

# VIRTUUS

Advisory Ltd

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International business boutique with finance & insurance specialty  
COMPANY & SERVICES PRESENTATION

Team Leader P&C Agent of **GENERALI Insurance AD** &

Life Agent of **ЖЗИ AD (LEV INS)**



Chartered insurance intermediary (Insurance Agent firm), registered in the  
Financial Supervision Commission of Bulgaria (FSC – КФН), Eurosystem.

**Financial & Insurance Services and Risk Advisory** – Presentation and Offer for **Corporate and Private Clients**



# Services available for International and Clients based in Bulgaria from

**VIRTUS Advisory Ltd** – an international financial advisory boutique in Sofia  
 24 / 7 Client Service in English, IT, FR, ES and policy wordings and conditions available in English



## Fields of service

1. **Insurance** : distance issuing is possible thanks to our online underwriting platform

Policies provided by\*:

- Protection for Property (home, casco) & Casualty (responsibility – third party liability)
- Coverage for temporary disability & voluntary health insurance (private service)



**Life Insurance** : Pure Life, Mixed Life-Sickness, Savings Products by:



„ЖИВОТОЗАСТРАХОВАТЕЛЕН ИНСТИТУТ“ АД

Please note that Disability, Life and Voluntary Health Insurance premiums are detaxable for bulgarian residents

2. **Financial / FDIs and M&A:**

Services provided by:

Mergers and Acquisitions expert evaluation of direct and indirect legal and technical risk

Associate BG Lawyers

(provided by Bulgarian registered lawyers in Sofia and Burgas bar with corporate experience)

Services provided by:

3. **Industrial Risk Management Consulting** and **EU / extra-EU Marketing**





offers **top-tier quality-cost ratio Services and Advisory** ranging from **Insurance to Legal Advice**, positively impacting **Credit lines**:



An **advanced advisory** may help the **financial health** of a Firm, as well as **facing or preventing potential external shocks**. Furthermore it is **useful in order to decrease the risk profile** of the Firm, and therefore **obtaining easier financing** from Banks and most likely also **larger Credit lines**. Other benefits from **reducing risk** include **reducing hassle and stress**, too.



# Description of Insurance Products and Services

## exclusively for firms or individuals located in Bulgaria

Policies provider\*:

\* 'VIRTUS Advisory OOD' is an authorized Agent Team Leader of 'GENERALI Insurance' AD, as registered in FSC - КФН.



### Insurance Sector n. 1 – Property & Casualty Protection Offer by World Top-10

On the products for the safeguard of property and liability we can provide **personalized solutions** for the specific insurance requirements, offering **competitive rates** (and some advantages for firms after full year's paid premium instalments, case by case benefits) and **Client Service fully in English** with **24/7** personal interface for large claims :



- **SME Protection: All-risk for commercial and production firms:** special packages with **all-inclusive policies** (basic coverage: Clause A), chosen additional coverages (Causes B to E) offered in the policy GT&C activated as required.
- **Industrial fire / Corporate Business Property:** customized policies by single clauses & tailored sum insured limits
- **Employees' Third Party Liability / GTPPL:** adequate sum insured required by Client firm, for its employees and visitors
- **Business interruption insurance:** loss of income due to factors external from pure sale; specialized GT&C Advisory
- **Products and Production Processes Liability:** advisory on the best suitable solutions (clauses, franchises, GT&C)
- **House Protection and Safeguard :** all-risks (according to chosen clauses), valid both for owned or rented property
- **Motor TPL / Бг: Г.О.:** a Clients-Insurance Company 24/7 interface also available in English (inclusive Policies), and client service available also in **IT, FR, ES. Full CASCO** /Бг: Пълно каско (self-damage or theft) and Road Assistance insurance in Bulgaria or in the entire European Territory. Call center and service provided also in in English.



S5



**SME SPECIFIC INSURANCE** **PROFESSIONAL TPL** **D&O – for MANAGERS** **FACTORIES PROTECTION:** **FIRE AND THEFT** **BURGLARY**



**MOTOR TPL AND CASCO FOR FLEETS** **CARGO AND FORWARDERS' LIABILITY INSURANCES**



# Description of Insurance Products and Services

exclusively for firms or individuals resident in Bulgaria


Policies provider\*:

\* 'VIRTUS Advisory OOD' is an authorized Agent Team Leader of 'GENERALI Insurance' AD, as registered in FSC - КФН.



## Insurance Sector n. 2 – Accidents, Travel and Voluntary Health Insurance

Thorough advisory on the products for **personal safety** (work-related self injuries or employees / third parties) and **personalized health insurance solutions** for groups (families, firms) or individuals (one person coverage):

- **Individual & Group Accidents**: may personalize sum insured; product may be **de-taxed** up to monthly limit 60 lv/p
- **SARS-CoV-2** (for firms): groups-only **COVID-19 insurance** with integrative packages of psychological consultations
- **Travel Assistance** (medical): particularly useful for business or private travelling, served by **europ assistance** 

**Voluntary Health Insurance** leading Company in Bulgaria with its own **Private Clinic «Zakrila Medical and Dental Center»** and 400+ partners (Hospitals, Private Clinics, Laboratories) for fast and efficient **direct service upon GENERALI Health Card presentation** at their premises following a booking or on the spot in GENERALI Health Center

- **Employee benefits packages**: incentives for the personnel (lowers turnover) **in all partner private Clinics throughout the Country**. This insurance is **de-taxable** up to the set monthly State limits (60 lv/person). **Customized solutions** to maximize the tax advantages to firms as well as desired included health coverages in top-tier Hospitals.
- **Family «packages»**: Two levels offer: **Basic** and **Plus** (for over 65 years of age, case by case decision by HQ)
- **«Health Line» Individual Private Health insurance**: highly comprehensive, two levels: **Basic** and **Plus (10k+)**.



# Description of Insurance Products and Services exclusively for firms or individuals in Bulgaria



\* 'VIRTUS Advisory OOD' is an authorized Agent of 'LIFE INSURANCE INSTITUTE' PLC, as registered in FSC - КФН.

## Insurance Sector n. 3 – Life Insurance, Disability and Savings solutions

Life Insurance Institute AD is the **Company specialized in Life and Sickness Insurance** affiliate of **n. 1 Insurance Group in Bulgaria LEV INS**

Our Company offers a specialized advisory focused on the requirements of **SMEs and foreign-capital firms in Bulgaria**, with **tailor-made solutions for the Client**, according to the **specific insurance requirements of the individual or the firm** (GT&C, applicable franchises, Clauses, etc.). Main featured Life & Sickness insurance products **inclusive of COVID-19 coverage** include:

- **Individual Life**, inclusive of **temporary coverage for loss of working ability (due to accident or sickness)**: annual or long-term; also for **mortgages**
- **COVID-19**: package for **Firms & Privates** resident in Bulgaria (e.g. expatriates with long-term residence); **consistent coverage of related perils**
- **Group Life** (for firms): upon request of the firms the product may be tailored to maximize the coverage and **tax benefit to 60 lv /month/employee**
- **Long-term Life and Savings Insurance «Independence»**: in order to **safeguard future wealth and savings**, by planning **sustainable savings schemes** in the long-term (y.10-25+). **Personalized solutions** according to the Clients needs for coverages (various packages). **Detaxable product.**
- **Multi-line Life-Disability-Sickness**: alleviates the future financial uncertainties, in case of life's unfavourable situations. **Mixed product** with interesting advantages\* as well as **fiscal benefits** within the levels set by the State. Possible tailored **solutions' assessment** in order to **maximize the tax benefits on the Company's incomes or personal detaxation**, accordingly if the Client is a juridical or physical person.
- **Other LIFE products to safeguard from Disabilities, Health e and Severe Sickness**: wide coverage of risks such as **death due to work accidents**, for **home accidents**, **permanent disability for work** (loss of income), **Emergency medical expenses for Severe Sickness**, for **road accidents**, individual or group policies /yearly or long-term (from 1 to 10 years), Also available a **Voluntary Health Insurance** (with reimbursement in over 400 private medical centers in Bulgaria), customizable by packages (hospital, diagnostics, **dental-care**).
- **for non-resident in Bulgaria** (private and business tourists, temporarily domiciled for work, studies or leisure): Full **Accidents and medical expenses insurance for Foreigners**, particularly recommended for foreign private or corporate guests during their stay in Bulgaria. **31'000 Euros S.I.**
- A possible advantage applies according to product type, exclusively following a full premium payment (first year minimum), to be awarded case by case.





# Industrial & Commercial Risk Advisory services

## to help decrease risks' impact on your firm:

**Enterprise Risk Management (ERM)** – important part of firm's holistic and strategic financial management. It includes the following:

- **Risk Analysis** – analysis and initial estimation of PML and MPL.
- **Risk Assessment** – qualitative and quantitative evaluation of the risk (operative and financial, amongst which **currency forex risk**)
- **Risk Evaluation** – extrapolation of the potential impact on capital and cash flow, thus its **repercussions on the firm's balance sheet**.
- **Risk Mitigation** – measures to eliminate, reduce or contain at maximum the most likely risk, e.g. **project and risk financing**.
- **Risk Transfer** – **insurance** or more complex types of risk transfer (ART – alternative risk transfer methodologies), self-insuring funds

Furthermore we are fully capable of elaborating independently :

- **Insurance Due-Diligence** for a holistic assessment during **M&A**.
- **Risk Profile** for your **Company** and/or **target Market / Country**
- **Financial forecasting Scenarios and Simulations** for **three-to-five years periods** (**Delphi Methodology** on the basis of quantitative and qualitative financial data provided by **managers** and in collaboration with **partner accounting offices / auditors**).

<b>Asset Type</b> (e.g.)	<b>Low Impact</b> (e.g.)	<b>High Impact</b> (e.g.)
Buildings and/or Vehicles	23% (small damage)	95% (catastrophic entity damage, High Risk)
Machinery	35% (medium damage)	65% (Highly relevant)
Personnel	44% (relevant damage + reputational risk)	83% (Huge impact)

Choices:



**Self-financing**      **Transfer**  
of risk or reduction or full elimination





# Business development, Analysis and Marketing



- **Direct foreign marketing** – Opening new complex markets thanks to consolidated direct channels, with specific Area focus in Middle East (Saudi Arabia and UAE), and in Asia with top-tier Investment Banks.
- Support and draw-up of **International Contracts**: supporting negotiations on the commercial aspects (economic-cultural approach in various Countries) and legal through Associate Lawyers experts in various languages for contracts wording applying int'l commercial laws.
- **Business Plans** – integrative part of the corporate management and industrial strategic planning. Including Corporate Architecture (NewCo or restructuring), Risks, Marketing, Financials, exit-strategy advisory, etc.
- **Marketing Intelligence Analysis** – qualitative, quantitative, objective and subjective evaluation of four criterias (the 4Ps: product, place that is location, promotion, price), at the basis of any Business Development.
- **SWOT Analysis** – in-depth evaluation of the strengths, weaknesses, opportunities and commercial / legal threats (current and future, basis for financial forecasts of 3-to-5 year terms, or tailored to M&A diligence)
- **PEST Analysis** – in-depth evaluation of political-legal, macroeconomic, socio-cultural and techno-logical factors of the current market or new market-penetration in the short-to-medium term, with preferential channels (as detailed in the first point on current slide).
- **Boston Matrix Analysis** – extrapolation of the potential or current foreign market positioning (on the basis of info provided by the Client or preferential channels) or internal market (BG), supported by algorithms fully developed in-house by VIRTUS Advisory's Partners.







## Thanks you for your attention

For any requirement or information you may get in touch with the MP **Davide Garbin** :

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Our team of Partners, Advisors and Associates is highly qualified thanks to a consistent aggregate experience in various foreign markets (30 years in Italy, over 20 in Bulgaria & Romania, 12 in Dubai) featuring an excellent **track-record of operations** as well as know-how in the **marketing and sales within international industrial giants**, and **financial/insurance global lead multinationals**. Thanks to the developed international relations and the **consolidated and reliable network created in these 50+ years of aggregate activity**, especially useful for the **strategic industrial internationalization in the SEE and Middle-East Areas**, we can provide **quality advisory and financial services** to B2B as well as B2G levels. *We can and we will deliver best quality solutions.*