framework can be implemented.
	Yes, through a proposed list of guidelines and tools.
	Yes, for sure! I think my answers to the previous questions give ideas on how to do this. At the moment there are too many European regulations which are too difficult for non-lawyers to read and understand and check compliance with Bulgarian law. On the other hand, the lack of clarity in this respect is the reason for the lack of civil control and pressure on the state institutions that are responsible for implementing these regulations and for the changes that need to be made to our legislation and regulations. I am convinced that 99% of our 'legislators' cannot navigate through the sea of information and that our Parliaments eventually pass laws that are worked on by a very small group of people who are not always real experts. This, in turn, leaves broad room for lobbying.
	Yes, through a single electronic information system.
	Such a framework would be useful for SMEs. Their managers find it difficult to navigate the complex system of regulatory and other requirements at EU and national level.
Italy	Yes
	Yes
	Yes
	Yes
	Involving companies, going sector by sector
	Yes, however, the guidelines should be very clear and operational. Perhaps one could think of more publications intended for different audiences; for example, between "energy-intensive" and non-"energy-intensive" companies, by product sector or by the sustainability objective to be achieved or by means of communication to the stakeholders. It is not easy, it requires a large effort to design these guidelines.
Germany	It would be amazing to develop such a scalable framework. You have my full support on this!

	No, I don't think that a single solution that embraces so many issues is efficient, I think it is better to diversify the regulations by going into more detail.
	Yes, such as guidelines summary
	Yes
	Yes, create a background document for companies as a guideline
<b>Do you think that the Carbon footprint calculation could be associated to the energy audit to promote a “Organisation Carbon reduction” competition among obliged and non-obliged companies?</b>	
Bulgaria	Yes, in general.
	I'm not familiar with the methodology, but I think it's entirely possible.
	Yes
	Yes! To be part of the mechanism for this business.
	It is possible if there are SERIOUS incentives.
	Yes
	It could connect, but I'm not convinced it would encourage competition
	I do not think it is applicable to the working context in Bulgaria.
	We believe that carbon footprint calculations can be linked to energy audits to encourage competition between obligated and non-obligated companies in terms of carbon reduction.
	Yes, it would be useful.
	I haven't thought about this, but it sounds like a good idea.
	It is possible, but there is still a lot of misunderstanding about what an energy audit is, what it is for, who the obliged and non-obliged parties are. Only when there is easy-to-understand information and awareness-raising campaign, could we proceed to include the carbon footprint. SMEs should be offered appropriate tools to calculate the carbon footprint of their activities. Then, SMEs need to receive incentives to reduce it. Only then can an energy audit demonstrate the results achieved and the use of the promised incentives. The biggest problem in Bulgaria, however, is that consumers do not take the carbon footprint into account when making purchasing decisions.
	Yes
	Yes, such an approach would be useful, but there should be a clear distinction between specific energy efficiency recommendations and measures and the additional aspects of carbon footprint calculations.
	Yes
	No, it would make the audit too complicated
	Such a competition could encourage companies to reduce Carbon footprint only if it would be beneficial for their businesses, for instance - large communication campaign (for the purpose of advertising); some awards or prizes, etc.
	No, it would make the audit too complicated, it is better to be a separate service which could be provided also by the energy auditors.
	No, it would make the audit too complicated
Germany	The (mandatory) energy audit as of EN 16247 could easily get enriched with this.
Italy	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes

	Yes
	Yes
	Yes
	Yes
<b>Should the Carbon footprint be mandatory for companies obliged to carry out the energy audit?</b>	
<b>Bulgaria</b>	Yes
	In the previous period it was mandatory to calculate greenhouse gas emissions as part of the energy audit. It is completely logical that the carbon footprint should also be calculated in the energy audit. Some companies have already approached us for such kind of service.
	Yes
	Naturally! Energy and CO2 are parts of a whole.
	If it will bring them SERIOUS benefits - yes.
	—
	I would say rather yes, but there should be a uniform methodology for measuring the carbon footprint.
	No, I don't think so.
	Carbon footprint measurement should be mandatory for companies obliged to carry out energy audits.
	Not as an obligation, but rather voluntarily.
	As long as there are clearly defined rules and criteria and well-trained professionals, my answer would be yes. We should not put the cart before the horse, as usually happens in our country.
	In view of the EU's 2050 carbon neutrality policy, such an incentive could be included, but this would mean a new change to the EE certificate and assessment methodology, which would take a long time to be drafted and approved by the EU.
	SMEs will adopt mandatory carbon footprint measurement if the benefits of this activity outweigh their service costs.
	Yes
	Yes, but provided that its calculation will not be subject to additional effort and involves minimal costs.
	Yes
	Maybe
	Yes
	No, it should be voluntary
	No, it should be voluntary
<b>Germany</b>	I would inject the considerations on additional reporting obligations and the societal and environmental impact
<b>Italy</b>	No
	Yes
	Yes
	Yes
	Yes
	No
	Yes
	Yes
	No
	No

	No
<b>According to a strategic political perspective, do you think that the Energy audit should be overcome by the concept of “Audit of the use of resources”?</b>	
Bulgaria	Rather not, “resource” is a rather general term.
	People have a hard time accepting such changes. I think energy auditing is a well-established concept and should be maintained. But I have had interesting cases: when visiting an industrial plant, people are afraid when they find out that energy auditors have arrived. Their expectation is that they will be inspected, which provokes suspicion and mistrust.
	I cannot say.
	Hardly.... resources are not only energy, but human, material, raw materials, etc.
	Resources is a very broad concept. There are many types of resources. The subject of an energy audit is ENERGY RESOURCES. In this context, I do not think that substitution is appropriate.
	Yes
	It depends on what we aim for. It is not a question of replacing concepts, but of changing the scope of the audit - the resource audit should include an assessment of the energy used as a resource or the loss of such, i.e. it makes an assessment of all kinds of resources, including energy resources.
	No. I don't think this substitution is appropriate. To me, resource audit is a broader definition, and the two concepts are different.
	From a strategic and political point of view, in our view, the term "energy audit" does not need to be replaced by the term "resource audit".
	This could be discussed further.
	In my opinion, a resource audit is a much broader concept than an energy audit. And the objectives of both types of audits should be different. I therefore think that the question posed in this way is incorrect.
	No
	It makes sense to do a resource audit, as well as an energy audit. For example, energy efficiency leads to savings in other resources too.
	No
	I am not sure.
	Maybe
	Yes, but only for large companies
	Yes, for all companies
	This concept should be voluntary, If the investment in saving resources can improve the financial parameters of an energy efficiency project, then it will be wise to apply this concept.
	This concept should be voluntary
Germany	I really like this idea, but I fear the dimension of discussions which would be derived from this.
Italy	No
	Yes
	Yes
	No
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes

	Yes
<b>Do you think that the risks associated with energy efficiency interventions should be thoroughly evaluated?</b>	
Bulgaria	No
	In a previous programme of the Ministry of Economy, an element of the energy audit included a section “Risk assessment”. Our company was responsible for the training of energy auditors and frankly it was a new subject for the trained companies. My personal opinion is that in the audit there should be included a risk assessment and a risk matrix analysis.
	Yes
	I agree. The unassessed risks of implementing the measures can significantly affect a business!
	No. The risks are clear. There is grant funding – particular measures are being implemented. No grant funding provided - nothing is done. Not even preliminary preparations are made, such as planning for the recovery of technical documentation and energy efficiency audits.
	Yes
	Any risk assessment should be thorough.
	Yes. I think so.
	We believe that a thorough assessment of the risks associated with implementing energy efficiency improvement measures is needed.
	Yes
	Yes, in this case, as in any type of measure that is envisaged, a thorough risk assessment must be carried out.
	Yes, and possible risks can be covered for example - if the building system is not improved/rehabilitated - old/depreciated electrical system, old/depreciated plumbing, etc.
	A sound risk assessment of the implementation of energy efficiency improvement measures is mandatory. This is a mandatory requirement for any business venture.
	No
	There needs to be an assessment of the measures implemented, their compatibility with existing systems and conditions, effective and safe implementation, and a risk analysis of the possibility of not achieving the intended outcomes.
	Maybe
	Yes
	Yes
	It should be taken into account during the energy audit. If any measure is not appropriate it should not be proposed.
	Yes
Germany	-
Italy	Yes
	Yes
	No
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes
	Yes

**From 1 to 5, how much would you say that DEESME project events/site improved your knowledge of multiple benefits of energy efficiency measures in SMEs? (1-not really; 5-very much)<sup>3</sup>**

Bulgaria	5
	5
	4
	3
	5
	4

**Poland<sup>4</sup>**

**1. In your opinion, are companies aware of the benefits of conducting an energy audit and implementing its results?**

**2. What incentives could increase the participation of companies in energy efficiency measures?**

**3. Could promoting the non-energy benefits of audits increase the number of SMEs auditing? What benefits are worth paying attention to?**

**4. Would the development of information materials for companies increase the number of audits carried out? Would you be willing to share such materials with entrepreneurs?**

**5. Would the obligation for auditors to indicate non-energy benefits of audits allow enterprises to better understand the benefits of implementing energy efficiency measures?**

**Each question was thoroughly discussed, and we obtained recommendations, which are described below.**

#### Main Conclusions

Participants pointed out the need to emphasize the financial benefits of any activity of entrepreneurs. It was also noted that convincing entrepreneurs to carry out audits and implement their results will be difficult until they are obliged to do them. Audits are often perceived as time-consuming and require high investment costs, and also as not bringing measurable benefits to the company.

Participants who work with entrepreneurs on a daily basis stated that communication with them is difficult and the means of communication and information should be carefully selected. Participants who work with entrepreneurs on a daily basis stated that communication with them is difficult and the means of communication and information should be carefully selected. According to them, cooperation with SMEs requires long-term relationship building, as there is a great distrust of new activities and unknown people among them. Therefore, in order to increase the probability of encouraging entrepreneurs to take actions for energy efficiency, it would be necessary to

<sup>3</sup> This question was included only in the survey distributed in Bulgaria.

<sup>4</sup> In Poland, recommendations from key actors have been collected informally within the working sessions

present them with examples of success stories and prepare an official list of certified auditors whom they could trust.

Entrepreneurs are also often concerned about the security of their data and hidden costs and administrative activities. Therefore, all incentives (including financial ones) should contain a clear description of the required activities and be accounted for in a simple way.

Participants emphasized the importance of indicating the non-energy benefits of audits, but considered it only an addition to the audit, emphasizing that what counts for the entrepreneur is mainly the financial benefit and, possibly, the impact of the implementation of the audit results on the effectiveness of production or sales.

## Annex III – General Communication Campaign Company Register

No	Name of company	Type	Sector	N	Mean of contact	Responsible partner (country)
1	Conceria Veneta	Large	Tannery	1	In-person meeting	Italy
2	F.lli Rossetto	Medium	Furniture	1	Email + call	Italy
3	Plastisavio	Medium	Plastic	1	Direct email	Italy
4	LACOPLAST	Small	Plastic	1	Direct email	Italy
5	SALIMA	Small	Asphalts production	1	Email + call	Italy
6	Eltech	Medium	copper wire tin-plating sector	1	Email + call	Italy
7	MisuraEmme SpA	Medium	Furniture	1	Direct email	Italy
8	Proxital	Medium	PE and PP foam for industrial use	1	Direct email	Italy
9	Cherubini Bruno	Small	Technical paper industry	1	Email + call	Italy
10	Guidolin	Small	Mechanical	1	In-person meeting	Italy
11	ASSOFOND (167 AFFILIATES) + ADDITIONAL FOUNDRIES IN THE DATA BASE + 86 PROVIDERS (MAMBERS OF AMAFOND) + ADDITIONAL PROVIDER. THE PERSON IN CHARGE OF ASSOFOND, SENT A EMAIL STATING THAT 1000 ORGANISATIONS RECEIVE THE MAGAZINE "In Fonderia" where the articles on DEESME are published	Network	Foundries	1000	Email + call	Italy
12	ASP ENERGIA: CONTACTS IN PROGRESS TO PRESENT DEESME'S APPROACH TO MEMBER COMPANIES AND TO COLLECT THEIR POINT OF VIEW	Network	Energy services	50	Email + call	Italy
13	ASSINDUSTRIA VENETO CENTRO: CONTACTS IN PROGRESS TO PRESENT DEESME'S APPROACH TO MEMBER COMPANIES AND TO COLLECT THEIR POINT OF VIEW. A webinar was scheduled on December bu it has been postponed because a reorganisation process of the association after it's integration with another association. This means also that the target companies number will growth up to 5000 (from 3900)	Network	Regional association of Confindustria national network. Many sectors are represented.	3900	Email + call	Italy
14	UNIC: CONTACTS IN PROGRESS TO PRESENT DEESME'S APPROACH TO MEMBER COMPANIES AND TO COLLECT THEIR POINT OF VIEW	Network	Tannery sector national association	190	Email + call	Italy
15	CNA (National Confederation of Artisans)	Network	Italian artisans and SMEs association	623000	Email + call	Italy
16	ANIMA (Mechanical Industries)	Network	Mechanical industry federation	1000	Email + call	Italy
17	AFI	Network	Pharma industry association	100	Email + call	Italy
18	Antemon EOOD	Small	Media	1	Direct email	Bulgaria
19	OshtePan.com Online newspaper	Small	Media	1	Direct email	Bulgaria
20	Yambol Municipality	Medium	Municipality	1	Direct email	Bulgaria
21	"24 Hours" newspaper, Haskovo	Large	Media	1	Direct email	Bulgaria
22	"Arda Voice" Newspaper	Small	Media	1	Direct email	Bulgaria
23	"Chirpan news" - regional newspaper	Small	Media	1	Direct email	Bulgaria
24	"Direct democracy" political party	Large	Political party	1	Direct email	Bulgaria
25	"HIGH-TECH PARK-TECHNICAL UNIVERSITY VARNA" EOOD	Large	Energy sector	1	Direct email	Bulgaria
26	"Holding BDZ" EAD	Large	Transport	1	Direct email	Bulgaria
27	"Kunino Energy" AD	Large	Energy Sector	1	Direct email	Bulgaria



28	"Maritsa - iztok" newspaper	Small	Media	1	Direct email	Bulgaria
29	"Mediator 2015"OOD (Flagman.bg)	Medium	Media	1	Direct email	Bulgaria
30	"New life" newspaper	Small	Media	1	Direct email	Bulgaria
31	"New voice" Newspaper	Small	Media	1	Direct email	Bulgaria
32	"New voice" Newspaper, Plovdiv	Small	Media	1	Direct email	Bulgaria
33	"Otzvuk" Newspaper	Small	Media	1	Direct email	Bulgaria
34	"Pari" Newspaper	Medium	Media	1	Direct email	Bulgaria
35	"Pazardzhik Marista" Newspaper	Small	Media	1	Direct email	Bulgaria
36	"Stara zagora eye" newspaper	Small	Media	1	Direct email	Bulgaria
37	"Stara zagora eye" newspaper	Small	Media	1	Direct email	Bulgaria
38	"Trud" Newspaper - Haskovo	Medium	Media	1	Direct email	Bulgaria
39	„WindVision Windfarm A” d.o.o.	Large	Energy Sector	1	Direct email	Bulgaria
40	24 Hours newspaper	Medium	Media	1	Direct email	Bulgaria
41	24 Hours Newspaper	Medium	Media	1	Direct email	Bulgaria
42	3B Advisory Ltd	Micro	Management consulting in the energy sector	1	Direct email	Bulgaria
43	3B Advisory Ltd	Micro	Management consulting in the energy sector	1	Direct email	Bulgaria
44	3E-news.net	Small	Media	1	Direct email	Bulgaria
45	3E-news.net	Micro	Media	1	Direct email	Bulgaria
46	3E-news.net	Micro	Media	1	Direct email	Bulgaria
47	3E-news.net	Micro	Media	1	Direct email	Bulgaria
48	3E-news.net	Micro	Media	1	Direct email	Bulgaria
49	3E-news.net	Micro	Media	1	Direct email	Bulgaria
50	A&S Bulgaria	Medium	Packaging industry	1	Direct email	Bulgaria
51	ABB Bulgaria EOOD	Medium	Digital technologies for industry sector	1	Direct email	Bulgaria
52	ABB Bulgaria EOOD	Medium	Digital technologies for industry sector	1	Direct email	Bulgaria
53	Acciona Foundation	Medium	NGO	1	Direct email	Bulgaria
54	Acciona Foundation	Medium	NGO	1	Direct email	Bulgaria
55	Acibadem City Clinic	Large	Hospital	1	Direct email	Bulgaria
56	ACM Energy	Micro	Energy sector	1	Direct email	Bulgaria
57	ACM Energy	Micro	Energy sector	1	Direct email	Bulgaria
58	Active Consumers Association	Medium	Association	1	Direct email	Bulgaria
59	Adiva OOD	Small	Manufacturing	1	Direct email	Bulgaria
60	Administrator at European Commission	Micro	Policymaker	1	Direct email	Bulgaria
61	Advans OOD	Micro	Manufacturing	1	Direct email	Bulgaria
62	ADVANTAGE AUSTRIA Sofia (Austrian Embassy - Trade Department)	Small	Trade	1	Direct email	Bulgaria
63	Agence France-Presse	Large	Media	1	Direct email	Bulgaria
64	Agence France-Presse	Large	Media	1	Direct email	Bulgaria

65	Agency for Energy Efficiency	Medium	Energy Sector	1	Direct email	Bulgaria
66	Agro Plovdiv Electronic Newspaper	Micro	Media	1	Direct email	Bulgaria
67	Ahira AD	Small	Manufacturing	1	Direct email	Bulgaria
68	Aleksandris Engineering EOOD	Medium	Distributive trades	1	Direct email	Bulgaria
69	Alfa Cotton OOD	Medium	Manufacturing	1	Direct email	Bulgaria
70	Alfa Finance Holding AD	Large	Energy Sector	1	Direct email	Bulgaria
71	Alfa Finance Holding AD	Large	Energy Sector	1	Direct email	Bulgaria
72	Alko BG EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
73	Alliance Ecology and Energy	Micro	NGO	1	Direct email	Bulgaria
74	Alliance of the producers of ecological energy – BG	Large	Association	1	Direct email	Bulgaria
75	Allianz Bulgaria	Large	Insurance services	1	Direct email	Bulgaria
76	Allianz Bulgaria	Large	Insurance services	1	Direct email	Bulgaria
77	Allianz Bulgaria	Large	Insurance services	1	Direct email	Bulgaria
78	ALTEREN OOD	Small	Energy sector	1	Direct email	Bulgaria
79	Alternative Media Group EOOD / Bulgariautre.bg	Large	Media	1	Direct email	Bulgaria
80	Alternative Media Group EOOD / Bulgariautre.bg	Large	Media	1	Direct email	Bulgaria
81	Alternative Media Group EOOD / Bulgariautre.bg	Large	Media	1	Direct email	Bulgaria
82	Alternative Media Group EOOD / Bulgariautre.bg	Large	Media	1	Direct email	Bulgaria
83	Alternative Media Group EOOD / Bulgariautre.bg	Large	Media	1	Direct email	Bulgaria
84	Alternative Media Group EOOD / Bulgariautre.bg	Large	Media	1	Direct email	Bulgaria
85	American chamber of Commerce in Bulgaria	Medium	Chamber of Commerce	1	Direct email	Bulgaria
86	American chamber of Commerce in Bulgaria	Medium	Chamber of Commerce	1	Direct email	Bulgaria
87	American chamber of Commerce in Bulgaria	Medium	Chamber of Commerce	1	Direct email	Bulgaria
88	AN ENERGY EOOD	Small	Energy sector	1	Direct email	Bulgaria
89	Anastas-F Ltd /e-svilengrad.com/	Small	Media	1	Direct email	Bulgaria
90	Anima	Small	Trade	1	Direct email	Bulgaria
91	Anima	Small	Trade	1	Direct email	Bulgaria
92	Antoan Vill EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
93	APCS Power Clearing and Settlement AG	Large	Financial services	1	Direct email	Bulgaria
94	Apolon-95 EOOD	Large	Manufacturing	1	Direct email	Bulgaria
95	Arda News - online news website	Small	Media	1	Direct email	Bulgaria
96	AREI Bulgaria OOD	Small	Energy sector	1	Direct email	Bulgaria
97	AREI Bulgaria OOD	Small	Energy sector	1	Direct email	Bulgaria
98	Ariston-S OOD	Medium	Manufacturing	1	Direct email	Bulgaria
99	Arshinkova and Koleva Lawyers' Office	Small	Legal counsel	1	Direct email	Bulgaria
100	Arshinkova and Koleva Lawyers' Office	Small	Legal counsel	1	Direct email	Bulgaria
101	Artanes Mining Group AD	Small	Mining	1	Direct email	Bulgaria
102	Artlogica design studio	Small	Design	1	Direct email	Bulgaria

103	Asarel-Medet AD	Large	Mining sector	1	Direct email	Bulgaria
104	Asarel-Medet AD	Large	Mining sector	1	Direct email	Bulgaria
105	Asenovgrad Municipality	Small	Municipality	1	Direct email	Bulgaria
106	Asenovgrad Municipality	Small	Municipality	1	Direct email	Bulgaria
107	Asenovgrad.info - online media	Small	Media	1	Direct email	Bulgaria
108	Asenovgradnews.com - online media	Small	Media	1	Direct email	Bulgaria
109	Association des avocats francophones	Medium	Association	1	Direct email	Bulgaria
110	Association Energy 21	Small	Association	1	Direct email	Bulgaria
111	Association for Parent Cooperatives	Micro	Association	1	Direct email	Bulgaria
112	Association for Regional Initiatives and Analyses-ARIA	Micro	Education / NGO	1	Direct email	Bulgaria
113	Association of Banks in Bulgaria	Small	Association	1	Direct email	Bulgaria
114	Association of Bulgarian Energy Agencies	Small	Energy Sector	1	Direct email	Bulgaria
115	Association of Bulgarian Energy Agencies	Small	Energy Sector	1	Direct email	Bulgaria
116	Association of Bulgarian Energy Agencies	Small	NGO	1	Direct email	Bulgaria
117	Association of producers of ecological energy	Large	Association	1	Direct email	Bulgaria
118	Association of traders with energy in Bulgaria	Small	Association	1	Direct email	Bulgaria
119	Association of traders with energy in Bulgaria	Small	Association	1	Direct email	Bulgaria
120	Asto OOD	Small	Manufacturing	1	Direct email	Bulgaria
121	Atia Print OOD	Small	Manufacturing	1	Direct email	Bulgaria
122	Atil OOD	Medium	Real estate activities	1	Direct email	Bulgaria
123	Attorney	Micro	Legal services	1	Direct email	Bulgaria
124	Austrian Power Grid	Large	Energy sector	1	Direct email	Bulgaria
125	Bale OOD	Medium	Manufacturing	1	Direct email	Bulgaria
126	Balkanprod EOOD	Small	Manufacturing	1	Direct email	Bulgaria
127	Banker Newspaper	Medium	Media	1	Direct email	Bulgaria
128	Banker Newspaper	Medium	Media	1	Direct email	Bulgaria
129	Banker Newspaper	Medium	Media	1	Direct email	Bulgaria
130	Banker Newspaper	Medium	Media	1	Direct email	Bulgaria
131	Bari - Trans EOOD	Small	Manufacturing	1	Direct email	Bulgaria
132	BBL Company	Medium	Gas transportation	1	Direct email	Bulgaria
133	BBL Company	Medium	Gas transportation	1	Direct email	Bulgaria
134	BBL Company	Medium	Gas transportation	1	Direct email	Bulgaria
135	BBT TV	Medium	Media	1	Direct email	Bulgaria
136	BCI JSC	Small	Energy Sector	1	Direct email	Bulgaria
137	BCI JSC	Small	Energy Sector	1	Direct email	Bulgaria
138	Bdintex EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
139	Belcaro Bulgaria EOOD	Small	Manufacturing	1	Direct email	Bulgaria
140	Bella OOD	Small	Distributive trades	1	Direct email	Bulgaria

141	Bereket Enerji	Medium	Energy Sector	1	Direct email	Bulgaria
142	BGNES News Agency	Medium	Media	1	Direct email	Bulgaria
143	Bima OOD	Small	Manufacturing	1	Direct email	Bulgaria
144	Biomashinostroene AD	Medium	Manufacturing	1	Direct email	Bulgaria
145	BioRegions project	Medium	Energy Sector	1	Direct email	Bulgaria
146	Bivalvia OOD	Small	Manufacturing	1	Direct email	Bulgaria
147	Bivalvia Pack OOD	Small	Manufacturing	1	Direct email	Bulgaria
148	Black Sea Energy Center	Small	Research	1	Direct email	Bulgaria
149	Black Sea Energy Research Centre	Small	Energy Sector	1	Direct email	Bulgaria
150	Black Sea Lighthouse newspaper	Small	Media	1	Direct email	Bulgaria
151	Black Sea Lighthouse newspaper	Small	Media	1	Direct email	Bulgaria
152	Black Sea Regional Energy Centre BSREC	Medium	Energy sector / NGO	1	Direct email	Bulgaria
153	Blagoevgrad Municipality	Medium	Municipality	1	Direct email	Bulgaria
154	BNR Horizont	Large	Media	1	Direct email	Bulgaria
155	BNR- radioPlovdiv	Large	Media	1	Direct email	Bulgaria
156	Boyanov & Co	Small	Legal counsel	1	Direct email	Bulgaria
157	British Embassy Sofia	Large	Embassy	1	Direct email	Bulgaria
158	British Embassy Sofia	Large	Embassy	1	Direct email	Bulgaria
159	British Embassy Sofia	Large	Embassy	1	Direct email	Bulgaria
160	Brod-Lucky EOOD	Large	Manufacturing	1	Direct email	Bulgaria
161	BSREC	Micro	Trade	1	Direct email	Bulgaria
162	BTV TV channel	Large	Media	1	Direct email	Bulgaria
163	BTV TV channel	Large	Media	1	Direct email	Bulgaria
164	BUILDCONTROL EOOD	Small	Energy sector	1	Direct email	Bulgaria
165	Bul Eco Energy OOD	Small	Consultancy	1	Direct email	Bulgaria
166	Bulecoprojects	Micro	Consultancy	1	Direct email	Bulgaria
167	BULGARGAZ EAD	Large	Energy Sector	1	Direct email	Bulgaria
168	Bulgarian Academy of Science	Large	Research	1	Direct email	Bulgaria
169	Bulgarian Academy of Science	Large	Research	1	Direct email	Bulgaria
170	Bulgarian Association of Metallurgical Industry	Small	Association	1	Direct email	Bulgaria
171	Bulgarian Association of Municipality Environmental Experts	Small	Energy sector	1	Direct email	Bulgaria
172	Bulgarian Association of Recycling	Medium	Association	1	Direct email	Bulgaria
173	Bulgarian Association of Recycling	Medium	Association	1	Direct email	Bulgaria
174	Bulgarian Biomass Association	Small	Energy Sector	1	Direct email	Bulgaria
175	BULGARIAN CHAMBER OF COMMERCE AND INDUSTRY	Small	Chamber of Commerce	1	Direct email	Bulgaria
176	Bulgarian Chamber of Commerce and Industry	Medium	Chamber of Commerce	1	Direct email	Bulgaria
177	Bulgarian Chamber of Commerce and Industry	Medium	Chamber of Commerce	1	Direct email	Bulgaria
178	Bulgarian Chamber of Commerce and Industry	Medium	Chamber of Commerce	1	Direct email	Bulgaria

179	Bulgarian Chamber of Commerce and Industry	Small	Energy Sector	1	Direct email	Bulgaria
180	Bulgarian Chamber of Mining and Geology	Small	Chamber	1	Direct email	Bulgaria
181	Bulgarian Chamber of Mining and Geology	Small	Chamber	1	Direct email	Bulgaria
182	Bulgarian Construction Chamber	Small	Construction	1	Direct email	Bulgaria
183	Bulgarian Construction Chamber	Small	Construction	1	Direct email	Bulgaria
184	Bulgarian District Heating Association	Small	Energy Sector	1	Direct email	Bulgaria
185	Bulgarian District Heating Association	Small	Energy Sector	1	Direct email	Bulgaria
186	Bulgarian Economic Forum	Small	NGO	1	Direct email	Bulgaria
187	Bulgarian Electric Vehicles Association	Small	Association	1	Direct email	Bulgaria
188	Bulgarian Energy and Mining Forum	Small	NGO	1	Direct email	Bulgaria
189	Bulgarian Energy and Mining Forum	Small	NGO	1	Direct email	Bulgaria
190	Bulgarian Energy Efficiency Fund	Small	Financial services	1	Direct email	Bulgaria
191	Bulgarian Energy Forum	Large	Network	1	Direct email	Bulgaria
192	Bulgarian energy holding	Medium	Energy Sector	1	Direct email	Bulgaria
193	Bulgarian Energy Holding EAD	Large	Energy Sector	1	Direct email	Bulgaria
194	BULGARIAN ENERGY INDUSTRY CHAMBER	Medium	Energy Sector	1	Direct email	Bulgaria
195	BULGARIAN ENERGY INDUSTRY CHAMBER	Medium	Energy Sector	1	Direct email	Bulgaria
196	Bulgarian Industrial Association	Small	Association	1	Direct email	Bulgaria
197	Bulgarian Industrial Association	Small	Association	1	Direct email	Bulgaria
198	Bulgarian Industrial Association	Small	Association	1	Direct email	Bulgaria
199	Bulgarian Industrial Association	Small	Association	1	Direct email	Bulgaria
200	Bulgarian Industrial Association	Small	Association	1	Direct email	Bulgaria
201	Bulgarian Industrial Association	Small	Association	1	Direct email	Bulgaria
202	Bulgarian Industrial Capital Association	Small	Association	1	Direct email	Bulgaria
203	Bulgarian National Association Active Consumers	Small	Association	1	Direct email	Bulgaria
204	BULGARIAN NATIONAL AUDIT OFFICE	Large	National Authority	1	Direct email	Bulgaria
205	BULGARIAN NATIONAL AUDIT OFFICE	Large	National Authority	1	Direct email	Bulgaria
206	BULGARIAN NATIONAL AUDIT OFFICE	Large	National Authority	1	Direct email	Bulgaria
207	BULGARIAN NATIONAL AUDIT OFFICE	Large	National Authority	1	Direct email	Bulgaria
208	Bulgarian National radio	Large	Media	1	Direct email	Bulgaria
209	Bulgarian National Radio - Plovdiv	Large	Media	1	Direct email	Bulgaria
210	Bulgarian National Radio (Plovdiv)	Large	Media	1	Direct email	Bulgaria
211	Bulgarian National Television	Large	Media	1	Direct email	Bulgaria
212	Bulgarian National Television	Large	Media	1	Direct email	Bulgaria
213	Bulgarian National Television	Large	Media	1	Direct email	Bulgaria
214	Bulgarian National television - Burgas	Large	Media	1	Direct email	Bulgaria
215	Bulgarian National Television - Regional Center	Large	Media	1	Direct email	Bulgaria
216	Bulgarian Parliament	Large	National Authority	1	Direct email	Bulgaria

217	Bulgarian Petroleum and Gas Association	Large	Association	1	Direct email	Bulgaria
218	Bulgarian Photovoltaic Association	Small	Association	1	Direct email	Bulgaria
219	Bulgarian Photovoltaic Association	Small	Association	1	Direct email	Bulgaria
220	Bulgarian Photovoltaic Association	Small	Association	1	Direct email	Bulgaria
221	Bulgarian Photovoltaic Association	Large	Association	1	Direct email	Bulgaria
222	Bulgarian Photovoltaic Association	Small	Energy Sector	1	Direct email	Bulgaria
223	Bulgarian School of Politics "Dimitar Panitza"	Medium	NGO	1	Direct email	Bulgaria
224	Bulgarian School of Politics "Dimitar Panitza"	Medium	NGO	1	Direct email	Bulgaria
225	Bulgarian School of Politics "Dimitar Panitza"	Medium	NGO	1	Direct email	Bulgaria
226	Bulgarian School of Politics "Dimitar Panitza"	Medium	NGO	1	Direct email	Bulgaria
227	Bulgarian Socialist Party	Large	Political party	1	Direct email	Bulgaria
228	Bulgarian Swiss Chamber of Commerce	Small	Chamber of Commerce	1	Direct email	Bulgaria
229	Bulgarian Swiss Chamber of Commerce	Small	Chamber of Commerce	1	Direct email	Bulgaria
230	Bulgarian Swiss Chamber of Commerce	Small	Chamber of Commerce	1	Direct email	Bulgaria
231	Bulgarian Telegraph Agency	Large	Media	1	Direct email	Bulgaria
232	Bulgarian Telegraph Agency	Large	Media	1	Direct email	Bulgaria
233	Bulgarian Telegraph Agency	Large	Media	1	Direct email	Bulgaria
234	Bulgarian Telegraph Agency	Large	Media	1	Direct email	Bulgaria
235	Bulgarian Telegraph Agency	Large	Media	1	Direct email	Bulgaria
236	Bulgarian Telegraph Agency	Large	Media	1	Direct email	Bulgaria
237	Bulgarian Telegraph Agency	Large	Media	1	Direct email	Bulgaria
238	Bulgarian Telegraph Agency	Large	Media	1	Direct email	Bulgaria
239	Bulgarian Telegraph Agency	Large	Media	1	Direct email	Bulgaria
240	Bulgarian Telegraph Agency - Haskovo	Large	Media	1	Direct email	Bulgaria
241	Bulgarian Wind Energy Association	Small	Association	1	Direct email	Bulgaria
242	Bulgarian National Radio - Burgas	Large	Media	1	Direct email	Bulgaria
243	Bulgartransgaz EAD	Large	Energy Sector	1	Direct email	Bulgaria
244	Bulgartransgaz EAD	Large	Energy Sector	1	Direct email	Bulgaria
245	Bulgartransgaz EAD	Large	Energy Sector	1	Direct email	Bulgaria
246	Bulpallet EOOD	Small	Manufacturing	1	Direct email	Bulgaria
247	BulPerla 91 EOOD	Micro	Manufacturing	1	Direct email	Bulgaria
248	BulPerla 91 EOOD	Micro	Manufacturing	1	Direct email	Bulgaria
249	Bultermostroy EOOD	Medium	Construction	1	Direct email	Bulgaria
250	Burgas Municipality	Large	Municipality	1	Direct email	Bulgaria
251	Burgas News Ltd	Small	Media	1	Direct email	Bulgaria
252	burgasinfo.com (Presenta Ltd)	Small	Media	1	Direct email	Bulgaria
253	BurgasPlus.com	Small	Media	1	Direct email	Bulgaria
254	Business catalogue for Petrich and the region	Small	Media	1	Direct email	Bulgaria

255	Çalık Enerji, Turkey	Large	Energy Sector	1	Direct email	Bulgaria
256	Career Center at Varna University of Management	Large	University	1	Direct email	Bulgaria
257	CBBSS INFOLETTER ON OIL AND GAS	Small	Energy Sector	1	Direct email	Bulgaria
258	Center for the Study of Democracy	Small	Research and monitoring	1	Direct email	Bulgaria
259	Center for the Study of Democracy	Small	Research and monitoring	1	Direct email	Bulgaria
260	Center for the Study of Democracy	Small	Research and monitoring	1	Direct email	Bulgaria
261	CENTRE FOR TESTING AND EUROPEAN CERTIFICATION LTD.	Small	Energy sector	1	Direct email	Bulgaria
262	Cez Trade Bulgaria	Large	Energy Sector	1	Direct email	Bulgaria
263	Chernomorie-bg.com	Small	Media	1	Direct email	Bulgaria
264	CHEZ Bulgaria	Large	Energy Sector	1	Direct email	Bulgaria
265	Chief editor	Small	Media	1	Direct email	Bulgaria
266	Chino - Nikolay Cinovski	Small	Manufacturing	1	Direct email	Bulgaria
267	Citizens for European Development of Bulgaria (Bulgaria)	Large	Political party	1	Direct email	Bulgaria
268	Citizens for European Development of Bulgaria (Bulgaria)	Large	Political party	1	Direct email	Bulgaria
269	Citizens for European Development of Bulgaria (Bulgaria)	Large	Political party	1	Direct email	Bulgaria
270	City council Hisaria	Small	Local authority	1	Direct email	Bulgaria
271	CLASS ENERGY GROUP EOOD	Small	Energy sector	1	Direct email	Bulgaria
272	Club 9000 Member	Micro	Expert	1	Direct email	Bulgaria
273	CMS Sofia	Medium	Legal counsel	1	Direct email	Bulgaria
274	CMVT EAD	Micro	Administrative and support service activities	1	Direct email	Bulgaria
275	CNG Maritsa OOD	Small	Energy Sector	1	Direct email	Bulgaria
276	Com.net	Large	Telecommunications	1	Direct email	Bulgaria
277	Confederation of Employers and Industrialists in Bulgaria	Large	Energy Sector	1	Direct email	Bulgaria
278	Confederation of Employers and Industrialists in Bulgaria	Large	Energy Sector	1	Direct email	Bulgaria
279	Contex Drouzhba OOD	Medium	Distributive trades	1	Direct email	Bulgaria
280	ContourGlobal PLC	Large	Energy Sector	1	Direct email	Bulgaria
281	ContourGlobal PLC	Large	Energy Sector	1	Direct email	Bulgaria
282	Cooperation "Panda" /Office 1/	Medium	Trade	1	Direct email	Bulgaria
283	Coordinated Auction Office in South East Europe	Large	Legal counsel	1	Direct email	Bulgaria
284	Corpus-2004 OOD	Small	Transportation and storage services	1	Direct email	Bulgaria
285	Council of Ministers of the Republic of Bulgaria	Large	Public sector	1	Direct email	Bulgaria
286	Council of Ministers of the Republic of Bulgaria	Large	Public sector	1	Direct email	Bulgaria
287	Council of Ministers of the Republic of Bulgaria	Large	Public sector	1	Direct email	Bulgaria
288	Council of Ministers of the Republic of Bulgaria	Large	Public sector	1	Direct email	Bulgaria
289	Council of Ministers of the Republic of Bulgaria	Large	Public sector	1	Direct email	Bulgaria
290	Council of Ministers of the Republic of Bulgaria	Large	Public sector	1	Direct email	Bulgaria
291	COUNCIL ON INNOVATION AND ENERGY EFFICIENCY at the Bulgarian Chamber of Commerce and Industry	Small	Energy Sector	1	Direct email	Bulgaria

292	COUNCIL ON INNOVATION AND ENERGY EFFICIENCY at the Bulgarian Chamber of Commerce and Industry	Small	Energy Sector	1	Direct email	Bulgaria
293	Creative Build OOD	Small	Construction	1	Direct email	Bulgaria
294	CROSS-BORDER SPARK	Medium	Media	1	Direct email	Bulgaria
295	CRYPTO ENERGY EOOD	Small	Energy sector	1	Direct email	Bulgaria
296	Dalkia Varna EAD	Medium	Energy Sector	1	Direct email	Bulgaria
297	Dalkia Varna EAD	Medium	Energy Sector	1	Direct email	Bulgaria
298	Dalkia Varna EAD	Medium	Energy Sector	1	Direct email	Bulgaria
299	Darik Plovdiv Radio	Large	Media	1	Direct email	Bulgaria
300	Darik radio - Blagoevgrad	Large	Media	1	Direct email	Bulgaria
301	Darik Radio - Burgas	Large	Media	1	Direct email	Bulgaria
302	Darik radio - Dobrich	Large	Media	1	Direct email	Bulgaria
303	Darik radio - Pleven	Large	Media	1	Direct email	Bulgaria
304	Darik radio - Ruse	Large	Media	1	Direct email	Bulgaria
305	Darik radio - Shumen	Large	Media	1	Direct email	Bulgaria
306	Darik radio - Sliven	Large	Media	1	Direct email	Bulgaria
307	Darik radio - Stara Zagora	Large	Media	1	Direct email	Bulgaria
308	Darik Radio Kardjali	Large	Media	1	Direct email	Bulgaria
309	Darik radio, Stara Zagora	Medium	Media	1	Direct email	Bulgaria
310	Darjavno Gorsko Stopanstvo Ihtiman	Small	Local authority	1	Direct email	Bulgaria
311	DartsNews.bg	Small	Media	1	Direct email	Bulgaria
312	DartsNews.bg	Small	Media	1	Direct email	Bulgaria
313	DC news	Small	Media	1	Direct email	Bulgaria
314	DC news	Small	Media	1	Direct email	Bulgaria
315	Decor OOD	Small	Construction	1	Direct email	Bulgaria
316	DEJA Advertising Agency EOOD	Small	Manufacturing	1	Direct email	Bulgaria
317	Deloitte	Large	Legal counsel	1	Direct email	Bulgaria
318	Deloitte	Large	Legal counsel	1	Direct email	Bulgaria
319	denkstatt Bulgaria	Large	Counselling	1	Direct email	Bulgaria
320	denkstatt Bulgaria	Large	Counselling	1	Direct email	Bulgaria
321	Desant Newspaper	Small	Media	1	Direct email	Bulgaria
322	Desant Newspaper	Small	Media	1	Direct email	Bulgaria
323	Desant Newspaper	Small	Media	1	Direct email	Bulgaria
324	Design Plast EOOD	Small	Manufacturing	1	Direct email	Bulgaria
325	Devnya Municipality	Small	Municipality	1	Direct email	Bulgaria
326	DG COMM Political Intelligence Team, Political Analyst	Micro	Policymaker	1	Direct email	Bulgaria
327	DGPAZAR.eu / "NewsMedia Group" Ltd.	Small	Media	1	Direct email	Bulgaria
328	DIALOG today	Small	Media	1	Direct email	Bulgaria



329	DIAMOND BG EOOD	Small	Energy sector	1	Direct email	Bulgaria
330	Dik 2000 OOD	Small	Manufacturing	1	Direct email	Bulgaria
331	Dimitrov EOOD	Large	Manufacturing	1	Direct email	Bulgaria
332	Dimitrovgrad Municipality	Small	Municipality	1	Direct email	Bulgaria
333	Dimitrovgrad Municipality	Small	Municipality	1	Direct email	Bulgaria
334	DIO OOD	Small	Manufacturing	1	Direct email	Bulgaria
335	District Administration Burgas	Large	District administration	1	Direct email	Bulgaria
336	Djodi - 1 EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
337	Dobrich Municipality	Small	Municipality	1	Direct email	Bulgaria
338	Doni Style EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
339	Doosan Lentjes	Large	Energy Sector	1	Direct email	Bulgaria
340	Dragnev EOOD	Micro	Manufacturing	1	Direct email	Bulgaria
341	Drouzhba Style AD	Medium	Manufacturing	1	Direct email	Bulgaria
342	Dundee Precious Metals Inc.	Large	Precious metals	1	Direct email	Bulgaria
343	e-burgas.com /Media Group Event Management EOOD/	Micro	Media	1	Direct email	Bulgaria
344	e-burgas.com /Media Group Event Management EOOD/	Micro	Media	1	Direct email	Bulgaria
345	E.ON Energie Deutschland GmbH	Large	Energy Sector	1	Direct email	Bulgaria
346	East West EOOD	Small	Manufacturing	1	Direct email	Bulgaria
347	EBF - Business TV	Large	Media	1	Direct email	Bulgaria
348	EBF - Business TV	Large	Media	1	Direct email	Bulgaria
349	EBF - Business TV	Large	Media	1	Direct email	Bulgaria
350	Eco Globe OOD	Small	Energy sector	1	Direct email	Bulgaria
351	Ecoconcept 22 EOOD	Micro	Trade	1	Direct email	Bulgaria
352	Econ.bg	Large	Media	1	Direct email	Bulgaria
353	Econ.bg	Large	Media	1	Direct email	Bulgaria
354	ECOTEKPRODUCTS EOOD	Small	Energy sector	1	Direct email	Bulgaria
355	Effectiva EOOD	Small	Energy sector	1	Direct email	Bulgaria
356	EkoEI BG EOOD	Small	Energy Sector	1	Direct email	Bulgaria
357	EkoEI BG EOOD	Small	Energy Sector	1	Direct email	Bulgaria
358	ELANA Agrocredit	Large	Financial services	1	Direct email	Bulgaria
359	ELANA Agrocredit	Large	Financial services	1	Direct email	Bulgaria
360	ELANA Agrocredit	Large	Financial services	1	Direct email	Bulgaria
361	Elecpor	Large	Energy Sector	1	Direct email	Bulgaria
362	Electricity Authority of Cyprus	Large	Energy Sector	1	Direct email	Bulgaria
363	Electricity System Operator	Large	Energy Sector	1	Direct email	Bulgaria
364	ELECTRICITY SYSTEM OPERATOR EAD	Large	Energy Sector	1	Direct email	Bulgaria
365	ELECTRICITY SYSTEM OPERATOR EAD	Large	Energy Sector	1	Direct email	Bulgaria
366	ELECTRICITY SYSTEM OPERATOR EAD	Large	Energy Sector	1	Direct email	Bulgaria

367	ELECTRICITY SYSTEM OPERATOR EAD	Large	Energy Sector	1	Direct email	Bulgaria
368	Elektrik Üreticileri Derneği	Large	Energy Sector	1	Direct email	Bulgaria
369	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
370	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
371	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
372	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
373	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
374	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
375	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
376	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
377	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
378	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
379	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
380	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
381	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
382	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
383	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
384	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
385	Elektrohold Bulgaria	Large	Energy sector	1	Direct email	Bulgaria
386	Elering AS	Large	Energy Sector	1	Direct email	Bulgaria
387	Elering AS	Large	Energy Sector	1	Direct email	Bulgaria
388	Elering AS	Large	Energy Sector	1	Direct email	Bulgaria
389	Elhovo.news	Small	Media	1	Direct email	Bulgaria
390	Elhovo.news	Small	Media	1	Direct email	Bulgaria
391	Elia Group, Belgium	Large	Energy Sector	1	Direct email	Bulgaria
392	Elia Group, Belgium	Large	Energy Sector	1	Direct email	Bulgaria
393	Elitex OOD	Medium	Manufacturing	1	Direct email	Bulgaria
394	Embassy of France in Sofia	Medium	Embassy	1	Direct email	Bulgaria
395	Embassy of Hungary	Medium	Embassy	1	Direct email	Bulgaria
396	Embassy of Hungary	Medium	Embassy	1	Direct email	Bulgaria
397	Embassy of Ireland, Bulgaria	Large	Embassy	1	Direct email	Bulgaria
398	EMBASSY OF PORTUGAL	Medium	Embassy	1	Direct email	Bulgaria
399	Embassy of Slovakia	Medium	Embassy	1	Direct email	Bulgaria
400	Embassy of the Netherlands in Bulgaria	Medium	Embassy	1	Direct email	Bulgaria
401	Embassy Of The People's Republic Of China In The Republic Of Bulgaria	Medium	Embassy	1	Direct email	Bulgaria
402	Embassy of the Republic of Albania in Sofia	Medium	Embassy	1	Direct email	Bulgaria
403	Embroidery - 93 EOOD	Micro	Manufacturing	1	Direct email	Bulgaria
404	Emi Style EOOD	Medium	Manufacturing	1	Direct email	Bulgaria

405	EMS AD	Large	Energy Sector	1	Direct email	Bulgaria
406	EMS AD	Large	Energy Sector	1	Direct email	Bulgaria
407	EMS AD	Large	Energy Sector	1	Direct email	Bulgaria
408	EMS AD	Large	Energy Sector	1	Direct email	Bulgaria
409	EMS AD	Large	Energy Sector	1	Direct email	Bulgaria
410	EN EM CO LTD	Small	Energy sector	1	Direct email	Bulgaria
411	ENCON SERVICES OOD	Small	Energy sector	1	Direct email	Bulgaria
412	EnEffect - ML OOD	Small	Energy sector	1	Direct email	Bulgaria
413	ENEFFECT-CONSULT EOOD	Small	Energy sector	1	Direct email	Bulgaria
414	ENERCON EOOD	Small	Energy sector	1	Direct email	Bulgaria
415	Energeo EOOD	Small	Energy Sector	1	Direct email	Bulgaria
416	Energeo EOOD	Small	Energy Sector	1	Direct email	Bulgaria
417	ENERGETIKA LD OOD	Small	Energy sector	1	Direct email	Bulgaria
418	Energi Norge	Large	Energy Sector	1	Direct email	Bulgaria
419	Energi Norge	Large	Energy Sector	1	Direct email	Bulgaria
420	ENERGO-PRO ENERGY SERVICES EAD	Large	Energy sector	1	Direct email	Bulgaria
421	Energo-Pro Varna EAD	Large	Energy sector	1	Direct email	Bulgaria
422	Energo-Pro Varna EAD	Large	Energy sector	1	Direct email	Bulgaria
423	Energo-Pro Varna EAD	Large	Energy sector	1	Direct email	Bulgaria
424	Energo-Pro Varna EAD	Large	Energy sector	1	Direct email	Bulgaria
425	Energo-Pro Varna EAD	Large	Energy sector	1	Direct email	Bulgaria
426	Energo-Pro Varna EAD	Large	Energy sector	1	Direct email	Bulgaria
427	Energo-Pro Varna EAD	Large	Energy sector	1	Direct email	Bulgaria
428	Energo-Pro Varna EAD	Large	Energy sector	1	Direct email	Bulgaria
429	Energo-Pro Varna EAD	Large	Energy sector	1	Direct email	Bulgaria
430	Energo-Pro Varna EAD	Large	Energy sector	1	Direct email	Bulgaria
431	ENERGOCONSULT-M OOD	Small	Energy sector	1	Direct email	Bulgaria
432	ENERGOEFFECT CONSULT EOOD	Small	Energy sector	1	Direct email	Bulgaria
433	ENERGOPROJECT AD	Large	Energy Sector	1	Direct email	Bulgaria
434	Energoremont Holding AD	Large	Energy Sector	1	Direct email	Bulgaria
435	EnergoService AD	Large	Energy Sector	1	Direct email	Bulgaria
436	EnergoService AD	Large	Energy Sector	1	Direct email	Bulgaria
437	EnergoService AD	Large	Energy Sector	1	Direct email	Bulgaria
438	Energy Agency of Plovdiv	Medium	Energy Sector	1	Direct email	Bulgaria
439	Energy Agency Plovdiv	Small	National Authority	1	Direct email	Bulgaria
440	Energy Agency Plovdiv	Small	National Authority	1	Direct email	Bulgaria
441	Energy Agency Plovdiv	Small	National Authority	1	Direct email	Bulgaria
442	Energy Agency Plovdiv	Small	National Authority	1	Direct email	Bulgaria

443	Energy Agency Plovdiv	Small	National Authority	1	Direct email	Bulgaria
444	Energy Agency Plovdiv	Small	National Authority	1	Direct email	Bulgaria
445	Energy Agency Plovdiv	Small	National Authority	1	Direct email	Bulgaria
446	Energy Agency Plovdiv	Small	National Authority	1	Direct email	Bulgaria
447	Energy Agency Plovdiv	Small	National Authority	1	Direct email	Bulgaria
448	Energy Agency Plovdiv	Small	National Authority	1	Direct email	Bulgaria
449	Energy Agency Plovdiv	Small	National Authority	1	Direct email	Bulgaria
450	Energy Agency Plovdiv	Small	National Authority	1	Direct email	Bulgaria
451	Energy and Water Regulatory Commission	Medium	Municipality	1	Direct email	Bulgaria
452	Energy and water regulatory commission	Large	National Authority	1	Direct email	Bulgaria
453	Energy and water regulatory commission	Large	National Authority	1	Direct email	Bulgaria
454	Energy and water regulatory commission	Large	National Authority	1	Direct email	Bulgaria
455	Energy and water regulatory commission	Large	National Authority	1	Direct email	Bulgaria
456	ENERGY EFFECT EOOD	Small	Energy sector	1	Direct email	Bulgaria
457	ENERGY EFFECT OOD	Small	Energy sector	1	Direct email	Bulgaria
458	Energy Expert	Micro	Energy Sector	1	Direct email	Bulgaria
459	Energy Federation - KT Podkrepa	Small	Energy Sector	1	Direct email	Bulgaria
460	Energy Financing Team (Switzerland) AG	Large	Financial services	1	Direct email	Bulgaria
461	Energy Financing Team (Switzerland) AG	Large	Financial services	1	Direct email	Bulgaria
462	ENERGY MANAGER EOOD	Small	Energy sector	1	Direct email	Bulgaria
463	Energy Market AD	Large	Energy Sector	1	Direct email	Bulgaria
464	Energy Market AD	Large	Energy Sector	1	Direct email	Bulgaria
465	Energy MT EAD	Small	Energy Sector	1	Direct email	Bulgaria
466	Energy MT EAD	Small	Energy Sector	1	Direct email	Bulgaria
467	ENERGY SAVING EOOD	Small	Energy sector	1	Direct email	Bulgaria
468	ENERGY SAVING SOLUTIONS OOD	Small	Energy sector	1	Direct email	Bulgaria
469	Energyonomics. Romania	Medium	Energy Sector	1	Direct email	Bulgaria
470	EnergyOnline.bg	Medium	Media	1	Direct email	Bulgaria
471	ENERTEH OOD	Small	Energy sector	1	Direct email	Bulgaria
472	EnKoRA EOOD	Small	Energy sector	1	Direct email	Bulgaria
473	Envirochemie GmbH Branch Bulgaria	Large	Energy Sector	1	Direct email	Bulgaria
474	Erato Holding AD	Small	Trade	1	Direct email	Bulgaria
475	ERGO OOD	Small	Energy sector	1	Direct email	Bulgaria
476	Ernst & Young Bulgaria EOOD	Medium	Audit	1	Direct email	Bulgaria
477	ESKOM MEDIA GRUP OOD	Small	Media	1	Direct email	Bulgaria
478	Esri Bulgaria Ltd.	Large	Geographic Information Systems	1	Direct email	Bulgaria
479	Esri Bulgaria Ltd.	Large	Geographic Information Systems	1	Direct email	Bulgaria
480	Esri Bulgaria Ltd.	Large	Geographic Information Systems	1	Direct email	Bulgaria

481	Esri Bulgaria Ltd.	Large	Geographic Information Systems	1	Direct email	Bulgaria
482	ET Teodora - Ruse	Small	Manufacturing	1	Direct email	Bulgaria
483	etv.bg / ESCOM MEDIA GROUP OOD/	Large	Media	1	Direct email	Bulgaria
484	etv.bg / ESCOM MEDIA GROUP OOD/	Large	Media	1	Direct email	Bulgaria
485	EURO - ENGINEERING OOD	Small	Energy sector	1	Direct email	Bulgaria
486	EuroCape New Energy Ukraine	Large	Energy Sector	1	Direct email	Bulgaria
487	EuroCape New Energy Ukraine	Large	Energy Sector	1	Direct email	Bulgaria
488	Europagrid Ltd	Large	Energy Sector	1	Direct email	Bulgaria
489	European Bank for Reconstruction and Development	Large	Financial services	1	Direct email	Bulgaria
490	European Consumer Center Bulgaria	Large	Legal counsel	1	Direct email	Bulgaria
491	European Consumer Center Bulgaria	Large	Legal counsel	1	Direct email	Bulgaria
492	EUROPEAN INSTITUTE OF LABOUR	Micro	NGO	1	Direct email	Bulgaria
493	European Parliament in Bulgaria	Large	European authority	1	Direct email	Bulgaria
494	European Policies Initiative – EuPI	Medium	NGO	1	Direct email	Bulgaria
495	Eustream.as	Large	Energy Sector	1	Direct email	Bulgaria
496	EventsPRO	Micro	Online media	1	Direct email	Bulgaria
497	EVN Bulgaria	Large	Energy Sector	1	Direct email	Bulgaria
498	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
499	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
500	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
501	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
502	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
503	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
504	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
505	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
506	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
507	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
508	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
509	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
510	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
511	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
512	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
513	EVN Bulgaria Group	Large	Energy Sector	1	Direct email	Bulgaria
514	EVN Naturkraft EOOD	Small	Energy sector	1	Direct email	Bulgaria
515	Executive Forestry Agency	Medium	National Authority	1	Direct email	Bulgaria
516	F2F Studio OOD	Micro	Media	1	Direct email	Bulgaria
517	Factor Newspaper Burgas	Medium	Media	1	Direct email	Bulgaria
518	Factor Plovdiv	Micro	Media	1	Direct email	Bulgaria

519	Faculty of Management Technical University of Sofia	Large	University	1	Direct email	Bulgaria
520	Faktoirbg.com (online newspaper)	Small	Media	1	Direct email	Bulgaria
521	FAZERLES AD	Large	Wood processing industry	1	Direct email	Bulgaria
522	FAZERLES AD	Large	Wood processing industry	1	Direct email	Bulgaria
523	FAZERLES AD	Large	Wood processing industry	1	Direct email	Bulgaria
524	FEBA Alumni Club, Sofia University "St. Kliment Ohridski"	Large	University	1	Direct email	Bulgaria
525	Federation of Independent Miners' Unions	Small	Association	1	Direct email	Bulgaria
526	Fides Interconsult OOD	Small	Translation services	1	Direct email	Bulgaria
527	Fluxys	Large	Energy Sector	1	Direct email	Bulgaria
528	Fluxys	Large	Energy Sector	1	Direct email	Bulgaria
529	Fondatsiya Evropeyski Institut	Small	NGO	1	Direct email	Bulgaria
530	Foton - K Ltd.	Medium	Media	1	Direct email	Bulgaria
531	Free Energy Market Association	Small	Association	1	Direct email	Bulgaria
532	Free Energy Market Association	Small	Association	1	Direct email	Bulgaria
533	Free Energy Market Association	Small	Association	1	Direct email	Bulgaria
534	Free Energy Market Association	Small	Association	1	Direct email	Bulgaria
535	French Treasury Regional Office, French Embassy in Sofia	Large	Embassy	1	Direct email	Bulgaria
536	Frina KM EOOD	Small	Manufacturing	1	Direct email	Bulgaria
537	FSC Albania	Large	Energy Sector	1	Direct email	Bulgaria
538	Fury Commerce EOOD	Small	Construction	1	Direct email	Bulgaria
539	G Mania OOD	Small	Manufacturing	1	Direct email	Bulgaria
540	Galabovo Municipality	Small	Municipality	1	Direct email	Bulgaria
541	Galabovski vesti Newspaper	Small	Media	1	Direct email	Bulgaria
542	Garant Stroy OOD	Small	Construction	1	Direct email	Bulgaria
543	GAS FLOW CONTROL AD	Medium	Energy sector	1	Direct email	Bulgaria
544	Gastransport Nord GmbH	Large	Energy Sector	1	Direct email	Bulgaria
545	Gasunie	Medium	Energy Sector	1	Direct email	Bulgaria
546	GAZ-SYSTEM S.A.	Medium	Energy Sector	1	Direct email	Bulgaria
547	GD Nazad kam prirodata	Small	NGO	1	Direct email	Bulgaria
548	geograf.bg (e-magazine)	Small	Media	1	Direct email	Bulgaria
549	Georgiev & Co	Large	Manufacturing	1	Direct email	Bulgaria
550	German-Bulgarian Chamber of Commerce and Industry	Micro	Chamber of Commerce	1	Direct email	Bulgaria
551	Geryon EOOD	Small	Industry	1	Direct email	Bulgaria
552	Gorna Oryahovitsa Municipality	Small	Municipality	1	Direct email	Bulgaria
553	GRN POWER BULGARIA OOD	Medium	Energy sector	1	Direct email	Bulgaria
554	Gustonews Plvodiv	Small	Media	1	Direct email	Bulgaria
555	Haiteck EOOD	Small	Energy Sector	1	Direct email	Bulgaria
556	Hars Engineering EOOD	Small	Energy Sector	1	Direct email	Bulgaria

557	Haskovo info (online media)	Small	Media	1	Direct email	Bulgaria
558	Haskovo Municipality	Medium	Municipality	1	Direct email	Bulgaria
559	Haskovo Municipality	Large	Municipality	1	Direct email	Bulgaria
560	Head of Representation European Union	Micro	Policymaker	1	Direct email	Bulgaria
561	Head of Unit Communication (EMPLA.2)	Micro	Policymaker	1	Direct email	Bulgaria
562	HEAT CONSULT OOD	Small	Energy sector	1	Direct email	Bulgaria
563	Heating plant Bansko	Medium	Energy Sector	1	Direct email	Bulgaria
564	Helector	Small	Energy Sector	1	Direct email	Bulgaria
565	HELIOS ENERGY EOOD	Small	Energy sector	1	Direct email	Bulgaria
566	Helios Power OOD	Small	Energy Sector	1	Direct email	Bulgaria
567	Helios Power OOD	Small	Energy Sector	1	Direct email	Bulgaria
568	Hydroenergy company OOD	Large	Energy sector	1	Direct email	Bulgaria
569	Home Garden OOD	Small	Distributive trades	1	Direct email	Bulgaria
570	HOROZ EOOD	Small	Energy sector	1	Direct email	Bulgaria
571	HR Wallingford Ltd	Large	Energy Sector	1	Direct email	Bulgaria
572	Hydroenergy Association	Small	Association	1	Direct email	Bulgaria
573	HYDROGEN LD LTD	Small	Energy sector	1	Direct email	Bulgaria
574	iB2B Bulgaria	Small	Information Technology	1	Direct email	Bulgaria
575	IBS	Large	IT Consulting	1	Direct email	Bulgaria
576	IBS	Large	IT Consulting	1	Direct email	Bulgaria
577	ICONA COMMUNICATION	Medium	Consultancy	1	Direct email	Bulgaria
578	ICONA COMMUNICATION	Medium	Consultancy	1	Direct email	Bulgaria
579	ICONA COMMUNICATION	Medium	Consultancy	1	Direct email	Bulgaria
580	IG Pasivni sgradi	Small	Energy sector	1	Direct email	Bulgaria
581	IG Passive buldings	Micro	Energy sector	1	Direct email	Bulgaria
582	INA Trading OOD	Medium	Distributive trades	1	Direct email	Bulgaria
583	INDEPENDENT TRADE UNION FEDERATION OF ENERGY WORKERS IN BULGARIA	Small	Energy Sector	1	Direct email	Bulgaria
584	Independent Trade Union Federation of Energy Workers in Bulgaria	Medium	Trade union	1	Direct email	Bulgaria
585	Independent Trade Union Federation of Energy Workers in Bulgaria	Medium	Trade union	1	Direct email	Bulgaria
586	Independent Trade Union Federation of Energy Workers in Bulgaria	Medium	Trade union	1	Direct email	Bulgaria
587	Industry Watch	Small	Monitoting and analysis of macroeconomy	1	Direct email	Bulgaria
588	Industry Watch	Small	Monitoting and analysis of macroeconomy	1	Direct email	Bulgaria
589	Infraproekt Consult EOOD	Small	Consultancy	1	Direct email	Bulgaria
590	ING Wholesale Banking	Large	Financial services	1	Direct email	Bulgaria
591	INRNE - BAS	Medium	Energy Sector	1	Direct email	Bulgaria
592	Institute for Market Economy	Large	Economy policy think tank	1	Direct email	Bulgaria
593	Institute for Market Economy	Large	Economy policy think tank	1	Direct email	Bulgaria

594	Institute for Market Economy	Large	Economy policy think tank	1	Direct email	Bulgaria
595	Institute for Market Economy	Large	Economy policy think tank	1	Direct email	Bulgaria
596	Institute for Market Economy	Large	Economy policy think tank	1	Direct email	Bulgaria
597	Institute for Policy and Development	Micro	NGO	1	Direct email	Bulgaria
598	Institute for Postgraduate Studies	Small	Education provider	1	Direct email	Bulgaria
599	Institute for Postgraduate Studies	Small	Education provider	1	Direct email	Bulgaria
600	Institute for Postgraduate Studies	Small	Education provider	1	Direct email	Bulgaria
601	Institute for Postgraduate Studies	Small	Education provider	1	Direct email	Bulgaria
602	INSTITUTE OF ENERGY AD	Large	Energy Sector	1	Direct email	Bulgaria
603	INSTITUTE OF ENERGY AD	Large	Energy Sector	1	Direct email	Bulgaria
604	INSTITUTE OF ENERGY AD	Large	Energy Sector	1	Direct email	Bulgaria
605	INSTITUTE OF ENERGY AD	Large	Energy Sector	1	Direct email	Bulgaria
606	INSTITUTE OF ENERGY AD	Large	Energy Sector	1	Direct email	Bulgaria
607	INSTITUTE OF ENERGY AD	Large	Energy Sector	1	Direct email	Bulgaria
608	Interior OOD	Small	Manufacturing	1	Direct email	Bulgaria
609	International Geostrategic Maritime Observatory	Medium	Research and monitoring	1	Direct email	Bulgaria
610	Investor.BG AD	Medium	Media	1	Direct email	Bulgaria
611	Iprint OOD	Medium	Manufacturing	1	Direct email	Bulgaria
612	Iskiliev OOD	Small	Distributive trades	1	Direct email	Bulgaria
613	Ivanova & Ivanova law office	Micro	Legal counsel	1	Direct email	Bulgaria
614	Ivanova & Ivanova law office	Micro	Legal counsel	1	Direct email	Bulgaria
615	Izitex EOOD	Small	Manufacturing	1	Direct email	Bulgaria
616	Japanese Embassy in Bulgaria	Medium	Embassy	1	Direct email	Bulgaria
617	JORDANOV, IGNATOV & IVANOV, Law firm	Small	Legal counsel	1	Direct email	Bulgaria
618	JORDANOV, IGNATOV & IVANOV, Law firm	Small	Legal counsel	1	Direct email	Bulgaria
619	Jterm Ltd	Small	Trade	1	Direct email	Bulgaria
620	Jterm Ltd	Small	Trade	1	Direct email	Bulgaria
621	Jterm Ltd	Small	Trade	1	Direct email	Bulgaria
622	K Development OOD	Micro	Construction	1	Direct email	Bulgaria
623	K&V OOD	Medium	Accommodation and food service activities	1	Direct email	Bulgaria
624	Kaliakra Wind Power EAD	Small	Energy Sector	1	Direct email	Bulgaria
625	Kaliakra Wind Power EAD	Small	Energy Sector	1	Direct email	Bulgaria
626	Kamberov EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
627	KARADENİZ HOLDING, Turkey	Large	Energy Sector	1	Direct email	Bulgaria
628	KARADENİZ HOLDING, Turkey	Large	Energy Sector	1	Direct email	Bulgaria
629	Kardjali Press	Medium	Media	1	Direct email	Bulgaria
630	Kardzhali Municipality	Medium	Municipality	1	Direct email	Bulgaria



631	karlovo.bg (online media)	Small	Media	1	Direct email	Bulgaria
632	Karnobat Voice Newspaper	Medium	Media	1	Direct email	Bulgaria
633	Kayf EOOD	Small	Manufacturing	1	Direct email	Bulgaria
634	kazanlak.com - online media	Small	Media	1	Direct email	Bulgaria
635	kazanlak.com - online media	Small	Media	1	Direct email	Bulgaria
636	KC2 LTD	Small	Business consultancy	1	Direct email	Bulgaria
637	Kiberys OOD	Small	Manufacturing	1	Direct email	Bulgaria
638	Kichukov i sinove EOOD	Small	Trade	1	Direct email	Bulgaria
639	Kimex OOD	Small	Distributive trades	1	Direct email	Bulgaria
640	Kinstellar	Large	Legal counsel	1	Direct email	Bulgaria
641	Kinstellar	Large	Legal counsel	1	Direct email	Bulgaria
642	Kinstellar	Large	Legal counsel	1	Direct email	Bulgaria
643	Kinstellar	Large	Legal counsel	1	Direct email	Bulgaria
644	Kosara - R OOD	Small	Manufacturing	1	Direct email	Bulgaria
645	Kosara Style - R OOD	Small	Manufacturing	1	Direct email	Bulgaria
646	Kozloduy NPP EAD	Large	Energy Sector	1	Direct email	Bulgaria
647	Kozloduy NPP EAD	Large	Energy Sector	1	Direct email	Bulgaria
648	Kristy - 04	Small	Manufacturing	1	Direct email	Bulgaria
649	l'Ambassade de France à Sofia	Large	Embassy	1	Direct email	Bulgaria
650	Law Office TONCHEV & PARTNERS	Small	Legal counsel	1	Direct email	Bulgaria
651	Law Office TONCHEV & PARTNERS	Small	Legal counsel	1	Direct email	Bulgaria
652	Law Office TONCHEV & PARTNERS	Small	Legal counsel	1	Direct email	Bulgaria
653	Legal advisor	Micro	Legal counsel	1	Direct email	Bulgaria
654	Legal counselor	Micro	Legal counsel	1	Direct email	Bulgaria
655	LGRP EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
656	Liliyana EOOD	Small	Construction mechanization	1	Direct email	Bulgaria
657	LM Energy Consult	Small	Energy Sector	1	Direct email	Bulgaria
658	LM Energy Consult	Small	Energy Sector	1	Direct email	Bulgaria
659	Lovech Municipality	Small	Municipality	1	Direct email	Bulgaria
660	Lyu Kamaris			1	Direct email	Bulgaria
661	M13 ENGINEERING EOOD	Small	Energy sector	1	Direct email	Bulgaria
662	MACEF	Small	Energy Sector	1	Direct email	Bulgaria
663	Magasine Stroiteli (ElMedia)	Small	Media	1	Direct email	Bulgaria
664	Magasine Stroiteli (ElMedia)	Micro	Media	1	Direct email	Bulgaria
665	Mandi EOOD	Small	Manufacturing	1	Direct email	Bulgaria
666	Maneva-Tomik OOD	Medium	Manufacturing	1	Direct email	Bulgaria
667	MARATA ENERGY EOOD	Small	Energy sector	1	Direct email	Bulgaria
668	Marbul EOOD	Medium	Manufacturing	1	Direct email	Bulgaria

669	Mareks EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
670	Maria Capon IK	Small	Printing	1	Direct email	Bulgaria
671	Marinelli Build EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
672	Mattig-Levercom Management Partners	Large	Management consulting in the energy sector	1	Direct email	Bulgaria
673	Mattig-Levercom Management Partners	Large	Management consulting in the energy sector	1	Direct email	Bulgaria
674	Media Group 24 Ltd / Burgas24.bg	Large	Media	1	Direct email	Bulgaria
675	Media Group 24 Ltd / Burgas24.bg	Large	Media	1	Direct email	Bulgaria
676	Media Group 24 OOD	Large	Media	1	Direct email	Bulgaria
677	Media Group 24 OOD	Large	Media	1	Direct email	Bulgaria
678	Media Light Ltd.	Small	Media	1	Direct email	Bulgaria
679	Mega Power Sys OOD	Small	Energy Sector	1	Direct email	Bulgaria
680	Metal-M EOOD	Small	Manufacturing	1	Direct email	Bulgaria
681	Metronom	Small	Radio	1	Direct email	Bulgaria
682	Mik BG EOOD		Manufacturing	1	Direct email	Bulgaria
683	Mikena OOD	Medium	Manufacturing	1	Direct email	Bulgaria
684	Mini Maritsa Iztok EOOD	Large	Energy Sector	1	Direct email	Bulgaria
685	Mini Maritsa Iztok EOOD	Large	Energy Sector	1	Direct email	Bulgaria
686	Mini Maritsa Iztok EOOD	Large	Energy Sector	1	Direct email	Bulgaria
687	Mini Maritsa Iztok EOOD	Large	Energy Sector	1	Direct email	Bulgaria
688	Ministry of Defence	Large	Ministry	1	Direct email	Bulgaria
689	Ministry of Defence	Large	Ministry	1	Direct email	Bulgaria
690	Ministry of Defence	Large	Ministry	1	Direct email	Bulgaria
691	Ministry of Economy and Industry	Large	Ministry	1	Direct email	Bulgaria
692	Ministry of Economy and Industry	Large	Ministry	1	Direct email	Bulgaria
693	Ministry of Energy	Large	Ministry	1	Direct email	Bulgaria
694	Ministry of Energy	Large	Ministry	1	Direct email	Bulgaria
695	Ministry of Energy	Large	Ministry	1	Direct email	Bulgaria
696	Ministry of Energy	Large	Ministry	1	Direct email	Bulgaria
697	Ministry of Energy	Large	Ministry	1	Direct email	Bulgaria
698	Ministry of Energy	Large	Ministry	1	Direct email	Bulgaria
699	Ministry of Energy	Large	Ministry	1	Direct email	Bulgaria
700	Ministry of Environment and Water	Large	Ministry	1	Direct email	Bulgaria
701	Ministry of Environment and Water	Large	Ministry	1	Direct email	Bulgaria
702	Ministry of Environment and Water	Large	Ministry	1	Direct email	Bulgaria
703	Ministry of Environment and Water	Large	Ministry	1	Direct email	Bulgaria
704	Ministry of Environment and Water	Large	Ministry	1	Direct email	Bulgaria
705	Ministry of Finance	Large	Ministry	1	Direct email	Bulgaria

706	Ministry of Finance	Large	Ministry	1	Direct email	Bulgaria
707	Ministry of Finance	Large	Ministry	1	Direct email	Bulgaria
708	Ministry of Finance	Large	Ministry	1	Direct email	Bulgaria
709	Ministry of Foreign Affairs	Large	Ministry	1	Direct email	Bulgaria
710	Ministry of Foreign Affairs	Large	Ministry	1	Direct email	Bulgaria
711	Ministry of Foreign Affairs	Large	Ministry	1	Direct email	Bulgaria
712	Ministry of Foreign Affairs	Large	Ministry	1	Direct email	Bulgaria
713	Ministry of Foreign Affairs	Large	Ministry	1	Direct email	Bulgaria
714	Ministry of Foreign Affairs	Large	Ministry	1	Direct email	Bulgaria
715	Ministry of Foreign Affairs	Large	Ministry	1	Direct email	Bulgaria
716	Ministry of Foreign Affairs	Large	Ministry	1	Direct email	Bulgaria
717	Ministry of Justice	Medium	Ministry	1	Direct email	Bulgaria
718	Ministry of Justice	Medium	Ministry	1	Direct email	Bulgaria
719	Ministry of labour and social policy	Large	Ministry	1	Direct email	Bulgaria
720	Ministry of labour and social policy	Large	Ministry	1	Direct email	Bulgaria
721	Ministry of labour and social policy	Large	Ministry	1	Direct email	Bulgaria
722	Minproekt EAD	Medium	Energy Sector	1	Direct email	Bulgaria
723	Minproekt EAD	Medium	Energy Sector	1	Direct email	Bulgaria
724	Mirvana OOD	Medium	Manufacturing	1	Direct email	Bulgaria
725	Mizia-96 AD	Large	Manufacturing	1	Direct email	Bulgaria
726	Mod Mary EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
727	Moda Escalate Company OOD	Small	Manufacturing	1	Direct email	Bulgaria
728	Motiva Consult OOD	Micro	Consultancy	1	Direct email	Bulgaria
729	Motiva Consult OOD	Micro	Consultancy	1	Direct email	Bulgaria
730	Motto Engineering	Micro	Trade	1	Direct email	Bulgaria
731	Motto Engineering	Micro	Trade	1	Direct email	Bulgaria
732	Movement for Rights and Freedoms (Bulgaria)	Large	Political party	1	Direct email	Bulgaria
733	Movement for Rights and Freedoms (Bulgaria)	Large	Political party	1	Direct email	Bulgaria
734	MTSoft OOD	Micro	Media monitoring	1	Direct email	Bulgaria
735	MTSoft OOD	Micro	Media monitoring	1	Direct email	Bulgaria
736	MUNICIPAL CABLE RADIO SMOLYAN	Small	Media	1	Direct email	Bulgaria
737	Municipal council Plovdiv	Small	Municipal council	1	Direct email	Bulgaria
738	Municipality Bansko	Small	Municipality	1	Direct email	Bulgaria
739	Municipality Brezovo	Small	Municipality	1	Direct email	Bulgaria
740	Municipality Byala Slatina	Small	Municipality	1	Direct email	Bulgaria
741	Municipality Byala Slatina	Small	Municipality	1	Direct email	Bulgaria
742	Municipality Chepelare	Small	Municipality	1	Direct email	Bulgaria
743	Municipality Hisarya	Small	Municipality	1	Direct email	Bulgaria

744	Municipality Ihtiman	Small	Municipality	1	Direct email	Bulgaria
745	Municipality Ihtiman	Small	Municipality	1	Direct email	Bulgaria
746	Municipality Ihtiman	Small	Municipality	1	Direct email	Bulgaria
747	Municipality Ivaylovgrad	Small	Municipality	1	Direct email	Bulgaria
748	Municipality Karlovo	Small	Municipality	1	Direct email	Bulgaria
749	Municipality Karlovo	Small	Municipality	1	Direct email	Bulgaria
750	Municipality Krivodol	Small	Municipality	1	Direct email	Bulgaria
751	Municipality Kubrat	Small	Municipality	1	Direct email	Bulgaria
752	Municipality Kubrat	Small	Municipality	1	Direct email	Bulgaria
753	Municipality Plovdiv	Large	Municipality	1	Direct email	Bulgaria
754	Municipality Sofia, district Izgrev	Large	Municipality	1	Direct email	Bulgaria
755	Mutual Energy Ltd	Medium	Energy Sector	1	Direct email	Bulgaria
756	Mutual Energy Ltd	Medium	Energy Sector	1	Direct email	Bulgaria
757	Mutual Energy Ltd	Medium	Energy Sector	1	Direct email	Bulgaria
758	Nabludatel Newspaper	Small	Media	1	Direct email	Bulgaria
759	Nabrega.bg (online media)	Small	Media	1	Direct email	Bulgaria
760	Nabrega.bg (online media)	Small	Media	1	Direct email	Bulgaria
761	National Assembly of Students' Councils of Bulgaria	Small	NGO	1	Direct email	Bulgaria
762	National Association of Municipalities in Bulgaria	Medium	Association / NGO	1	Direct email	Bulgaria
763	National Business Post	Small	Media	1	Direct email	Bulgaria
764	National Committee of Bulgaria in the World Energy Council	Medium	National Committee	1	Direct email	Bulgaria
765	NATIONAL FEDERATION OF ENERGY WORKERS	Small	Energy Sector	1	Direct email	Bulgaria
766	National Nuclear Plant Kozloduy	Large	Nuclear plant	1	Direct email	Bulgaria
767	National Nuclear Plant Kozloduy	Large	Nuclear plant	1	Direct email	Bulgaria
768	National Nuclear Plant Kozloduy	Large	Nuclear plant	1	Direct email	Bulgaria
769	National Pressclub Burgas	Large	Media	1	Direct email	Bulgaria
770	National Pressclub Pazardjik	Large	Media	1	Direct email	Bulgaria
771	National Pressclub Plovdiv	Large	Media	1	Direct email	Bulgaria
772	National Pressclub Plovdiv	Large	Media	1	Direct email	Bulgaria
773	National Railway Infrastructure Company	Large	Railway transport	1	Direct email	Bulgaria
774	National Railway Infrastructure Company	Large	Railway transport	1	Direct email	Bulgaria
775	National Railway Infrastructure Company	Large	Railway transport	1	Direct email	Bulgaria
776	National Rural Network	Small	NGO	1	Direct email	Bulgaria
777	National Statistics Institute	Large	Statistics institute	1	Direct email	Bulgaria
778	NEK EAD	Large	Energy Sector	1	Direct email	Bulgaria
779	NEK EAD	Large	Energy Sector	1	Direct email	Bulgaria
780	NEK EAD	Large	Energy Sector	1	Direct email	Bulgaria
781	NEK EAD	Large	Energy Sector	1	Direct email	Bulgaria

782	Neo Art OOD	Medium	Manufacturing	1	Direct email	Bulgaria
783	Nesebar Municipality	Small	Municipality	1	Direct email	Bulgaria
784	Nessebar News	Small	Media	1	Direct email	Bulgaria
785	Nevi-Tex Group EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
786	New Bulgarian University	Large	University	1	Direct email	Bulgaria
787	New Bulgarian University	Large	University	1	Direct email	Bulgaria
788	New Bulgarian University	Large	University	1	Direct email	Bulgaria
789	News Company "Maritza"	Small	Media	1	Direct email	Bulgaria
790	Newspaper "Stroitelstvo gradat"	Small	Media	1	Direct email	Bulgaria
791	Newspaper „Novini” and „Sakarsko cho”	Small	Media	1	Direct email	Bulgaria
792	newspaper Maritca	Small	Media	1	Direct email	Bulgaria
793	Newspaper Nedelnik	Small	Media	1	Direct email	Bulgaria
794	Newspaper Nedelnik	Small	Media	1	Direct email	Bulgaria
795	Newspaper Nedelnik	Small	Media	1	Direct email	Bulgaria
796	NEWSTIL ENGINEERING EOOD	Small	Energy sector	1	Direct email	Bulgaria
797	Next Investment EOOD	Small	Construction	1	Direct email	Bulgaria
798	NJ Corporation OOD	Small	Manufacturing	1	Direct email	Bulgaria
799	Nobel International EAD	Medium	Manufacturing	1	Direct email	Bulgaria
800	NORD JSC	Medium	Metal industry	1	Direct email	Bulgaria
801	Nord Konsult 02 OOD	Micro	Energy sector	1	Direct email	Bulgaria
802	Nova Televesion	Large	Media	1	Direct email	Bulgaria
803	Nova TV	Large	Media	1	Direct email	Bulgaria
804	Nova TV	Large	Media	1	Direct email	Bulgaria
805	Novarto OOD	Medium	Information and communication services	1	Direct email	Bulgaria
806	Novinite EAD	Large	Media	1	Direct email	Bulgaria
807	Novinite EAD	Large	Media	1	Direct email	Bulgaria
808	NPP Kozloduy New Builds Plc	Large	Nuclear plant	1	Direct email	Bulgaria
809	NPP Kozloduy New Builds Plc	Large	Nuclear plant	1	Direct email	Bulgaria
810	Nuh Enerji Elektrik Uretim Anonim Sirketi	Medium	Energy Sector	1	Direct email	Bulgaria
811	ONTRAS Störungsmanagment	Medium	Energy Sector	1	Direct email	Bulgaria
812	Open Society Institute Sofia	Small	Research and monitoring	1	Direct email	Bulgaria
813	Open Society Institute Sofia	Small	Research and monitoring	1	Direct email	Bulgaria
814	Open Society Institute Sofia	Small	Research and monitoring	1	Direct email	Bulgaria
815	Optimization Engineer and Marketing ESO EAD	Large	Energy Sector	1	Direct email	Bulgaria
816	Orexcom EOOD	Micro	Distributive trades	1	Direct email	Bulgaria
817	Otzvuk Press OOD	Micro	Media	1	Direct email	Bulgaria
818	Overgas Networks AD	Large	Energy sector	1	Direct email	Bulgaria

819	Overgas Networks AD	Large	Energy sector	1	Direct email	Bulgaria
820	Overgas Networks AD	Large	Energy sector	1	Direct email	Bulgaria
821	Overgas Networks AD	Large	Energy sector	1	Direct email	Bulgaria
822	Overgas Networks AD	Large	Energy sector	1	Direct email	Bulgaria
823	Overgas Networks AD	Large	Energy sector	1	Direct email	Bulgaria
824	Overgas Networks AD	Large	Energy sector	1	Direct email	Bulgaria
825	Overgas Networks AD	Large	Energy sector	1	Direct email	Bulgaria
826	Overgas Networks AD	Large	Energy sector	1	Direct email	Bulgaria
827	Overgas Networks AD	Large	Energy sector	1	Direct email	Bulgaria
828	Ozex OOD	Medium	Manufacturing	1	Direct email	Bulgaria
829	PA media	Small	Media	1	Direct email	Bulgaria
830	Pari.bg (online media)	Small	Media	1	Direct email	Bulgaria
831	Pari.bg (online media)	Small	Media	1	Direct email	Bulgaria
832	Pazardzhik Municipality	Small	Municipality	1	Direct email	Bulgaria
833	Penkov, Markov & Partners law firm	Small	Legal counsel	1	Direct email	Bulgaria
834	Penkov, Markov & Partners law firm	Small	Legal counsel	1	Direct email	Bulgaria
835	Penkov, Markov & Partners law firm	Small	Legal counsel	1	Direct email	Bulgaria
836	Pernik Municipality	Medium	Municipality	1	Direct email	Bulgaria
837	peshtera.info.com	Small	Media	1	Direct email	Bulgaria
838	Petromet OOD	Medium	Manufacturing	1	Direct email	Bulgaria
839	Petrostil OOD	Medium	Manufacturing	1	Direct email	Bulgaria
840	Piperkova and Kodjabashev Legal Service	Small	Legal counsel	1	Direct email	Bulgaria
841	Pirdop Municipality	Small	Municipality	1	Direct email	Bulgaria
842	PLEJADES GmbH	Small	Consultancy	1	Direct email	Bulgaria
843	Pleven 1999 Ltd.	Large	Manufacturing	1	Direct email	Bulgaria
844	Pleven Municipality	Large	Municipality	1	Direct email	Bulgaria
845	Pleven Municipality	Large	Municipality	1	Direct email	Bulgaria
846	Plinacro Ltd	Small	Energy Sector	1	Direct email	Bulgaria
847	Plocheva, Valtchev and partners law firm	Small	Legal counsel	1	Direct email	Bulgaria
848	Plovdiv Municipality	Large	Municipality	1	Direct email	Bulgaria
849	Plovdiv section of 24chasa.bg	Large	Media	1	Direct email	Bulgaria
850	Plovdiv section of 24chasa.bg	Large	Media	1	Direct email	Bulgaria
851	Plovdiv TV Trakia	Large	Media	1	Direct email	Bulgaria
852	Plovdiv utre	Small	Media	1	Direct email	Bulgaria
853	Plovdiv utre	Small	Media	1	Direct email	Bulgaria
854	Plovdiv24.com (online media)	Micro	Media	1	Direct email	Bulgaria
855	Plovdivguide.com (online media)	Micro	Media	1	Direct email	Bulgaria
856	PLOVDIVINVEST AD	Medium	Energy sector	1	Direct email	Bulgaria

857	Plovdivlive.com	Small	Media	1	Direct email	Bulgaria
858	PlovdivNow.bg	Small	Media	1	Direct email	Bulgaria
859	Podbalkanski Novinar	Small	Media	1	Direct email	Bulgaria
860	Podtepeto.com (online media)	Micro	Media	1	Direct email	Bulgaria
861	Podtepeto.com (online media)	Micro	Media	1	Direct email	Bulgaria
862	Poligraff.net (online newspaper)	Small	Media	1	Direct email	Bulgaria
863	Poligraff.net (online newspaper)	Small	Media	1	Direct email	Bulgaria
864	Polish Electrivty Association /Polski Komitet Energii Elektrycznej/	Small	Association	1	Direct email	Bulgaria
865	POPOV & Co Ltd.	Medium	Manufacturing	1	Direct email	Bulgaria
866	Praims OOD	Small	Consultancy	1	Direct email	Bulgaria
867	President of the Republic of Bulgaria	Large	National Authority	1	Direct email	Bulgaria
868	President of the Republic of Bulgaria	Large	National Authority	1	Direct email	Bulgaria
869	Preslava EOOD	Medium	Accommodation and food service activities	1	Direct email	Bulgaria
870	Press group "168 hours"	Large	Media	1	Direct email	Bulgaria
871	PRESSTV (online media)	Small	Media	1	Direct email	Bulgaria
872	PricewaterhouseCoopers EOOD	Medium	Audit	1	Direct email	Bulgaria
873	Print Reklama Bulgaria OOD	Small	Manufacturing	1	Direct email	Bulgaria
874	Pro EcoEnergia Ltd.	Small	Energy Sector	1	Direct email	Bulgaria
875	Pro EcoEnergia Ltd.	Small	Energy Sector	1	Direct email	Bulgaria
876	Pro EcoEnergia Ltd.	Small	Energy Sector	1	Direct email	Bulgaria
877	Pro EcoEnergia Ltd.	Small	Energy Sector	1	Direct email	Bulgaria
878	PROENERGY CONSULT OOD	Small	Energy sector	1	Direct email	Bulgaria
879	Proventuss Bulgaria OOD	Small	Distributive trades	1	Direct email	Bulgaria
880	Public Financial Inspection Agency	Medium	Public Financial Sector	1	Direct email	Bulgaria
881	Public Financial Inspection Agency	Medium	Public Financial Sector	1	Direct email	Bulgaria
882	Public Financial Inspection Agency	Medium	Public Financial Sector	1	Direct email	Bulgaria
883	Public Financial Inspection Agency	Medium	Public Financial Sector	1	Direct email	Bulgaria
884	Public Financial Inspection Agency	Medium	Public Financial Sector	1	Direct email	Bulgaria
885	Public Financial Inspection Agency	Medium	Public Financial Sector	1	Direct email	Bulgaria
886	Public Financial Inspection Agency	Medium	Public Financial Sector	1	Direct email	Bulgaria
887	Public Financial Inspection Agency	Medium	Public Financial Sector	1	Direct email	Bulgaria
888	Public Financial Inspection Agency	Medium	Public Financial Sector	1	Direct email	Bulgaria
889	Public Policy Institute	Small	Research and monitoring	1	Direct email	Bulgaria
890	pz-info.com	Small	Media	1	Direct email	Bulgaria
891	Rabotnichesko delo EOOD	Large	Energy Sector	1	Direct email	Bulgaria
892	Rabotnichesko delo EOOD	Large	Energy Sector	1	Direct email	Bulgaria
893	Radina-M OOD	Small	Manufacturing	1	Direct email	Bulgaria

894	Radio "Focus"	Small	Media	1	Direct email	Bulgaria
895	Radio "Focus"	Small	Media	1	Direct email	Bulgaria
896	Radio "Focus"	Small	Media	1	Direct email	Bulgaria
897	Radio 1 EOOD	Medium	Information and communication services	1	Direct email	Bulgaria
898	Radio K2	Small	Media	1	Direct email	Bulgaria
899	Radio K2	Small	Media	1	Direct email	Bulgaria
900	Radio Milena	Small	Media	1	Direct email	Bulgaria
901	Radio Vis Vitalis - Kazanlak	Small	Media	1	Direct email	Bulgaria
902	Radiomixx	Micro	Media	1	Direct email	Bulgaria
903	Radnevo Municipality	Small	Municipality	1	Direct email	Bulgaria
904	RC CONSULT Ltd	Micro	Trade	1	Direct email	Bulgaria
905	RCPower Energy	Small	Energy Sector	1	Direct email	Bulgaria
906	RCPower Energy	Small	Energy Sector	1	Direct email	Bulgaria
907	RD Studio OOD	Small	Manufacturing	1	Direct email	Bulgaria
908	Red Eléctrica, Spain	Medium	Energy Sector	1	Direct email	Bulgaria
909	REGANOSA	Medium	Energy Sector	1	Direct email	Bulgaria
910	Regional Energy Agency Ruse	Small	National Authority	1	Direct email	Bulgaria
911	Regional Firestry Directorate Smolyan	Small	National Authority	1	Direct email	Bulgaria
912	REHAU EOOD	Small	Trade	1	Direct email	Bulgaria
913	REHAU EOOD	Small	Trade	1	Direct email	Bulgaria
914	RENOVA CONSULT OOD	Small	Energy sector	1	Direct email	Bulgaria
915	Representation of the European Commission in Sofia	Large	European authority	1	Direct email	Bulgaria
916	Rila Gas EAD	Medium	Energy Sector	1	Direct email	Bulgaria
917	RISK ENGINEERING AD	Medium	Energy Sector	1	Direct email	Bulgaria
918	RISK ENGINEERING AD	Medium	Energy sector	1	Direct email	Bulgaria
919	Ritbul EOOD	Small	Trade	1	Direct email	Bulgaria
920	RODOPI SAT-PLUS LTD. - regional television	Medium	Media	1	Direct email	Bulgaria
921	RodopiNews.com	Small	Media	1	Direct email	Bulgaria
922	ROSATOM	Large	Energy Sector	1	Direct email	Bulgaria
923	ROSATOM	Large	Energy Sector	1	Direct email	Bulgaria
924	Ruen Machinery EOOD	Small	Distributive trades	1	Direct email	Bulgaria
925	Ruse Municipality	Medium	Municipality	1	Direct email	Bulgaria
926	Ruse University "Angel Kanchev"	Large	University	1	Direct email	Bulgaria
927	Ruse University "Angel Kanchev"	Large	University	1	Direct email	Bulgaria
928	Samitash Metallbau EOOD	Small	Manufacturing	1	Direct email	Bulgaria
929	Saris OOD	Medium	Construction	1	Direct email	Bulgaria
930	SAT TV LTD.	Medium	Media	1	Direct email	Bulgaria



931	SCIENTIFIC AND TECHNICAL UNION OF ENERGY WORKERS IN BULGARIA	Small	Association	1	Direct email	Bulgaria
932	Sdrujenie za Plovdiv	Micro	NGO	1	Direct email	Bulgaria
933	Semkov EOOD	Small	Manufacturing	1	Direct email	Bulgaria
934	Shell Bulgaria EOOD	Large	Trade	1	Direct email	Bulgaria
935	Shumen Municipality	Medium	Municipality	1	Direct email	Bulgaria
936	Sibya EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
937	Sidi 2 OOD	Small	Accommodation and food service activities	1	Direct email	Bulgaria
938	Sidi Group 76 OOD	Small	Accommodation and food service activities	1	Direct email	Bulgaria
939	SILVI ENERGY EOOD	Small	Energy sector	1	Direct email	Bulgaria
940	SkyNet 1 EOOD	Small	Manufacturing	1	Direct email	Bulgaria
941	Sliven Municipality	Medium	Municipality	1	Direct email	Bulgaria
942	Sliveninfo.bg	Micro	Media	1	Direct email	Bulgaria
943	Slowtours	Micro	Tour operator	1	Direct email	Bulgaria
944	Smart Travel OOD	Micro	Accommodation and food service activities	1	Direct email	Bulgaria
945	Smartcom Bulgaria AD	Medium	Telecommunications	1	Direct email	Bulgaria
946	Smolyan Municipality	Medium	Municipality	1	Direct email	Bulgaria
947	snaiper-bg.net	Small	Media	1	Direct email	Bulgaria
948	Snam SPA, Italy	Medium	Energy Sector	1	Direct email	Bulgaria
949	SocioBrains - scientific online journal	Micro	Science	1	Direct email	Bulgaria
950	SOFENA EOOD	Micro	Consultancy	1	Direct email	Bulgaria
951	SOFENA EOOD	Micro	Consultancy	1	Direct email	Bulgaria
952	SOFENA EOOD	Medium	Energy sector	1	Direct email	Bulgaria
953	Sofia Energy Center OOD	Micro	Consultancy	1	Direct email	Bulgaria
954	Sofia Energy Center OOD	Micro	Consultancy	1	Direct email	Bulgaria
955	Sofia Municipality	Large	Municipality	1	Direct email	Bulgaria
956	Sofia Municipality	Large	Municipality	1	Direct email	Bulgaria
957	Sofia Municipality	Large	Municipality	1	Direct email	Bulgaria
958	Sofia Municipality	Large	Municipality	1	Direct email	Bulgaria
959	Sofia University "St. Kliment Ohridski"	Large	University	1	Direct email	Bulgaria
960	Sofia University "St. Kliment Ohridski"	Large	University	1	Direct email	Bulgaria
961	Sofia University "St. Kliment Ohridski"	Large	University	1	Direct email	Bulgaria
962	SOFIA UNIVERSITY "ST. KLIMENT OHRIDSKI"	Large	University	1	Direct email	Bulgaria
963	Sole Law Company Ivanova	Micro	Legal counsel	1	Direct email	Bulgaria
964	Soler 21 OOD	Small	Manufacturing	1	Direct email	Bulgaria
965	Solvey Sodi AD	Large	Technology	1	Direct email	Bulgaria
966	Solvey Sodi AD	Large	Technology	1	Direct email	Bulgaria

967	Srednogorie Med Industrial Cluster	Small	Cluster	1	Direct email	Bulgaria
968	Srednogorie Med Industrial Cluster	Small	Cluster	1	Direct email	Bulgaria
969	ST "ECOTOP-DIMITAR KIROV"	Micro	Energy sector	1	Direct email	Bulgaria
970	Standard Newspaper	Large	Media	1	Direct email	Bulgaria
971	Stara Socks EOOD	Small	Manufacturing	1	Direct email	Bulgaria
972	Stara Zagora Municipality	Medium	Municipality	1	Direct email	Bulgaria
973	Stara Zagora Municipality	Medium	Municipality	1	Direct email	Bulgaria
974	Stara Zagora Municipality	Medium	Municipality	1	Direct email	Bulgaria
975	Stara Zagora Radio	Medium	Media	1	Direct email	Bulgaria
976	Stara Zagora Radio	Medium	Media	1	Direct email	Bulgaria
977	Stara Zagora Radio	Medium	Media	1	Direct email	Bulgaria
978	State Forestry Agency - Panagyurishte	Small	National Authority	1	Direct email	Bulgaria
979	Statkraft	Large	Energy Sector	1	Direct email	Bulgaria
980	Statnett	Large	Energy Sector	1	Direct email	Bulgaria
981	Stema-08 EOOD	Small	Manufacturing	1	Direct email	Bulgaria
982	Stetex EOOD	Small	Manufacturing	1	Direct email	Bulgaria
983	Stilplast 2002 EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
984	Stolichen Elektrotransport EAD	Large	Transport	1	Direct email	Bulgaria
985	Stomana Industry S.A	Large	Steel manufacturer	1	Direct email	Bulgaria
986	Stomana Industry S.A	Large	Steel manufacturer	1	Direct email	Bulgaria
987	Stomana Industry S.A	Large	Steel manufacturer	1	Direct email	Bulgaria
988	Strom 21 Engineering EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
989	Strom 21 OOD	Medium	Manufacturing	1	Direct email	Bulgaria
990	Students's council at UNWE	Small	University	1	Direct email	Bulgaria
991	Studio Lemon EOOD	Micro	Manufacturing	1	Direct email	Bulgaria
992	STZnews.bg	Small	Media	1	Direct email	Bulgaria
993	Sun Services OOD	Small	Energy Sector	1	Direct email	Bulgaria
994	Sustainable Energy Development Agency	Large	National Agency	1	Direct email	Bulgaria
995	Sustainable Energy Development Agency	Small	National Authority	1	Direct email	Bulgaria
996	Sustainable Energy Development Agency	Small	National Authority	1	Direct email	Bulgaria
997	Sustainable Energy Development Agency	Small	National Authority	1	Direct email	Bulgaria
998	Sweco Energoprojekt AD	Large	Energy Sector	1	Direct email	Bulgaria
999	System Energy Operator	Small	Energy Sector	1	Direct email	Bulgaria
1000	System Energy Operator	Small	Energy Sector	1	Direct email	Bulgaria
1001	System Energy Operator	Small	Energy Sector	1	Direct email	Bulgaria
1002	T.A.D. - 05 OOD	Medium	Manufacturing	1	Direct email	Bulgaria
1003	T.G.I Power EOOD	Small	Energy sector	1	Direct email	Bulgaria
1004	TECHNICAL UNIVERSITY OF GABROVO, BULGARIA	Large	University	1	Direct email	Bulgaria

1005	Technical University Sofia	Large	University	1	Direct email	Bulgaria
1006	TECHNICAL UNIVERSITY-SOFIA-TECHNOLOGIES EOOD	Large	Energy sector	1	Direct email	Bulgaria
1007	Temax Bulgaria EOOD	Large	Trade	1	Direct email	Bulgaria
1008	Temis Consulting OOD	Micro	Consultancy	1	Direct email	Bulgaria
1009	Tennet	Large	Transport	1	Direct email	Bulgaria
1010	Tera OOD	Medium	Construction	1	Direct email	Bulgaria
1011	Terna spa	Small	Energy Sector	1	Direct email	Bulgaria
1012	The AES Corporation	Large	Energy sector	1	Direct email	Bulgaria
1013	The AES Corporation	Large	Energy sector	1	Direct email	Bulgaria
1014	The AES Corporation	Large	Energy sector	1	Direct email	Bulgaria
1015	The AES Corporation	Large	Energy sector	1	Direct email	Bulgaria
1016	The AES Corporation	Large	Energy sector	1	Direct email	Bulgaria
1017	The AES Corporation	Large	Energy sector	1	Direct email	Bulgaria
1018	The Citizens' Alternative	Large	Political party	1	Direct email	Bulgaria
1019	THE SCIENTIFIC AND TECHNICAL UNION OF ENERGY WORKERS IN BULGARIA	Medium	Association / NGO	1	Direct email	Bulgaria
1020	The World Bank Group	Large	Financial services	1	Direct email	Bulgaria
1021	The World Bank Group in Bulgaria	Large	Financial services	1	Direct email	Bulgaria
1022	THERMOCONTROL SERVICE OOD	Small	Energy sector	1	Direct email	Bulgaria
1023	Thyssengas GmbH	Large	Energy Sector	1	Direct email	Bulgaria
1024	TI VI TI TRANS TREYD EOOD	Medium	Distributive trades	1	Direct email	Bulgaria
1025	Tomov Trade EOOD	Medium	Construction	1	Direct email	Bulgaria
1026	Top Man EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
1027	Toplofikacia - Veliko Tarnovo AD	Large	Energy Sector	1	Direct email	Bulgaria
1028	Toplofikacia Pernik AD	Large	Energy Sector	1	Direct email	Bulgaria
1029	Toplofikacia Ruse AD	Large	Energy Sector	1	Direct email	Bulgaria
1030	Toplofikacia Sofia EAD	Large	Energy Sector	1	Direct email	Bulgaria
1031	Toplofikacia Sofia EAD	Large	Energy Sector	1	Direct email	Bulgaria
1032	Toplofikatsia-Vratsa EAD	Large	Energy Sector	1	Direct email	Bulgaria
1033	Topnovini.bg (online media)	Small	Media	1	Direct email	Bulgaria
1034	TotalEnergies SE, France	Large	Energy Sector	1	Direct email	Bulgaria
1035	TPKI Dobrudzhanka	Medium	Manufacturing	1	Direct email	Bulgaria
1036	TPP Haskovo AD	Large	Energy sector	1	Direct email	Bulgaria
1037	TPP Maritsa East 2 EAD	Large	Energy Sector	1	Direct email	Bulgaria
1038	TPP Maritsa East 2 EAD	Large	Energy Sector	1	Direct email	Bulgaria
1039	Trade Bank D AD	Large	Financial services	1	Direct email	Bulgaria
1040	Trade Bank D AD	Large	Financial services	1	Direct email	Bulgaria
1041	TrafficNews (online media)	Small	Media	1	Direct email	Bulgaria
1042	TrafficNews (online media)	Small	Media	1	Direct email	Bulgaria

1043	Trakia University Stara Zagora	Large	University	1	Direct email	Bulgaria
1044	Trud Newspaper - Burgas	Large	Media	1	Direct email	Bulgaria
1045	TÜV Rheinland Bulgaria Ltd.	Medium	Energy sector	1	Direct email	Bulgaria
1046	TV "7 days"	Large	Media	1	Direct email	Bulgaria
1047	TV "Tuyida" Sliven	Large	Media	1	Direct email	Bulgaria
1048	TV Evropa	Medium	Media	1	Direct email	Bulgaria
1049	TV Evropa	Medium	Media	1	Direct email	Bulgaria
1050	TV Evropa	Medium	Media	1	Direct email	Bulgaria
1051	TV7 Haskovo	Large	Media	1	Direct email	Bulgaria
1052	TVT Commerce EOOD	Medium	Distributive trades	1	Direct email	Bulgaria
1053	TVT International Ltd.	Micro	Distributive trades	1	Direct email	Bulgaria
1054	TVT Pack EOOD	Medium	Distributive trades	1	Direct email	Bulgaria
1055	TVT TRADING LTD	Medium	Distributive trades	1	Direct email	Bulgaria
1056	UNIKOM Microsystems EOOD	Small	Manufacturing of monitoring devices	1	Direct email	Bulgaria
1057	Union of Economists in Bulgaria	Medium	Union	1	Direct email	Bulgaria
1058	Union of Energy Workers in Bulgaria	Medium	Energy sector	1	Direct email	Bulgaria
1059	UNION OF THE BULGARIAN JOURNALISTS	Large	Union	1	Direct email	Bulgaria
1060	Union of the Electricity Industry - Eurelectric aisbl	Large	Energy Sector	1	Direct email	Bulgaria
1061	Union of the Electricity Industry - Eurelectric aisbl	Large	Energy Sector	1	Direct email	Bulgaria
1062	Union of the Electricity Industry - Eurelectric aisbl	Large	Energy Sector	1	Direct email	Bulgaria
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1064	Union of the Electricity Industry - Eurelectric aisbl	Large	Energy Sector	1	Direct email	Bulgaria
1065	Union of the Electricity Industry - Eurelectric aisbl	Large	Energy Sector	1	Direct email	Bulgaria
1066	Union of Translators in Bulgaria	Small	Association / NGO	1	Direct email	Bulgaria
1067	Unisoft Engineering EOOD	Small	Information and communication services	1	Direct email	Bulgaria
1068	University of Mining and Geology "St. Ivan Rilski"	Large	University	1	Direct email	Bulgaria
1069	University of National and World Economy	Large	University	1	Direct email	Bulgaria
1070	University of Ruse	Large	University	1	Direct email	Bulgaria
1071	UVP Environmental Management and Engineering	Medium	Energy sector	1	Direct email	Bulgaria
1072	V and VGD Orangerie Petrich OOD	Small	Forestry	1	Direct email	Bulgaria
1073	V-Ridium	Medium	Energy Sector	1	Direct email	Bulgaria
1074	Valena EOOD	Medium	Manufacturing	1	Direct email	Bulgaria
1075	Valinor OOD	Small	Manufacturing	1	Direct email	Bulgaria
1076	Varna Municipality	Medium	Municipality	1	Direct email	Bulgaria
1077	Velboy EOOD	Micro	Trade	1	Direct email	Bulgaria
1078	Velboy EOOD	Micro	Trade	1	Direct email	Bulgaria
1079	Veliko Tarnovo Municipality	Medium	Municipality	1	Direct email	Bulgaria

1080	Velingrad Online	Small	Media	1	Direct email	Bulgaria
1081	Veolia Energy Varna	Large	Energy Sector	1	Direct email	Bulgaria
1082	VIATEH-CO OOD	Small	Energy sector	1	Direct email	Bulgaria
1083	Vidin Municipality	Medium	Municipality	1	Direct email	Bulgaria
1084	Virginia R N EOOD	Small	Media	1	Direct email	Bulgaria
1085	Virginia RN EOOD	Small	Media	1	Direct email	Bulgaria
1086	Virginia RN EOOD	Small	Media	1	Direct email	Bulgaria
1087	VMRO	Large	Political party	1	Direct email	Bulgaria
1088	Voice of Bulgaria - national news portal	Medium	Media	1	Direct email	Bulgaria
1089	Vratsa Municipality	Medium	Municipality	1	Direct email	Bulgaria
1090	VT Mall EOOD	Medium	Administrative and support service activities	1	Direct email	Bulgaria
1091	WESTINGHOUSE ELECTRICITY SWEDEN AB - BRANCH BULGARIA KTC	Large	Energy Sector	1	Direct email	Bulgaria
1092	WindEurope asbl/vzw	Small	Association	1	Direct email	Bulgaria
1093	WindEurope asbl/vzw	Small	Association	1	Direct email	Bulgaria
1094	Wirtschafts Förderungsinstitut Bulgaria OOD	Medium	Education provider	1	Direct email	Bulgaria
1095	Wirtschafts Förderungsinstitut Bulgaria OOD	Medium	Education provider	1	Direct email	Bulgaria
1096	Wirtschafts Förderungsinstitut Bulgaria OOD	Medium	Education provider	1	Direct email	Bulgaria
1097	Wolf Theiss	Large	Legal counsel	1	Direct email	Bulgaria
1098	Wolf Theiss	Large	Legal counsel	1	Direct email	Bulgaria
1099	Wyn River Limited, Bulgaria	Large	Energy Sector	1	Direct email	Bulgaria
1100	Zagora Energy Ltd.	Large	Energy sector	1	Direct email	Bulgaria
1101	Zaharinoва Nexia	Large	Audit	1	Direct email	Bulgaria
1102	Zaro-90 OOD	Small	Transportation and storage services	1	Direct email	Bulgaria
1103	Kmeta.bg - national media	Medium	Media	1	Direct email	Bulgaria
1104	Kmeta.bg - national media	Medium	Media	1	Direct email	Bulgaria
1105	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
1106	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
1107	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
1108	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
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1111	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
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1114	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
1115	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
1116	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
1117	PSA Retail GmbH Niederlassung München	Medium	Automotive	1	Paperletter	Germany
1118	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
1119	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
1120	PSA Berlin GmbH	Medium	Automotive	1	Paperletter	Germany
1121	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
1122	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
1123	PSA Retail GmbH Niederlassung Dresden	Medium	Automotive	1	Paperletter	Germany
1124	PSA Retail GmbH Niederlassung Rhein-Neckar	Medium	Automotive	1	Paperletter	Germany
1125	PSA Retail GmbH Niederlassung Dresden	Medium	Automotive	1	Paperletter	Germany
1126	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
1127	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany
1128	PSA Retail GmbH	Medium	Automotive	1	Paperletter	Germany

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1202	AHZ Automobil Handels Zentrum GmbH	Medium	Automotive	1	Paperletter	Germany
1203	AKL-Center e.K.	Medium	Automotive	1	Paperletter	Germany
1204	Arno Olsen GmbH	Medium	Automotive	1	Paperletter	Germany
1205	Asbree Automobile GmbH	Medium	Automotive	1	Paperletter	Germany
1206	Asbree Automobile GmbH Peugeot & Mazda Vertragspartner	Medium	Automotive	1	Paperletter	Germany
1207	ASL Auto-Service Lichtblau GmbH	Medium	Automotive	1	Paperletter	Germany
1208	ASL Auto-Service Lichtblau GmbH	Medium	Automotive	1	Paperletter	Germany
1209	aurego GmbH	Medium	Automotive	1	Paperletter	Germany
1210	aurego GmbH	Medium	Automotive	1	Paperletter	Germany
1211	Auto Algie GmbH	Medium	Automotive	1	Paperletter	Germany
1212	Auto Arnold e.K.	Medium	Automotive	1	Paperletter	Germany
1213	Auto Auers GmbH	Medium	Automotive	1	Paperletter	Germany
1214	Auto Auers GmbH	Medium	Automotive	1	Paperletter	Germany
1215	Auto Bebion Magstadt	Medium	Automotive	1	Paperletter	Germany
1216	Auto Brehm GmbH	Medium	Automotive	1	Paperletter	Germany
1217	Auto Centrum Stange GmbH	Medium	Automotive	1	Paperletter	Germany
1218	Auto Centrum Stange GmbH	Medium	Automotive	1	Paperletter	Germany
1219	auto domicil Bremen GmbH	Medium	Automotive	1	Paperletter	Germany
1220	auto domicil Bremen GmbH	Medium	Automotive	1	Paperletter	Germany
1221	auto domicil Dehn GmbH	Medium	Automotive	1	Paperletter	Germany
1222	auto domicil Nürnberg GmbH	Medium	Automotive	1	Paperletter	Germany
1223	auto domicil Stuttgart GmbH	Medium	Automotive	1	Paperletter	Germany
1224	Auto Freydank GmbH & Co.KG	Medium	Automotive	1	Paperletter	Germany
1225	Auto Freydank GmbH & Co.KG	Medium	Automotive	1	Paperletter	Germany
1226	Auto Geißler Betriebs GmbH	Medium	Automotive	1	Paperletter	Germany
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1228	Auto Grün OHG	Medium	Automotive	1	Paperletter	Germany
1229	Auto Hemmerle GmbH	Medium	Automotive	1	Paperletter	Germany
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1231	Auto Hoff GmbH	Medium	Automotive	1	Paperletter	Germany
1232	Auto Jubit oHG	Medium	Automotive	1	Paperletter	Germany
1233	Auto Loewe GmbH	Medium	Automotive	1	Paperletter	Germany
1234	Auto Loewe GmbH	Medium	Automotive	1	Paperletter	Germany
1235	Auto Löffler GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1236	Auto M & K Postert GmbH	Medium	Automotive	1	Paperletter	Germany
1237	Auto M. Flügel GmbH	Medium	Automotive	1	Paperletter	Germany
1238	Auto Maibom OHG	Medium	Automotive	1	Paperletter	Germany
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1241	Auto Merkur I. Bernhardt GmbH	Medium	Automotive	1	Paperletter	Germany
1242	Auto Parc France GmbH	Medium	Automotive	1	Paperletter	Germany
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1246	Auto Sattler GmbH	Medium	Automotive	1	Paperletter	Germany
1247	Auto Sattler GmbH	Medium	Automotive	1	Paperletter	Germany
1248	Auto Schatz e.K. Inh. Nadine Schatz	Medium	Automotive	1	Paperletter	Germany
1249	Auto Schrader GmbH	Medium	Automotive	1	Paperletter	Germany
1250	Auto Schwerdtfeger GmbH	Medium	Automotive	1	Paperletter	Germany
1251	Auto Smolczyk GmbH	Medium	Automotive	1	Paperletter	Germany
1252	AUTO SMOLCZYK GMBH	Medium	Automotive	1	Paperletter	Germany
1253	Auto Thüllen Aachen GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
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1255	Auto Thüllen Jülich GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1256	Auto Weller GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1257	Auto Weller GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1258	Auto-Box Automobil-Handelsgesellschaft mbH	Medium	Automotive	1	Paperletter	Germany
1259	Auto-Center Pfuhl GmbH	Medium	Automotive	1	Paperletter	Germany
1260	Auto-Center Pfuhl GmbH	Medium	Automotive	1	Paperletter	Germany
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1263	Auto-Geipel GmbH	Medium	Automotive	1	Paperletter	Germany
1264	Auto-Hellinger & Co. GmbH	Medium	Automotive	1	Paperletter	Germany
1265	Auto-Müller GmbH	Medium	Automotive	1	Paperletter	Germany
1266	Auto-Stoll e.K.	Medium	Automotive	1	Paperletter	Germany
1267	Autocenter Altmittweida GmbH	Medium	Automotive	1	Paperletter	Germany
1268	Autocenter Altmittweida GmbH	Medium	Automotive	1	Paperletter	Germany
1269	Autocenter Rietmann & Leifkes GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1270	Autocenter Rietmann & Leifkes GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1271	Autodepot Süverkrüp GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1272	Autoforum Schwerin GmbH	Medium	Automotive	1	Paperletter	Germany
1273	Autogalerie Köhler GmbH	Medium	Automotive	1	Paperletter	Germany
1274	Autogalerie Köhler GmbH Peugeot Vertragshändler	Medium	Automotive	1	Paperletter	Germany

1275	Autohaus 4-Rad KFZ GmbH	Medium	Automotive	1	Paperletter	Germany
1276	Autohaus 4-Rad KFZ GmbH	Medium	Automotive	1	Paperletter	Germany
1277	Autohaus Abeln GmbH	Medium	Automotive	1	Paperletter	Germany
1278	Autohaus Äckerle GmbH	Medium	Automotive	1	Paperletter	Germany
1279	AUTOHAUS ÄCKERLE GMBH	Medium	Automotive	1	Paperletter	Germany
1280	Autohaus Allrad Müller GmbH	Medium	Automotive	1	Paperletter	Germany
1281	Autohaus Alt GmbH	Medium	Automotive	1	Paperletter	Germany
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1283	Autohaus Am Alten Gaswerk GmbH	Medium	Automotive	1	Paperletter	Germany
1284	Autohaus am Petersberg	Medium	Automotive	1	Paperletter	Germany
1285	Autohaus Amaro e.K.	Medium	Automotive	1	Paperletter	Germany
1286	Autohaus Andre e.K.	Medium	Automotive	1	Paperletter	Germany
1287	Autohaus Anhuth e.K.	Medium	Automotive	1	Paperletter	Germany
1288	Autohaus Arscholl GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1289	Autohaus Aveni GmbH	Medium	Automotive	1	Paperletter	Germany
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1291	Autohaus Axel Deipenau	Medium	Automotive	1	Paperletter	Germany
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1295	Autohaus Bäumer GmbH	Medium	Automotive	1	Paperletter	Germany
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1297	Autohaus Bernd Leonhardt GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1298	Autohaus Berolina GmbH	Medium	Automotive	1	Paperletter	Germany
1299	Autohaus Beyer GmbH	Medium	Automotive	1	Paperletter	Germany
1300	Autohaus BHS Handels-u. Betriebs GmbH	Medium	Automotive	1	Paperletter	Germany
1301	Autohaus Bleker GmbH	Medium	Automotive	1	Paperletter	Germany
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1303	Autohaus Böttche GmbH	Medium	Automotive	1	Paperletter	Germany
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1305	Autohaus Brandt	Medium	Automotive	1	Paperletter	Germany
1306	Autohaus Brass Darmstadt GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1307	Autohaus Brocks Hyundai-Vertragshändler	Medium	Automotive	1	Paperletter	Germany
1308	Autohaus Cordes GmbH	Medium	Automotive	1	Paperletter	Germany
1309	Autohaus Damm Inh. Matthias Damm e.K.	Medium	Automotive	1	Paperletter	Germany
1310	Autohaus Damm Inh. Matthias Damm e.K.	Medium	Automotive	1	Paperletter	Germany
1311	Autohaus Darmas GmbH	Medium	Automotive	1	Paperletter	Germany
1312	Autohaus Deckert	Medium	Automotive	1	Paperletter	Germany
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1316	Autohaus Dinig GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
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1327	Autohaus Fankner GmbH	Medium	Automotive	1	Paperletter	Germany
1328	Autohaus Feistle GmbH	Medium	Automotive	1	Paperletter	Germany
1329	Autohaus Fenner GmbH	Medium	Automotive	1	Paperletter	Germany
1330	Autohaus Fischer GmbH	Medium	Automotive	1	Paperletter	Germany
1331	Autohaus Fischer GmbH	Medium	Automotive	1	Paperletter	Germany
1332	Autohaus Fritz Walter GmbH	Medium	Automotive	1	Paperletter	Germany
1333	Autohaus Fröhlich GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1334	Autohaus Gebr. Petzke GmbH	Medium	Automotive	1	Paperletter	Germany
1335	Autohaus Gebrüder Jung GmbH	Medium	Automotive	1	Paperletter	Germany
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1340	Autohaus Gerhard Kockjoy GmbH	Medium	Automotive	1	Paperletter	Germany
1341	Autohaus Glink GmbH	Medium	Automotive	1	Paperletter	Germany
1342	Autohaus Gotha Ost GmbH	Medium	Automotive	1	Paperletter	Germany
1343	Autohaus Gotha Ost GmbH	Medium	Automotive	1	Paperletter	Germany
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1349	Autohaus Gotthard König GmbH	Medium	Automotive	1	Paperletter	Germany
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1367	Autohaus Hain am Ring GmbH	Medium	Automotive	1	Paperletter	Germany
1368	Autohaus Harald Friedrich GmbH	Medium	Automotive	1	Paperletter	Germany
1369	AUTOHAUS HÄRING e.K.	Medium	Automotive	1	Paperletter	Germany
1370	Autohaus Harrer GmbH	Medium	Automotive	1	Paperletter	Germany
1371	Autohaus Hasselmann GmbH	Medium	Automotive	1	Paperletter	Germany
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1373	Autohaus Hasselmann Inh. Tobias Möller e.K.	Medium	Automotive	1	Paperletter	Germany
1374	Autohaus Heinemann GmbH	Medium	Automotive	1	Paperletter	Germany
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1376	Autohaus Hirsch GmbH	Medium	Automotive	1	Paperletter	Germany
1377	AUTOHAUS HIRSCH GMBH	Medium	Automotive	1	Paperletter	Germany
1378	Autohaus Höfinghoff	Medium	Automotive	1	Paperletter	Germany
1379	Autohaus Höfinghoff GmbH	Medium	Automotive	1	Paperletter	Germany
1380	Autohaus Höhl	Medium	Automotive	1	Paperletter	Germany
1381	Autohaus Homann GmbH	Medium	Automotive	1	Paperletter	Germany
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1433	Autohaus Puhl Inh. H.-J. Puhl	Medium	Automotive	1	Paperletter	Germany
1434	Autohaus Reifenstein e. K. Inhaber: Matthias Kaptur	Medium	Automotive	1	Paperletter	Germany
1435	Autohaus Renck-Weindel KG	Medium	Automotive	1	Paperletter	Germany
1436	Autohaus Richter e.K.	Medium	Automotive	1	Paperletter	Germany
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1452	Autohaus Schodorf GmbH & Co KG	Medium	Automotive	1	Paperletter	Germany
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1459	Autohaus Specht	Medium	Automotive	1	Paperletter	Germany
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1462	Autohaus Stark GmbH	Medium	Automotive	1	Paperletter	Germany
1463	Autohaus Stefan Mandel GmbH	Medium	Automotive	1	Paperletter	Germany
1464	Autohaus Steffen GmbH	Medium	Automotive	1	Paperletter	Germany
1465	Autohaus Stein GmbH	Medium	Automotive	1	Paperletter	Germany
1466	Autohaus Stradinger GmbH	Medium	Automotive	1	Paperletter	Germany
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1469	Autohaus Twent GmbH	Medium	Automotive	1	Paperletter	Germany
1470	Autohaus Uhlich GmbH	Medium	Automotive	1	Paperletter	Germany
1471	Autohaus Ullein GmbH	Medium	Automotive	1	Paperletter	Germany
1472	Autohaus Uwe Lambeck GmbH	Medium	Automotive	1	Paperletter	Germany
1473	Autohaus von Herz Straße GmbH	Medium	Automotive	1	Paperletter	Germany
1474	Autohaus Waldmann GmbH	Medium	Automotive	1	Paperletter	Germany
1475	Autohaus Werner Beier GmbH	Medium	Automotive	1	Paperletter	Germany
1476	Autohaus Winfried Bähr OHG	Medium	Automotive	1	Paperletter	Germany
1477	Autohaus Wojciech e.K	Medium	Automotive	1	Paperletter	Germany
1478	Autohaus Wolf GmbH	Medium	Automotive	1	Paperletter	Germany
1479	Autohaus Wolf Meinel GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
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1483	Autohaus Zweckinger GmbH	Medium	Automotive	1	Paperletter	Germany
1484	Autohaus Zwinscher e.K.	Medium	Automotive	1	Paperletter	Germany
1485	Autohäuser Schmitt	Medium	Automotive	1	Paperletter	Germany
1486	Autohäuser Schmitt Kraftfahrzeugreparaturdienst- und Handelsgesellschaft mbH	Medium	Automotive	1	Paperletter	Germany
1487	Autolöwen GmbH	Medium	Automotive	1	Paperletter	Germany
1488	Automobile Darnas GmbH	Medium	Automotive	1	Paperletter	Germany
1489	Automobile Dehn GmbH	Medium	Automotive	1	Paperletter	Germany
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1493	Automobile Hillebrand GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1494	Automobile Maibom GmbH & Co.KG	Medium	Automotive	1	Paperletter	Germany
1495	Automobile Schmitz	Medium	Automotive	1	Paperletter	Germany

1496	Automobile Weberpals GmbH	Medium	Automotive	1	Paperletter	Germany
1497	Automobile Willi Junk	Medium	Automotive	1	Paperletter	Germany
1498	Autopark Schreier, Klaus Schreier GmbH	Medium	Automotive	1	Paperletter	Germany
1499	Autoport Finke GmbH	Medium	Automotive	1	Paperletter	Germany
1500	Autoport Finke GmbH	Medium	Automotive	1	Paperletter	Germany
1501	Autoservice Mohr	Medium	Automotive	1	Paperletter	Germany
1502	Autoservice Mohr GmbH	Medium	Automotive	1	Paperletter	Germany
1503	Autotrend Deipenau GmbH	Medium	Automotive	1	Paperletter	Germany
1504	Autozentrum Goeres GmbH	Medium	Automotive	1	Paperletter	Germany
1505	Autozentrum Treskow GmbH	Medium	Automotive	1	Paperletter	Germany
1506	Autozentrum Treskow GmbH	Medium	Automotive	1	Paperletter	Germany
1507	AVG Brass GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1508	AVG Brass GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1509	Bach-Hegau e.K.	Medium	Automotive	1	Paperletter	Germany
1510	BECKERfrance mobile GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1511	Bernhard Hellmann GmbH	Medium	Automotive	1	Paperletter	Germany
1512	bhg Autohandelsgesellschaft mbH Rottweil	Medium	Automotive	1	Paperletter	Germany
1513	Bleker Gruppe	Medium	Automotive	1	Paperletter	Germany
1514	Bobrink-Carstream GmbH	Medium	Automotive	1	Paperletter	Germany
1515	Böckmann-Center Lauenburg	Medium	Automotive	1	Paperletter	Germany
1516	Brass GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1517	CarUnion AutoTag GmbH Dessau	Medium	Automotive	1	Paperletter	Germany
1518	Citroen Niederlassung Hamburg	Medium	Automotive	1	Paperletter	Germany
1519	Claas Wehner Autohaus GmbH	Medium	Automotive	1	Paperletter	Germany
1520	Dehn GmbH	Medium	Automotive	1	Paperletter	Germany
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1522	Die Schneider Gruppe	Medium	Automotive	1	Paperletter	Germany
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1524	DiT Frankengarage GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1525	Ebbinghaus Automobile GmbH	Medium	Automotive	1	Paperletter	Germany
1526	Elspass Autoland GmbH	Medium	Automotive	1	Paperletter	Germany
1527	Elspass Autoland GmbH	Medium	Automotive	1	Paperletter	Germany
1528	FCA Motor Village Germany GmbH	Medium	Automotive	1	Paperletter	Germany
1529	Fröhlich mobile	Medium	Automotive	1	Paperletter	Germany
1530	Gern Mönlich GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1531	GL-Leasing GmbH	Medium	Automotive	1	Paperletter	Germany
1532	GL-Leasing-GmbH	Medium	Automotive	1	Paperletter	Germany
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1534	Glinicke automobile GmbH	Medium	Automotive	1	Paperletter	Germany
1535	Glinicke British Cars Kassel GmbH & Co KG	Medium	Automotive	1	Paperletter	Germany
1536	Gromes KFZ Handels GmbH	Medium	Automotive	1	Paperletter	Germany
1537	Häusler Automobile GmbH	Medium	Automotive	1	Paperletter	Germany
1538	Heinemann GmbH	Medium	Automotive	1	Paperletter	Germany
1539	Heinrich Munderloh Automobile GmbH & Co.KG	Medium	Automotive	1	Paperletter	Germany
1540	Herbert Vollmers KG	Medium	Automotive	1	Paperletter	Germany
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1545	J. Scharf Automobile GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
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1547	Jacobs Automobile Aachen GmbH	Medium	Automotive	1	Paperletter	Germany
1548	K&M Automobile GmbH	Medium	Automotive	1	Paperletter	Germany
1549	Karlsohn Automobile GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
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1551	Klaus Schreier GmbH	Medium	Automotive	1	Paperletter	Germany
1552	Krüll CI GmbH	Medium	Automotive	1	Paperletter	Germany
1553	Lackas Rhein-Ruhr GmbH	Medium	Automotive	1	Paperletter	Germany
1554	Lackas Rhein-Ruhr Wesel	Medium	Automotive	1	Paperletter	Germany
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1558	LöwenCentrum Autohaus GmbH	Medium	Automotive	1	Paperletter	Germany
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1561	M&S - Das Autohaus GmbH	Medium	Automotive	1	Paperletter	Germany
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1566	Markötter GmbH	Medium	Automotive	1	Paperletter	Germany
1567	Merz & Renz GmbH & Co.KG	Medium	Automotive	1	Paperletter	Germany







1568	MK Maring GmbH	Medium	Automotive	1	Paperletter	Germany
1569	Peugeot Löwenturm GmbH	Medium	Automotive	1	Paperletter	Germany
1570	PKW-Handels-GmbH Rügen-Car	Medium	Automotive	1	Paperletter	Germany
1571	PKW-Handels-GmbH Rügen-Car	Medium	Automotive	1	Paperletter	Germany
1572	R&G Autoservice GmbH	Medium	Automotive	1	Paperletter	Germany
1573	R&S Mobile GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1574	Radeberger Auto AG Renault	Medium	Automotive	1	Paperletter	Germany
1575	Rosier Automobile GmbH	Medium	Automotive	1	Paperletter	Germany
1576	ROSIER AUTOMOBILE GMBH	Medium	Automotive	1	Paperletter	Germany
1577	Rüdiger Haase GmbH	Medium	Automotive	1	Paperletter	Germany
1578	Rügen-Car	Medium	Automotive	1	Paperletter	Germany
1579	Ruhrdeich Holding GmbH	Medium	Automotive	1	Paperletter	Germany
1580	Ruhrdeich-Holding GmbH	Medium	Automotive	1	Paperletter	Germany
1581	S&K Automobile GmbH	Medium	Automotive	1	Paperletter	Germany
1582	SATORIUS AUTOMOBILE GMBH	Medium	Automotive	1	Paperletter	Germany
1583	Scheller GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1584	Schlothauer GmbH	Medium	Automotive	1	Paperletter	Germany
1585	Schönau Autohaus GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1586	Seidel Automobile e.K.	Medium	Automotive	1	Paperletter	Germany
1587	Seifert Automobile	Medium	Automotive	1	Paperletter	Germany
1588	Service-Zentrum Duitsmann GmbH	Medium	Automotive	1	Paperletter	Germany
1589	Siemon GmbH	Medium	Automotive	1	Paperletter	Germany
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1593	Spiegelhalter & Heilder GmbH	Medium	Automotive	1	Paperletter	Germany
1594	TG Automobile GmbH	Medium	Automotive	1	Paperletter	Germany
1595	TG Automobile GmbH	Medium	Automotive	1	Paperletter	Germany
1596	Thomas Wandscher Autovertriebs GmbH	Medium	Automotive	1	Paperletter	Germany
1597	Thüllen AutoFrance GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1598	Thüllen AutoFrance GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1599	Trend Automobile GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1600	Unternehmensgruppe Bleker	Medium	Automotive	1	Paperletter	Germany
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1602	Wallmeier GmbH & Co. KG	Medium	Automotive	1	Paperletter	Germany
1603	Wasgaugarge Debnar GmbH	Medium	Automotive	1	Paperletter	Germany
1604	Wulff & Bartsch GmbH	Medium	Automotive	1	Paperletter	Germany
1605	Istrail sp. z o.o.	Medium	Heavy industry	1	Direct e-mail	Poland
1606	Doradztwo Gospodarcze Marcin Cichal	Micro	Consulting	1	Direct e-mail	Poland
1607	Indorama Ventures Polska Sp. z o.o.	Medium	Chemical industry	1	Direct e-mail	Poland
1608	Wytwórnia Octu i Majonezu "OCETIX" sp. z o.o.	Small	Food industry	1	Direct e-mail	Poland
1609	Plast-farb sp. z o.o.	Medium	Manufacturing industry	1	Direct e-mail	Poland
1610	Solareon Polska	Small	Industrial installations sector	1	Direct e-mail	Poland
1611	Nicrometal S.A.	Medium	COLLECTION AND RECYCLING OF INDUSTRIAL WASTE	1	Direct e-mail	Poland
1612	MIROKO-PLAST Spółka z o.o.	Small	Manufacturing industry	1	Direct e-mail	Poland
1613	FU Zorex		Printing industry	1	Direct e-mail	Poland
1614	Cud Miód Pracownia Beata Rulewska	Micro	Services	1	Direct e-mail	Poland
1615	Eprosumet S.A.	Small	Industrial installations sector	1	Direct e-mail	Poland
1616	Fortum Marketing And Sales Polska	Large	Marketing	1	Direct e-mail	Poland
1617	ENPIRE Łukasz Wojciechowski	Medium	Transport	1	Direct e-mail	Poland
1618	SORIMEX Sp. z o.o. Sp. k.	Medium	Manufacturing industry	1	Direct e-mail	Poland
1619	PROMAR Sp. z o.o.		Engineering studies	1	Direct e-mail	Poland
1620	Danfoss Poland		Heating industry	1	Direct e-mail	Poland
1621	P.H.U. Ekomatic		Industrial installations sector	1	Direct e-mail	Poland

1622	Petra Invest Green Energy Sp. z o.o.		Building sector	1	Direct e-mail	Poland
1623	nst.agency		Engineering consulting	1	Direct e-mail	Poland
1624	Rockwoll		Building sector	1	Direct e-mail	Poland
1625	Saint-Gobain Polska		Building glass processing sector	1	Direct e-mail	Poland
1626	Centrum Szkoleniowo Doradcze i Zarządzania Nieruchomościami		Education	1	Direct e-mail	Poland
1627	Projekt Grupa Witold Kurczyński		Engineering studies	1	Direct e-mail	Poland
1628	EnMS Polska		Engineering consulting	1	Direct e-mail	Poland
1629	PEC w Końskich sp z o.o.		Heating industry	1	Direct e-mail	Poland
1630	BaltCap		Private equity fund	1	Direct e-mail	Poland
1631	Administrator i menedżer nieruchomości		Publishing industry	1	Direct e-mail	Poland
1632	IGERS CROWD		Marketing	1	Direct e-mail	Poland
1633	AGRO-MASZ Agriculture Sp. z o.o.		Machine industry	1	Direct e-mail	Poland
1634	MET-PRIM Sp. z o.o.		Metal processing	1	Direct e-mail	Poland
1635	WENA		Stone and mining industry	1	Direct e-mail	Poland
1636	CNIB ŻAK		Education	1	Direct e-mail	Poland
1637	LUXBUD		Service and construction	1	Direct e-mail	Poland
1638	PRESS GLASS		Building glass processing sector	1	Direct e-mail	Poland
1639	Association "Promotion of Entrepreneurship"	Network		557	Direct e-mail	Poland



# Annex IV – Agenda and pictures of National events with companies

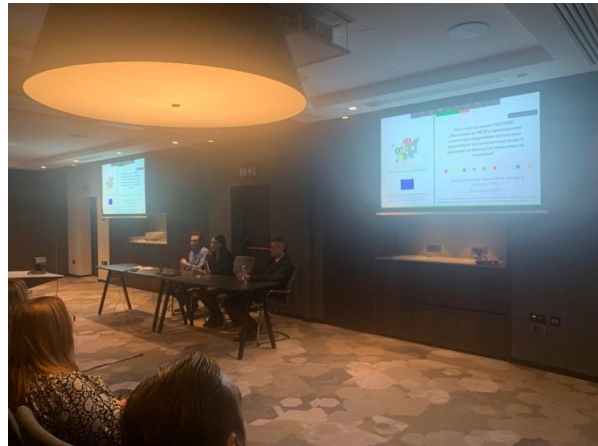
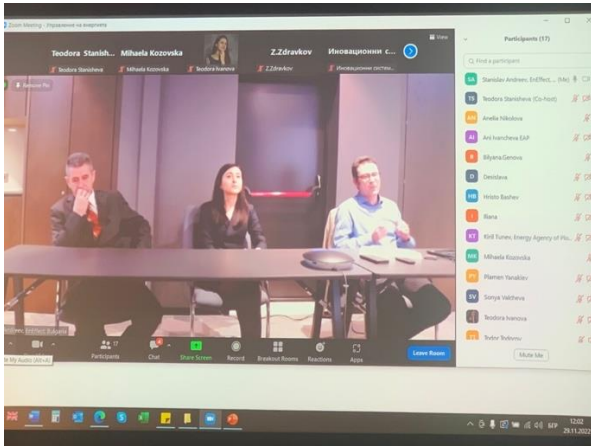
## Bulgaria

 <b>XVI National Conference of the Association of Bulgarian Energy Agencies</b>	
<b>Energy Efficiency and RES – how to meet the challenges of the energy transition and the energy poverty</b>	
29-30.11.2022, Sofia, hotel Hyatt Regency	
    	
<b>29 November</b>	
09:30 – 10:00	Registration
10:00 – 10:05	Welcome and opening of the conference <i>Ljane Adjarova, Association of Bulgarian Energy Agencies</i>
<b>PANEL I</b>	<b>FINANCIAL INSTRUMENTS FOR ENERGY EFFICIENCY IN THE INDUSTRY</b> <i>National roundtable for financing energy efficiency investments in Bulgaria</i>
10:05 – 10:10	Presentation of the outcomes from the previous roundtable <i>Dragomir Tzanev, EnEffect</i>
10:10 – 10:25	Financing opportunities for sustainable energy projects in the Operational programme "Innovations and competitiveness" <i>Representative from the Ministry of Innovation and Growth (invited)</i>
10:25 – 10:40	Best practices for financing sustainable energy projects in the industry and small and medium-sized enterprises <i>Sophia Kassidova, Bulgarian Development Bank (invited)</i>
10:40 – 10:55	The business view: What is necessary to meet the challenges of the energy crisis? <i>Dobri Mitov, Bulgarian Industrial Association</i>
10:55 – 11:15	Q & A
11:15-11:30	Coffee break
Parallel session 1: Available financial instruments in support of energy efficiency and RES in the industry and SMEs	

<b>11:30-13:00</b>	<b>Presentations (10 minutes each) from representatives of commercial banks and ESCOs</b> Invited: UniCredit Bulbank, UBB, Postbank, Fibank, ProCredit, Alliance for Energy Efficiency Discussion (1 hr) <ul style="list-style-type: none"><li>➤ What are the trends in the market for energy efficiency and renewable energy solutions and which are the sectors and technologies that are attracting the most interest?</li><li>➤ Is the OP "Competitiveness and Innovation" contributing to the interest in financing sustainable energy?</li><li>➤ What are the expectations for the quality of projects and the requirements for results monitoring?</li></ul> Participants (invited): BIA, Econoler, AEE, BCC, commercial banks, Fund of Funds, Bulgarian Development Bank, EERSF, financial institutions, NGOs, energy services providers, local authorities, energy consultants, etc.
<b>Parallel session 2: Energy management systems in the industry and SMEs</b>	
<b>11:30-13:00</b>	<b>Presentations (10 minutes each):</b> <ul style="list-style-type: none"><li>➤ Energy management systems in the enterprises (Stanislav Andreev, EnEffect)</li><li>➤ Energy analysis of RES projects (Anton Ivanov, BEMF, invited)</li><li>➤ Results from the project DEESME - National Schemes for Energy Efficiency in SMEs (representatives from SEDA and ECO, invited)</li></ul> Discussion (1 hr) <ul style="list-style-type: none"><li>➤ Do national funding programmes create the necessary conditions for sustainable implementation of energy management systems?</li><li>➤ How can we monitor the quality and verification of implemented projects and the sustainability of the results?</li><li>➤ What technical assistance is needed for enterprises to maximize their potential for energy savings and to realize the produced energy?</li></ul> Participants (invited): SEDA, AEE, EcoEnergy, NTEF, EERSF, energy agencies, financial institutions, energy services providers, energy experts, etc.
<b>13:00-14:00 Lunch</b>	
<b>Closing plenary: LESSONS LEARNT AND NEXT STEPS</b>	
<b>14:00-14:20</b>	<b>Presentation of the outcomes from the sessions</b> <i>Moderators from the two sessions</i>
<b>14:20-15:00</b>	<b>Demand for clean energy projects in the industry and recommendations for the design of the national support programmes</b> <i>Plenary with representatives of financial institutions, public authorities, professional and industry associations, energy experts</i>
<b>Панел II</b> Решения за декарбонизация и ниско-емисионно градско развитие <i>Модератор: ??????, ??????</i>	

<b>15:00 – 15:15</b>	<b>Декарбонизация и ниско-емисионно енергийно планиране и развитие на общинско ниво чрез проект PadovaFit</b> <i>Ivna Karova, Енергийна Агенция – Пловдив</i>
<b>15:15 – 15:30</b>	<b>Въвеждане на градски ниско емисионни зони за подобряване на качеството на въздуха</b> <i>Ляна Аджарова, Енергийна Агенция-Пловдив</i>
<b>15:30 – 15:45</b>	<b>Гражданската наука за подобряване качеството на въздуха чрез проект ComPAIR</b> <i>Милена Аоплен, Енергийна Агенция – Пловдив</i>
<b>15:45 – 16:00</b>	<b>Покривни PV инсталации със системи за съхранение на енергия в социални домове за справяне с енергийната бедност и подкрепа на социалните дейности в общината</b> <i>Ангелина Токова, Енергийна Агенция – Пловдив</i>
<b>16:00 – 16:15</b>	<b>Инструмент за пред-проектни проучвания за производство на водород, проект DanuP-2-Gas</b> <i>Вера Генадиева, Анаел Николаев, ЧИЕЦ</i>
<b>16:15 – 16:30</b>	<b>Акредитирани изпитвания за качество на био-горивата – гаранция за ресурсна и енергийна ефективност в отоплението от биомаса</b> <i>Ваня Маркова, Енергийна Агенция – Пловдив</i>
<b>16:30 – 17:00</b>	Дискусия
<b>17:00 – 18:00</b>	Заклучителни думи. Кафе за движение
<b>30 November</b>	
<b>Energy Transition and Energy Poverty – the new challenges</b>	
<b>Panel III</b> Legislative Aspects for the Development of Energy Communities in Bulgaria and Good Practices in the European Union <i>Moderator: Dr Zdravko Georgiev, SEA SOFENA</i>	
<b>09:00 – 09:30</b>	<b>Energy Communities according to the European Directives and their Regulation in the Countries of the European Union</b> <i>Dr Nadia Nikolova-Deme, SEA SOFENA</i>
<b>09:30-09:50</b>	<b>Legal Aspects of Energy Communities in Bulgaria</b> <i>Christian Dimitrov, Greenpeace</i>
<b>09:50-10:10</b>	<b>Good Practices for the Development of Energy Communities in the EU. The Experience of France</b> <i>Marc-Antoine Andrieux, SEA SOFENA</i>
<b>10:10-10:30</b>	<b>Results of the CONGREGATE Project: Models for the Development of Energy Communities in Sofia, Dobrich and Burgas</b> <i>Dragomir Tzanev, EnEffect</i>
<b>10:30-11:00</b>	<b>Bulgaria's Need for Legislation and Policies for RES Development</b> <i>Georgi Stefanov, WWF Bulgaria</i>
<b>11:00-11:30</b>	Coffee break
<b>11:30-11:50</b>	<b>Good Practices in the Transposition of European Legislation in Support of Citizen Energy Projects</b> <i>Lyubinka Georgieva, Black Sea Energy Research Center</i>

11:50-13:00	<b>Conclusions Regarding the Necessary Changes in Bulgarian Legislation for the Development of Energy Communities</b> <i>Discussion with the participation of representatives of public bodies, professional organizations, energy experts, etc.</i>		
13:00 – 14:00	Lunch		
Панел IV	<b>Solutions to overcome energy poverty</b> <i>Модератор: арх. Евелина Стойкова, Енергиен център София</i>		
14:00 – 14:20	<b>The Initiative "Energy Poverty Advisory Hub"</b> <i>Arch. Evelina Stoykova, Sofia Energy Centre</i>		
14:20 – 14:40	<b>НАЦИОНАЛНИ ПЪТНИ КАРТИ ЗА СПРАВЯНЕ С ЕНЕРГИЙНАТА БЕДНОСТ, Проект PowerPoor.</b> <i>Лили Щампер, СОФЕНА</i>		
14:40 – 15:00	<b>Good practice examples of projects and initiatives to overcome energy poverty</b> <i>Arch. Evelina Stoykova, Sofia Energy Centre</i>		
15:00 – 15:20	<b>Лятна енергийна бедност и мерки за понижаване необходимостта от охлаждане, проект COOLTOURISE</b> <i>Георги Симеонов, ЦУИР - Пазарджик</i>		
15:20-15:40	<b>One-stop-shop for private dwelling buildings, project UPSTAIRS</b> <i>Ivanka Pandelieva-Dimova, Sofia Energy Centre</i>		
15:40-16:10	Coffee break		
16:10-16:30	<b>How to apply for technical support from EPAH</b> <i>Arch. Evelina Stoykova, Sofia Energy Centre</i>		
16:30- 17:00	<b>Programmes and initiatives for decarbonization of the residential heating and cooling</b> <i>Genady Kondarev</i>		
17:00-17:25	<b>Residential heating: calculator for comparison of heating systems and results of audits in energy poor households</b> <i>Lazar Nikolaev, Angel Nikolaev, Black Sea Energy Research Centre</i>		
17:25 -18:00	<b>Final discussion and conclusions</b>		
<div><div> BeSMART</div><div> DEESME An EU LIFE Project</div><div> COMPAIR</div><div> BioScreen CEE</div></div>			
<div><div> Danube Transnational Programme Interreg-2-Ges</div><div> LIGHTNESS</div><div> CONGREGATE</div><div> SHAREs empowering communities</div></div>			
<div><div> Energy Poverty Academy</div><div> POWERPOOR</div><div> Cooltorise</div><div> UP-STAIRS Creating Energy for All</div></div>			



## Second Event



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 854933 and managed by CINEA.

### AGENDA

National Information Campaign

DEESME: „Developing National Schemes for Energy Efficiency in SMEs”

Kepler Hall, Launchee Space

TsUM, Blvd. Knyaginya Maria Louisa 2, Sofia, 1000, Bulgaria

16 November 2023

Schedule	Topic
15:00 – 15:30	Registration and welcome coffee
15:30 – 15:40	Official opening of the event
15:40 – 16:00	State of Energy Efficiency in the Industry Sector. Amendments to the Energy Efficiency Directive.  Tsvetomira Kulevska Director of DG "Coordination and Management of EE and RES", SEDa
16:00 – 16:30	The DEESME Approach: Supporting Bulgarian enterprises in the process of energy auditing and implementation of energy management systems with a focus on the multiple benefits of improving their energy efficiency  Margarita Angelova European Center for Quality Ltd
16:30 – 16:50	ISO 50001: Implementing energy management systems for a sustainable future  Doc. Marko Dimitrov TUV NORD Bulgaria Ltd.
16:50 – 17:10	DEESME 2050: Developing Energy Efficiency Projects in SMEs for European 2050 targets  Margarita Angelova European Center for Quality Ltd
17:10 – 17:30	Implementation of the ECCO mechanism in Bulgaria  Kiril Raichev Alliance for Energy Efficiency
17:30 – 18:00	Open discussion and opportunity for participants to present projects and initiatives
18:00 – 19:00	Closing of the event and cocktail







## AGENDA

### “Cleopa Living Lab on Global Recycling Day 2022”

18 March 2022 | 10:00-11:30 hrs  
| Meet the experts of Circular Economy!

**Programme**

- 10:00 hrs – Introduction of Cleopa and DEESME H2020
- 10:10 hrs – Impulse #1 Impact of recycling
- 10:20 hrs – Impulse #2 Building + Energy efficiency = Smart Homes?
- 10:40 hrs – Impulse #3 Business models
- 11:00 hrs – Impulse #4 Multiple Benefits for SMEs ([www.deesme.eu](http://www.deesme.eu))
- 11:15 hrs – Open discussion and closing of the event



*Cleopa Recycling day*



*Brandenburg Energy Day*

Giovedì 17 novembre | 9.00 – 16.00

## FONDERIA 2022: AMBIENTE, SICUREZZA, ENERGIA

Coordinatori: Gualtiero Corelli (mattina) – Roberto Lanzani (pomeriggio)

- 09.00** Apertura Congresso
- Introduzione ai lavori: Presidente Assofond, Presidente AIM, Presidente CT Fonderia
  - Premi di Studio Assofond
  - Premi Ing. Carla Cominassi, Istituiti da GHIAL Spa
- 09.40** La cattura delle polveri aerodisperse e la riduzione degli odori nelle fonderie con il sistema brevettato Zehnder clean air solutions  
Luigi Dotti (Zehnder Group Italia Srl) - [luigi.dotti@zehndergroup.com](mailto:luigi.dotti@zehndergroup.com)
- 10.00** Efficientamento energetico fonderie: quanto si può risparmiare ottimizzando i ventilatori?  
Diego Perfettibile (Pbn Srl) - [diego.perfettibile@pbn.it](mailto:diego.perfettibile@pbn.it)
- 10.20** La gestione dei rifiuti della fonderia sotto controllo  
Paolo Vannucchi (Teuron Srl) - [pvannucchi@teuron.it](mailto:pvannucchi@teuron.it)
- 10.40** Sistemi di controllo negli impianti di filtrazione fumi  
Carmelo Alessi (Ital Control Meters Srl) - [alessi@italcontrol.it](mailto:alessi@italcontrol.it)
- 11.00** Pausa
- 11.20** Riduzione delle emissioni nei processi di fonderia  
Piero Venchi (Ask Chemicals Italia Srl) - [Piero.Venchi@ask-chemicals.com](mailto:Piero.Venchi@ask-chemicals.com)
- 11.40** Migliorare la competitività grazie ai benefici multipli dell'efficienza energetica  
Giovanni Franco e Roberto Galvanelli (Sogesca Srl), Dario Di Santo e Livio De Chicchis - FIRE | Federazione Italiana per l'uso Razionale dell'Energia - [g.franco@sogesca.it](mailto:g.franco@sogesca.it)
- 12.00** Gli indici di prestazione energetica nel settore delle fonderie industriali  
Claudia Toro (ENEA) - [claudia.toro@enea.it](mailto:claudia.toro@enea.it)
- 12.20** Simulazione delle emissioni di CO<sub>2</sub> generate dal processo di fonderia  
Luca Colombo (Novacast), Matteo Pesci, H. Fransson e M. Hagbyhn (HA Italia SpA) - [luca.colombo@ha-italia.com](mailto:luca.colombo@ha-italia.com)
- 12.40** Le opportunità dei sistemi di accumulo per le industrie  
Martina Ravasi (Energy Team SpA) - [martina.ravasi@energyteam.it](mailto:martina.ravasi@energyteam.it)
- 13.00** Pausa pranzo
- 14.00** Soluzione di Energy Saving basata sul controllo dei picchi di tensione  
Michele Magri (Tesi SpA), Davide Polotto (MADE Competence Center Industria 4.0), Filippo Borea (Icopower Srl) - [michele.magri@tesi-spa.it](mailto:michele.magri@tesi-spa.it); [davide.polotto@made-cc.eu](mailto:davide.polotto@made-cc.eu); [filippo.borea@icopower.com](mailto:filippo.borea@icopower.com)
- 14.20** La tassonomia sulla finanza sostenibile: una "rivoluzione copernicana" per le imprese  
Nicola Fabbri (Ergo Srl) - [nicola.fabbri@ergosrl.net](mailto:nicola.fabbri@ergosrl.net)
- 14.40** Risparmio energetico, sicurezza sul lavoro e standardizzazione dei processi per forni a frequenza di rete  
Riccardo Dossena e Roberto Pavan (Insertec Italia Srl) - [rdossena@insertec.biz](mailto:rdossena@insertec.biz); [pavanroberto@insertec.biz](mailto:pavanroberto@insertec.biz)
- 15.00** Effetto di trattamenti termici innovativi sulle proprietà di componenti in lega AlSi10Mg ottenuti mediante pressocolata e manifattura additiva  
Marco Galli (Università degli studi di Brescia) - [marcogalli97@gmail.com](mailto:marcogalli97@gmail.com)
- 15.20** Recupero di scarti metallici da fanghi di rettifica: la svolta circolare di Bombardieri  
Alfredo Tronci e Fabio Tosini (Bombardieri Rettifiche Srl) - [commerciale@bombardieri.it](mailto:commerciale@bombardieri.it); [assistenzaqualita@bombardieri.it](mailto:assistenzaqualita@bombardieri.it)
- 15.40** Efficientamento energetico: sostenibilità e digitalizzazione per le fonderie di oggi e di domani  
Luca Tiozzo Netti e Francesca Gorga (Schneider Electric) - [luca.tiozzo-netti@se.com](mailto:luca.tiozzo-netti@se.com)
- 16.00** Conclusione lavori



Tesi vincitrice del "Premio Studio 2022" di Assofond



## Seminario on line | AGGIORNAMENTI IN MATERIA DI ENERGIA – Focus sul mercato dell'energia e del gas, approccio all'efficientamento energetico, misure previste dalla Legge di Bilancio 2023 | 08 febbraio 2023 ore 10.30

I crescenti costi di energia elettrica e gas metano degli ultimi mesi, in aggiunta a quelli delle materie prime, hanno aumentato nelle imprese l'attenzione all'ottimizzazione del processo di Energy Management. Comprendere il mercato delle commodities energetiche, mettere in pratica efficaci interventi di efficienza energetica, conoscere ed utilizzare i sostegni governativi, sono solo alcuni passi, ma importanti, che le imprese possono fare nella direzione del contenimento della spesa energetica a vantaggio della competitività.

Confindustria, anche a seguito della recente Legge di Bilancio 2023, organizza il seguente webinar: **"AGGIORNAMENTI IN MATERIA DI ENERGIA – focus sul mercato dell'energia e del gas, approccio all'efficientamento energetico, misure previste dalla Legge di Bilancio 2023"**, il prossimo **8 febbraio 2023 alle ore 10.30 in modalità online**. L'adesione è gratuita per tutte le imprese associate cui si richiede di iscriversi compilando il modulo on line dal link <https://ev.confindustriavenest.it/ev/iscrizione.xsp?cod=EV23.020.01>. Agli iscritti verrà inviato il link per il collegamento

24  
01/23

## Annex V – Working sessions with Key Actors and Companies

### Bulgaria

Refer to Annex IV, as the events were hosted in the same sessions.

### Germany



### AGENDA

**3 workshops cycle**  
**“Key actors’ recommendations for policy makers to improve national schemes”**

1<sup>st</sup> workshop: Introduction to the DEESME project  
by *Detlef Olschewski* (Cleopa GmbH)

5th October 2022 | 12:00 hrs

**Objective:** explaining the participants the framework for collecting their points of view and sharing of results, concepts, and methods of the DEESME project.

**Programme:**

1. Introduction to the DEESME project, energy efficiency aspects and the investigations carried out with the national authorities.
2. Presentation of the concepts and methodologies developed by DEESME.
3. Open discussion

## Primo workshop

**PRIMO INCONTRO – 29 SETTEMBRE – 9.30**

**OBIETTIVO:** fornire ai partecipanti il quadro di riferimento in base al quale sviluppare la raccolta dei punti di vista e delle idee e condividere il know-how sviluppato con il progetto.



### PROGRAMMA

ore 09:30

**Introduzione al Progetto DEESME**

Giovanni Franco (SOGESCA)

ore 09:40

**Introduzione al ciclo di 3 incontri**

Livio De Chicchis (FIRE)

ore 10:00

**Strumenti per l'efficienza energetica nelle PMI**

Livio De Chicchis (FIRE)

ore 10:30

**Presentazione dei concetti e delle metodologie sviluppati dal Progetto DEESME**

Giovanni Franco (SOGESCA)

ore 11:00

**Discussione**

1° Meeting DEESME "I benefici multipli dell'efficienza energetica" partecipanti		
Riepilogo		
Data riunione	Numero partecipanti	ID riunione
30 settembre 2022 09.16 CEST	15	915-188-901
Dettagli		
Nome	Ora partecipazione	Ora abbandono
Unknown participant	09.29	11.06
Daniele Arcuri	10.59	11.38
Elisabetta Scaglia-UNIC Concerte Italiane	09.27	11.38
Ennio paganotti	09.24	09.29
FIRE Federazione Italiana uso Razionale Energia	09.16	11.40
Filippo Cogoli CONFIMPRESA LOMBARDA	09.26	11.38
GIOVANNI FRANCO	09.16	09.31
Gualtiero Corelli	09.47	11.38
Jacopo Romiti	09.30	11.38
Karim Khadiri	09.30	11.38
Laura Bano SOGESCA	09.29	11.38
Livio De Chicchis	09.16	11.00
Ornella Martinelli	09.37	11.38
marina	09.35	11.38
nino sgarbi	09.40	11.38

## Secondo workshop

### SECONDO INCONTRO – 17 OTTOBRE – 9.30

**OBIETTIVO:** discussione, con il contributo di ENEA, sull'evoluzione prevista dello schema nazionale anche alla luce della revisione della direttiva sull'efficienza energetica



#### PROGRAMMA

ore 09:30

Introduzione al Workshop

Dario di Santo (FIRE)

ore 09:40

Presentazione dei risultati delle indagini svolte con le autorità nazionali europee

Livio De Chicchis (FIRE)

ore 10:00

Stato dell'arte e linee evolutive dello schema delle diagnosi energetiche

Marcello Salvio (ENEA)

ore 10:30

Diagnosi e sistemi di Gestione dell'energia per le PMI secondo l'approccio dei benefici multipli

Giovanni Franco (SOGESCA)

ore 11:00

Discussione

	<b>Titolo riunione</b>	I benefici multipli dell'efficienza energetica. Il progetto DEESME e il punto di vista delle imprese	
	<b>Pagina di registrazione visualizzata</b>	13	
	<b>Partecipanti registrati</b>	76	
	<b>Registrazioni annullate</b>	0	
<b>2. Partecipanti</b>			
<b>Nome di registrazione</b>	Cognome di registrazione	<b>Nome di registrazione</b>	Cognome di registrazione
Laura	Bano	giovanni battista	Saccoliti
Davide	Facchini	CLAUDIO	MARTORANA
francesco	gramolini	Stefano	Perboni
ALBERTO	PARUSSOLO	Alessio	Mazzola
marta	di cristofaro	Riccardo	Bugini
Marco	Neroni	Roberto	Savoldelli
Nicola	Cattafesta	GIULIO	BENINCASA
Marco	Cordeddu	Michele Alberto	Barbone
Ezio antonino	Viglianti	GIOVANNI	FRANCO
Paolo Mario	Finzi	Filippo	Padella
MIRKO	CASPRINI	Giordano	Suardi
Alessandro	Boldrin	Alessandro	Marzullo
TIZIANO	CASTAGNOLI	Enrico	D'Aurelio
Andrea	Paolinelli	Dario	Agnese
Salvatore	Calvaruso	Martina	Corsi
stefano	rugginenti	Luca	Volpato
Renato	Migliora	Francesco	Visentin
Enrico	Amighetti	Ricardo	Silvoni
STEFANO	BAGNARDI	Simona	Russo
Fabio	Di Pancrazio	Andrea	Ratti
Gionata	Verganelli Alfieri	Riccardo	Bianchi
Antonio	Frappola	Carmen	Parmentola
Paolo	Trevisan	MATTEO	TONON
Salvatore	Grasso	Luca	Sandri
debora	pesa	Francesco	Belcastro
Fabrizio	De Marco	PAOLO	MARTINOTTI
EMILIO	FORTUNA	Andrea	Pagliarello
Jacopo	Romiti	Michele	Amoruso
Davide	Selvatico	Pier Mauro	Crivelli
Roberto	Gerbo	Jean	Mouhana
Giacomo	Celona	Andrea	Collini
Enrico	Alberti	Mauro	Zocca
LUISA	ABRIGO	Gianni	DIANA OLIARO
Giovanni	Vinti	Ornella	Martinelli
ROBERTO	BIANCO	Detlef	Olschewski
Maurizio	Caruro	Daniele	Arcuri
FLAVIO	PIANETI	filippo	cogoli
Lorenzo	Beretta	Samuele	Pini

## Terzo workshop



**TERZO INCONTRO – 27 OTTOBRE – 9.30**

**OBIETTIVO:** raccogliere i punti di vista dei key actors e formulare le raccomandazioni per le autorità nazionali e i policy makers

### PROGRAMMA

ore 09:30

#### Introduzione al Workshop

Dario di Santo (FIRE)

ore 09:40

Sessione di lavoro in base a domande preparate

ore 11:00

Discussione libera aperta a ulteriori punti di vista

ore 11:30

Chiusura dei lavori

### The multiple benefits of energy efficiency

#### The DEESME project and the business point of view - 3 meeting follow up - Report

Participants	
Name	Surname
Ornella	Martinelli
Davide	Facchini
Mauro	Zocca
Fausto	Mazzi
LAURA	Bano
Karim	Khadiri
GIOVANNI	Franco

## Poland

### Workshop #1

<b>Title of the event</b>	<b>How to save energy and heat?</b>
<b>Date and location</b>	09.11.2022, Łódź
<b>Number of participants (please provide attendees' list in annex)</b>	The meeting was attended by 8 people representing 7 entities, mainly service providers from various sectors.
<b>How was the event promoted (please provide copy of invitation, social media post, webpage or any other materials related to the promotion of the event)</b>	The meeting was promoted on Facebook: <a href="https://www.facebook.com/events/536448378316758/?ref=newsfeed">https://www.facebook.com/events/536448378316758/?ref=newsfeed</a>
<b>Main topics discussed (please provide agenda and PPT presentations if any)</b>	A meeting organized for both SMEs and key actors. It discusses ways to save energy and heat, both in terms of the technical and financial solutions used. Attention was drawn to the need to involve employees in energy saving activities and the DEESME project was presented.
<b>Main conclusions</b>	The presentation of the DEESME project introduced the participants to the possibilities offered by the multi-benefit approach. It was found to be very practical for SMEs and could bring real benefits. Most of the participants did not know about the multi-benefit approach beforehand and were interested in it.
<b>Feedback from the event (what went well, what could have been done differently)</b>	Nothing to be underlined.
<b>Please add pictures or screenshots if available</b>	-

## Workshop #2

<b>Title of the event</b>	<b>Efficient use of energy (Efektywne wykorzystanie energii )</b>
<b>Date and location</b>	30.11.2022, online
<b>Number of participants (please provide attendees' list in annex)</b>	The webinar was attended by 38 people representing enterprises, local authorities and company associations.
<b>How was the event promoted (please provide copy of invitation, social media post, webpage or any other materials related to the promotion of the event)</b>	Information about the workshops was posted on the social media of the <i>Małopolska Centre for Entrepreneurship</i> , including Facebook and the website. Links: 1. <a href="#">Facebook</a> 2. <a href="#">Website</a>
<b>Main topics discussed (please provide agenda and PPT presentations if any)</b>	The topics discussed during the webinar were legal aspects related to energy efficiency, ISO standards, ways to save energy, tools that can help entrepreneurs, including the DEESME tool and available financing mechanisms. During the meeting, participants were familiarized with the biggest challenges resulting from the energy transformation and presented the standards and benefits of a well-implemented audit and a functioning energy management system in the company.
<b>Main conclusions</b>	The meeting allowed the participants to learn more about legal aspects, including the EED and national legislation. An important aspect was also the presentation of the outline of the DEESME tool and its operation, which allowed to better illustrate the DEESME approach and its multiple benefits.
<b>Feedback from the event (what went well, what could have been done differently)</b>	Nothing to be underlined.
<b>Please add pictures or screenshots if available</b>	

## Workshop #3

<b>Title of the event</b>	<b>Energy efficiency in the company and its multiple benefits (Efektywność energetyczna w firmie oraz jej wielorakie korzyści)</b>
<b>Date and location</b>	23.03.2023, online
<b>Number of participants (please provide attendees' list in annex)</b>	The meeting was attended by 6 people representing 5 key actors. The participants included managers, advisors and consultants. They were representing: Department of Consulting and Information Enterprise Europe Network Górnoląski Fund S.A.; Toruń Regional Development Agency S.A.; Association



	"Promotion of Entrepreneurship" in Opole; University of Information Technology and Management in Rzeszów; Chamber of Commerce and Industry in Krakow.
<b>How was the event promoted (please provide copy of invitation, social media post, webpage or any other materials related to the promotion of the event)</b>	Invitations to the workshops were sent by e-mail to 35 institutions associating enterprises, mainly to chambers of commerce and institutions from the Enterprise Europe Network.
<b>Main topics discussed (please provide agenda and PPT presentations if any)</b>	<p>The meeting began with a brief reminder of the project assumptions and its goals. The challenges faced not only by companies but also by other stakeholders were discussed in detail, and the barriers that prevent SMEs from carrying out audits and implementing their results were indicated.</p> <p>The workshop focused mainly on the discussion part, due to the fact that the main purpose of the meeting was to obtain recommendations from institutions that have the greatest experience and knowledge when it comes to cooperation with companies. During the discussion part, the following issues were raised:</p> <ol style="list-style-type: none"> <li>1. In your opinion, are companies aware of the benefits of conducting an energy audit and implementing its results?</li> <li>2. What incentives could increase the participation of companies in energy efficiency measures?</li> <li>3. Could promoting the non-energy benefits of audits increase the number of SMEs auditing? What benefits are worth paying attention to?</li> <li>4. Would the development of information materials for companies increase the number of audits carried out? Would you be willing to share such materials with entrepreneurs?</li> <li>5. Would the obligation for auditors to indicate non-energy benefits of audits would allow enterprises to better understand the benefits of implementing energy efficiency measures?</li> </ol> <p>Each question was thoroughly discussed and we obtained recommendations, which are described below.</p>
<b>Main conclusions</b>	<p>Participants pointed out the need to emphasize the financial benefits of any activity of entrepreneurs. It was also noted that convincing entrepreneurs to carry out audits and implement their results will be difficult until they are obliged to do them. Audits are often perceived as time-consuming and require high investment costs, and also as not bringing measurable benefits to the company. Participants who work with entrepreneurs on a daily basis stated that communication with them is difficult and the means of communication and information should be carefully selected. Participants who work with entrepreneurs on a daily basis stated that communication with them is difficult and the means of communication and information should be carefully selected. According to them, cooperation with SMEs requires long-term relationship building, as there is a great distrust of new activities and unknown people among them. Therefore, in order to increase the probability of encouraging entrepreneurs to take actions for energy efficiency, it would be necessary to present them with examples of</p>

success stories and prepare an official list of certified auditors whom they could trust.

Entrepreneurs are also often concerned about the security of their data and hidden costs and administrative activities. Therefore, all incentives (including financial ones) should contain a clear description of the required activities and be accounted for in a simple way.

Participants emphasized the importance of indicating the non-energy benefits of audits, but considered it only an addition to the audit, emphasizing that what counts for the entrepreneur is mainly the financial benefit and, possibly, the impact of the implementation of the audit results on the effectiveness of production or sales.

**Feedback from the event  
(what went well, what could  
have been done differently)**

The meeting was very fruitful. All participants were active during the discussion and each of them brought important recommendations for the future. Participants expressed their willingness to continue cooperation.

**Please add pictures or  
screenshots if available**

