



TRUD JSC was established in 1893 when the company started its business as a Bulgarian-Austrian joint venture company for production of building materials. In 1897 the company laid down the foundations of the refractory industry in Bulgaria. Since 1966 the company is specialized in production of refractory products. The company was fully privatized in 1997 through the mass privatization in Bulgaria.




Today TRUD is a joint stock company with over 150 employees. Two tunnel kilns are installed in the factory with a production capacity of 15 000 and 50 000 tonnes per year. The factory area is 72 000 m<sup>2</sup>, of which the production area occupies 9 000 m<sup>2</sup>.

The quality of the production is monitored by the company's own chemical-physical laboratory. Since 2003 the company has implemented a system of quality management and is certified by ISO 9001:2015 and 14001:2015.

TRUD is the sole Bulgarian large scale producer of refractories and clinker pavers. The company's client network comprises of more than 100 leading Bulgarian enterprises and over 40 European companies from Austria, Italy, Hungary, Romania, Serbia, Macedonia and Greece.



The production range of the company is divided into:

-  fireclay chamotte refractories for the industry;
-  refractory products for stoves and fireplaces;
-  clinker paving products.



Key advantages of TRUD JSC are:

- **Excellent location** - Danube River (200 m.), Port of Ruse East (250 m.), The Danube Bridge (2 km.), Duty Free Zone Ruse (2,8 km.), The city center of Ruse (3,0 km.);
- **Well-developed production infrastructure** /spread over 6.2 hectares/ – own rail terminal for loading and unloading, gas installation, electrical substation, tap and well water, internal roads, buildings, several warehouses, etc.;
- **Experienced and dedicated work force** at competitive wage levels – engineers, technicians, mechanists, lab analysts, machine operators, forklift operators, etc.;
- **Diverse production methods** – semidry pressed, extruded, slip casting;
- **Flexible production range** /own tool shop for production of molds, and reparations/;
- Latest **investments** - new tunnel kiln from RIEDHAMMER (2013), Germany and 2 new presses (1000 ton & 500 ton) from SACMI, Italy (2012);
- Advantageous **market positioning** – the only large scale refractory and clinker producer in Bulgaria and in a radius of 500 km.;
- Availability of grants through **EU funds** for Bulgarian enterprises.



#### **Financial Information:**

Land and buildings (Bank's estimate as on 24.10.2014):	9 500 000 BGN (€ 4 860 000)
Annual turnover /2017/	5 220 000 BGN (€ 2 670 000)
EBITDA /2017/	798 000 BGN (€ 410 000)



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