

**8th OPEN AIR BALKANS
INTERNATIONAL WINE & FOOD
FESTIVAL**
5-9 June SOFIA 2019



WHY

THE BALKANS?

The BALKANS can be proud of the most ancient wine history in the world

BECAUSE



THE BALKANS INTERNATIONAL
WINE COMPETITION

- The **BALKANS'** local grape varieties are at least as rich as rich is the spirit of the people
- With nearly **1.8 million tons** wine production per year, the **BALKANS rank 5th in the world**, right after the largest wine producing countries Italy, France, Spain and USA
- For the last decade the **BALKANS** made enormous progress in the quality of their wines and can state their claims as a key player on the world wine map



THE BALKANS INTERNATIONAL WINE COMPETITION

8th edition
SOFIA 5-9 June 2019
BALKAN WINE FESTIVAL



EACH YEAR MORE
THAN 5000
ATTENDEES AND
GUESTS OF BIWC



THE BALKANS INTERNATIONAL
WINE COMPETITION 

Guests from different sectors of the economy, including winemakers, producers of foods and beverages, supermarket chains, hotel and restaurant managers, representatives of electronic and printed media, banks, automobile dealers, insurance companies, the industry sector, public institutions, winelovers from Bulgaria and abroad, many importers and traders from USA, China, Japan, Scandinavia, Germany, Belgium, The Netherlands, etc.

- The **BEST** Forum for promoting the **Balkan wines**

NEW VENUE

- The 8th edition of BIWC 2019 will be held in as an ONEN AIR FESTIVAL outside **NDK**, the heart of Bulgarian capital **Sofia**, a natural center of the **Balkan Peninsula** and it aims to focus the attention of the world wine community to this interesting and **unique wine region**
- **Participants** – more than **800 wineries** so far from all the **Balkan countries**



THE BALKANS INTERNATIONAL
WINE COMPETITION 



THE BEGINNING

...2012

2012



- 400 wines from **9 countries and 90 wineries** competed in the five categories: sparkling, dry white, dry rose, dry red and dessert
- **4 MW in the jury** - The international panel of judges under the chairmanship of **Konstantinos Lazarakis MW, Caroline Gilby MW from the UK, Christy Canterbury MW from the US, Paul Liversedge MW from the UK**
- **50 wineries** for BIWC 2012 Festival
- We have successfully communicated our BIWC 2012 Competition results, created a Catalogue with relevant information distributed to **15 000 importers and traders and over 300 world wine media**

BIWC OVERVIEW

FROM 2012 UNTIL 2018

- BIWC is **2 in 1 platform** – Balkan Wine **Competition** and Balkan Wine **Festival**
- More than **3600 wines** from **11 countries** evaluated
- More than **900 wineries** for the all 7 editions of the **Competition**
- **26 Masters of Wine** /the highest title in the wine business only 380 MW worldwide/ **have been participated in the BIWC judging panels**
- **300 wineries** have been participated in the **6 editions** of the **BALKAN WINE FESTIVAL**
- Communication to **15 000 importers** and traders and over **100 world media**
- Over **50 National media** – TV, newspapers, magazines, blogs, social media



BIWC 2019

FORECAST

FORECAST



- More than **900+ wines** for the Competition from **10 countries and 200 wineries**
- **5 MW and in the jury** - The international panel of judges under the chairmanship of **Konstantinos Lazarakis MW**. Many top wine specialist will evaluate the Balkan Wines
- **80 wineries** expected for the BALKAN WINE FESTIVAL from **10 countries** - Bulgaria, Serbia, Greece, Macedonia, Croatia, Albania, Romania, Slovenia, Moldova, Montenegro

BIWC GRAND TROPHY

- The **Grand Trophy** of the Balkans International Wine Competition 2019
- The **best wine from the all Trophy winners**



THE BALKANS
INTERNATIONAL
WINE
COMPETITION &
FESTIVAL 2019 will
gather the world **wine
elite**, to see, to taste
and the discover the
richness, the diversity
and the potential of
the Balkan wines

THE BALKANS
INTERNATIONAL
WINE
COMPETITION &
FESTIVAL 2019 is
the MOST important
step toward
promoting the Balkan
wines in the world



**Chairman –
Konstantinos Lazarakis
MW,**

**the first Master of Wine in
the Balkans**

Konstantinos Lazarakis works as an Imports Manager and Wine Buyer in AIOLOS Ltd and the Managing Director of Wine and Spirits Professional Consultants that run WSET courses in Greece and Cyprus.

In the last two years he has been involved in wine writing and wine journalism and now writes for four Greek publications as well as having 'Wines of Greece' published as a part of the Mitchell Beazley Classic Wine Library in Sept. 2005. In addition, he consults for wine producers, hotels and restaurants.



Galina Niforou

Director BIWC

Galina Niforou, Wine MBA has an engineer degree in Wine and Spirits Technology from the University of Food Technology, Plovdiv and she has specialized in Wine Marketing & Management MBA at INSEEC, Bordeaux, France.

During the 20 years in the wine industry in Bulgaria and abroad she has established herself as a specialist who successfully develops business strategies and creates brands of international significance.

She is the chairwoman of the Bulgarian Wine Export Association



WORLD
RENOWN
NAMES IN
THE
BIWC JURY



BIWC JURY



Christy Canterbury MW
USA



Julia Harding MW
United Kingdom



Caroline Gilby MW
United Kingdom

BIWC JURY



Paul Liversedge MW
UK



Kenichi Ohashi MW
Japan



Rod Smith MW France/
UK

Grand Trophy
winner BIWC
2012

Santa Sarah,
Bin 40 Merlot,
Bulgaria



Grand Trophy
winner BIWC
2013

Chateau
Kamnik,
Merlot 2008
Macedonia



Grand Trophy
winner BIWC
2014

Monemvasia
winery,
Malvazia
2010, Greece



Grand Trophy
winners BIWC
2015

Kremen Kamen
Cabernet
Sauvignon 2012,
Matalj winery,
Serbia

Edoardo Miroglio
Sparkling
Special Selection
2005, Bulgaria



Grand Trophy
winner BIWC
2016

Vinsanto 2006,
Domaine
Sigalas, Greece



Grand Trophy
winner BIWC
2017

Rumelia Mavrud
Reserve 2013,
Bulgaria



Grand Trophy
winner BIWC
2018

Anca – Maria
Rose 2017,
Domeniile
Vladoi, Romania



HIGHLIGHTS



BIWC will be a partner to the world movement #winelover-s against cancer

7^{МИ} БАЛКАНСКИ
ВИНЕН ФЕСТИВАЛ

ВКУСЕТЕ БАЛКАНИТЕ

19 / 20 МАЙ

ГРАНД ХОТЕЛ

СОФИЯ



С БИЛЕТА СИ ПОДКРЕПЯТЕ СВЕТОВНАТА КАМПАНИЯ
ПРОТИВ РАКА НА ГЪРДАТА / #WINELOVER AGAINST CANCER



We believe in United Balkans!

See you in **Sofia**

5-9 June for the **8th edition** of BIWC 2019

www.balkanswine.eu





Thanks

For contact:

Galina Niforou, BIWC Director

Mail: niforou@balkanswine.eu

Phone: +359 885 731 331

Address: 19, D. Hatzikotsev str., Sofia 1421
Bulgaria