

ПРИСТА

CORPORATIVE INFORMATIVE EDITION

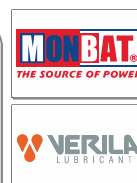
issue 2/ 2015

Mrs. Daniela Peeva:

**Investor relations are built on the basis
of mutual confidence and good financial results**



**We made the first
private Hall
in South Eastern Europe**





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ОБИЧАМ ЖИВОТА

ЗАСТРАХОВАТЕЛНА ПРОГРАМА
В СЛУЧАЙ НА ОНКОЛОГИЧНО ЗАБОЛЯВАНЕ

Застрахователната програма покрива рискове при мъже и жени в случай на онкологично заболяване, има три нива на покритие – ПЪЛНО, РАЗШИРЕНО и ОСНОВНО.

КАКВО ОБХВАЩА ЗАСТРАХОВКАТА?

Загуба на живот, настъпила вследствие на онкологично или друго заболяване.

Първичен Злокачествен тумор на органи:

Гърди (зърната)
Матка (ендометриума)
Маточната шийка
Яйчници
Фалопиеви тръби
Вагина
Вулва



за Нея

Загуба на живот, настъпила вследствие на онкологично или друго заболяване.

Първичен Злокачествен тумор на органи:

Простатит (простата)
Тестиси
Пенис
Бронхиоли
Бял дроб



за Него

Всички други видове злокачествени тумори (C00-C97 по МКБ-10)

Допълнителни заболявания:

Доброкачествен мозъчен тумор
Доброкачествен тумор на щитовидна жлеза
Доброкачествен тумор на яйчник
Карцинома ин ситу на гърдата
Карцинома ин ситу на яйчник
Карцинома ин ситу на матката
Карцинома ин ситу на маточна тръба
Меланома (черен кожен рак) в стадий 1A

Всички други видове злокачествени тумори (C00-C97 по МКБ-10)

Допълнителни заболявания:

Доброкачествен мозъчен тумор
Доброкачествен тумор на щитовидна жлеза
Преинвазивни ядра на ракови клетки
Злокачествено новообразование на простатата

Застраховката не покрива:

Тумори, съществуващи с инфекцията ХИВ, всички тумори на кожата, C44 по МКБ10 злокачествено новообразование на кожата, с неуточнена локализация и злокачествен меланом в клиничен стадий 1A.



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ACCENTS

People, facing at the immensity of challenges, are always choosing based on their needs and interests, which one to fight for and which one to respond to ...

If we follow the definition that dreams are different than purposes and much more magnificent, then surely, as everywhere, there are exceptions.

The completion of the Sports Hall in Ruse, as well as the Lubricating Oils Plant of 'Prista oil', is more than a dream not only of the brothers Atanas Bobokov and Plamen Bobokov, but of all Ruse citizens. A well-conceived project once, remained frozen and non perspective for more than 33 years, until the enthusiasm and belief in the good idea came to some.... yes, hotheads!

A number of prime ministers and significant factors in the State have been opening, visiting, promising, giving hopes, but after all, the wagon kept waiting for someone to be drawn...



R. Nikolaev
Editor in Chief

The Bobokov's brothers and the team of professionals, after months of sleepless nights, of hard work and search of every single opportunity to successfully complete the Project, have seen the Sport Hall turning from a dream into reality.

This valuable investment, not only in terms of financial funds, proved that people seeking challenges, are the locomotive of human development and that they are, namely, the precious force that makes the lives of others better worth living and much more easier.

And while a truly grandiose social project occurred, simultaneously, 'Prista oil' continues to evolve as a multinational company, pursuing an aggressive marketing policy. At the same time, the acknowledgments of new products manufactured with high and guaranteed quality keep arriving.

The financial results of Monbat, being not only the pearl in the portfolio of 'Prista', but one of the best companies on the Bulgarian stock exchange, were also recognized as indicative both of the Company and of the entire Group for the first half of the year.

Interview with Plamen Bobokov:
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in South Eastern Europe

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in the net profit in the first half of
the year

CEE on the move

LUBRANGOL opens its doors for
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SZANI-OIL is planning good
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for 2015

MONBAT NEWS

General Motors has certified
two Prista Oil products of the
highest quality

Let's go further as the Texaco Ursa
Fuel Economy website goes live!

PRISTA® lubricants will be
introduced to the Italian market
by Lubex S.p.a.

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We made the first private Hall in South Eastern Europe

We negotiate for the release of a railway car from Ruse to Giurgiu, said Plamen Bobokov



Plamen Bobokov

is the Chairman of the Board of Directors of "Prista Oil". He is a main private investor, along with his brother Atanas Bobokov, in the newly opened Hall "BULSTRAD-ARENA".

Mr. Bobokov, on July 23rd, in Ruse, you have opened the new Multifunctional Hall "BULSTRAD-ARENA". An ambitious project that you have deployed in recent years, along with your brother, Atanas, in a public-private partnership with the Municipality of Ruse. Why was its construction required?

- Literally, for us, this is a Ruse Revival Project. A vital prerequisite for the Town of regaining its crown as a cultural centre in Bulgaria and simultaneously of taking pride of place in South-Eastern Europe as a centre of cultural, sports, public and business events.

Tell us more about the Hall itself.

- The Hall offers quite ambitious options, a completely different approach and a different organization compared with those existing in the territory of the country so far. There are 5,100 seats. During concerts it has attendance approx. 7,500-8,000. It is furnished with special equipment, featuring unique acoustics and acoustic insulation, which shall deliver an incredible sound, particularly in the case of the highest requirements during various concert performances. Even the smallest detail was considered in order to make available the accommodation of all types of technical, sport-

ing and musical equipment. There is a small conference room, and two underground spacious batting cages with high ceilings. Also, something very important: – "BULSTRAD-ARENA" offers 40 decares of underground parking of three-levels, i.e. 1,000 vehicles. All this makes it extremely suitable for all kinds of indoor events, different in their scale and nature, such as sports competitions and tournaments, cultural activities, concerts, shows, conferences, congresses, festivals, fairs, etc.

What is the investment amount?

- The total cost of the project was BGN 34.4 M. With personal funds and

attracted funding from banks, together with my brother, our participation amounted to BGN 32.4 M. The Municipality of Ruse participated with the sum of BGN 2 M. in the form of the granted 'Construction' and 'Construction Work-In-Progress' rights.

Защо акционерното ви участие Why are you holding only 51% of shares?

- Because we have 'Construction rights' for commercial buildings to estimate when and how to build. Also, because we have no huge expectations for profits, and see the Project as something really made for the Town of Ruse. "Ruse Project" is namely the denomination of the Company that implemented the Project. We have considered it all, including the name. We only missed to consider the moment coincided with the crisis – we started signing the documents in 2007, while in reality, the construction started in 2009. We had to suspend it for a year or two, until we found the appropriate funding. And right here it is the time to point out that apart from the Municipality and the Mayor of the Town personally, that have always strived to help, we have enjoyed, over the years, the support from all political forces as well - a positive surprising moment in the Bulgarian reality. There was also a sublime moment for the Project implementation when the Municipality of Ruse granted the funds for under-

ground parking lots, which was a very important part of the Project.

It is about an underground parking located on a 40 decares area, with capacity for 1,000 vehicles. Following our sale to the Municipality, it was purchased with State grant funding. This asset was subject to a total loss - instead of its actual cost of 14 M, as it costs to us, we sold it to 7.2 M (9 M with VAT). But to the completion of construction such fresh funds were crucial. However, despite the full synchronization, it took two years to make this decision. This period coincided with the governance of three Governments – GERB, Oresharsky's and GERB again. All statesmen, however, appreciating the significance of the Project, were positive that the money should be provided and the construction works should continue. Therefore, we have obtained the required permissions, and today we face such a good result. Speaking of Project significance and credibility, I am proud and glad that in recent days, we have received another proof of this - the support of BULSTRAD, as a general sponsor of the Hall even before it was officially opened.

Why did "Prista oil" take part in this Project? Moreover, in times of crisis?

- It is extremely important to clarify that "Prista oil" has never been

involved in the Project. It is only the Brothers Atanas Bobokov and Plamen Bobokov who stay behind it.

Why did you do it?

- Solely because of a sense of local patriotism, because of a desire to do something in order to revive the Town and the region. This is the first private Hall in South Eastern Europe as part of another major project, which is likely to be partially accomplished. In my opinion, any doubts and accusations for a "Super Business Project" of which we shall easily earn a lot of money are ridiculous, since the flow-back (if any) of serious earnest of such investment takes extremely long time. In order for this to happen at all, in addition to the very good management, this shall take more than 10 years. When you bear in mind that our commitment does not end with the very completion and opening of the Hall, but it shall continue with serious costs for its maintenance.

You are well known not only as businessmen, but as maecenas as well. What initiatives have you supported? And what is this bringing to you?

- Since 1996 we have been supporting many and various initiatives. We keep doing it today, without manifesting it, for our own satisfaction, not to impress anyone. We were raised like

that, my brother and I, therefore we consider it appropriate.

Who shall manage the new Hall?

- The advantage of our Project is that it is designed like a real business project. This is not a donation, being placed as a monument in a central location. This is a living organism, which we see as the basis for development of related businesses, the expected effect of which would be the revival and development of Ruse. To this purpose, we trusted the professional team of managers, Mr. Borislav Velkov and Mr. Ivan Drandiyski, who shall manage the entire activity of the Hall, by the Company "Arena Ruse Management". Their impressive training in the United States and the United Kingdom in respect to the management of sporting and cultural events, and their remarkable work experience, give us serious guarantees for success. We have the support of the Mayor, as well, and the majority of the Town Council. From now on, whatever happens to this Hall, shall be in a much larger scale than anything what we have done so far. The idea is to turn it into a cultural tourism attraction, by including Romania - Bucharest is still only 60 km away from Ruse. Our ambition is "BULSTRAD-ARENA" to become a kind of an Institute, which shall consolidate and develop interesting business and cultural processes.

The development of public-private partnerships and the promotion of similar projects are constantly discussed, but it seems like these are not

so much. How did you achieve it and what difficulties did you undergo?

- Despite the full cooperation of the Municipality of Ruse that we have enjoyed over the years, we used to face its limited capacities as well. Any such institution, as a whole, is much more limited than any private partner or investor and this creates great discomfort. The only chance of having a public-private partnership would be when a really serious private investor exists, in order to be its engine. The truth is that it would be hard to speak about the aforementioned partnership if there is no money from private business. A number of restrictions exist, that prevent the mayors and municipal councils to take quick decisions, to be more explicit, to work with the wingspan. Currently, we are having conversations with the Ministry of Transport, after completing repairs on Danube bridge in September, about launching a rail car from Ruse to Bucharest, round-trip, with a stop in Giurgiu. This is much faster and cheaper transportation, than by bus, which shall increase the flow of passengers travelling in both directions. This shall also facilitate the access to the Bucharest International Airport which, for this part of the country, is much closer than the Sofia Airport, and connecting three times more destinations.

Analysts count on exports to pull economy ahead. As "Prista oil" is one of the major exporters, you are the one to say whether or not these predictions are justified?

- By nature I am a huge optimist, but I am also aware that, if China "ex-

plodes", the crisis shall not only return, but become even more severe. The global economy shall reverse by 10 years back. However, I do hope that the Chinese governors shall harness all their reserves and shall not allow it. "Prista oil" made attempts to establish business relations with China; we have even signed a contract. When it came to payment, it turned out that The Chinese National Bank has denied to convert any Yuan into Dollars, yet in February, which was an indicative sign –even then – that they were preparing themselves for a turmoil. But back to the global issue - the export, being an economy tool, is extremely important and decisive; it is the first step towards any economic development. With regard to "Prista oil", we export well for many markets, compared to the previous years, we expect around 20-25% better performance indexes over this year.

In how many countries do you have a business?

- We have productions in Bulgaria; some of the others are generated in our factories abroad. Except our main markets in Bulgaria and Romania, "Prista" is oriented almost exclusively towards the non-EU countries. "Monbat" exports to more than 50 countries and "Prista oil" to approx. 40 countries. I can't say the exact number of the Group, as some countries are repeated from both companies.

Prista oil reported 10 percent growth in the net profit in the first half of the year



Nikolay Kostadinov

Group chief accountant in Prista Oil Group

Consolidated Financial Statements of Prista oil Holding EAD prepared as per 30 June 2015 show the following results for the first half of this year:

- Sales Revenue - EUR 98 045 K
- Earnings before interest, taxes, depreciation and amortization (EBITDA) EUR 12 199 K
- Net income for the period EUR 6 698 K

Compared to reference period data in 2014, Sales Revenue decreased

by 16%, a circumstance mainly due to the lack of major international tenders for the delivery of lubricating oils. However, the consolidated gross margin of the Holding is kept at the same level as the previous year, as, due to the optimization of operating expenses, the earnings before interest, taxes, depreciation and amortization are increased by over 10%.

Affiliated Oil Business Companies, as well as almost all Batteries Business Companies in Romania, Uz-

bekistan, the Czech Republic and Serbia have positive financial results. For a consecutive year, the General Meeting of Shareholders of Monbat AD made a decision on part of cumulative profit allocation in form of a dividend. The total amount of distributed dividend in favor of all shareholders with voting rights is BGN 5 850 K.

In the implementation of the Programme for building a Central European cluster, comprising the territories of the Czech Republic, Hungary and

Slovakia, the Trading Company “Prista oil Hungary Kft.” was ‘restarted’ as all activities related to the marketing of lubricating oils, greases and fluids, managed and coordinated so far by “Bogdani oil” were allocated thereto.

Consolidated Income Statement Prista Oil Holding EAD 2015 (unaudited)	
All amounts in Thousands of Euros	as at June 30, 2015
Volume Total (MT)	
Lubricants (MT)	17 243
- Produced	13 901
- Commercial	3 341
Greases (MT)	862
- Produced	784
- Commercial	77
Base Oils (MT)	2 176
Lead (MT)	0
Petroleum Jelly (MT)	782
Batteries(pieces)	1 080 296
Other (MT)	13 773
Gross Sales	
Sales of Commercial Goods	9 354 €
Lubricants	6 789 €
Greases	249 €
Base Oils	1 734 €
Lead and others	582 €
Sales of Produced Goods	84 278 €
Lubricants	20 289 €
Greases	1 317 €
Petroleum Jelly	923 €
Batteries	53 062 €
Other	8 687 €
Sales of Services	1 283 €
Sales of Others	3 130 €
Total	98 045 €
Cost of Sales	
Cost of Commercial Goods Sold	7 485 €
Lubricants	5 106 €
Greases	194 €
Base Oils	1 642 €
Lead and others	543 €
Cost of Produced Goods Sold	61 460 €
Lubricants	14 042 €
Greases	911 €
Petroleum Jelly	774 €
Batteries	38 126 €
Other	7 607 €
Cost of Services Sold	780 €
Cost of Other sales	2 068 €
Total	71 793 €
Gross Sales Profit or Loss	26 252 €
Operating Expenses	
Marketing , Sales and Distribution Expenses	5 608 €
General and Administrative Expenses	8 445 €
Subtotal operating expenses	14 053 €
EBITDA	12 199 €
Depreciation	3 749 €
Total Expenses	17 802 €
Operating Profit or Loss	8 450 €
Financial income	
Interest Income	1 138 €
Foreign Exchange Gains	4 720 €
Total	5 858 €
Financial expense	
Bank Charges and Fees	507 €
Interest Expense	1 817 €
Foreign Exchange Losses	4 746 €
Total	7 070 €
Profit/Loss from Financial Activities	-1 212 €
Current period profit or loss	7 238 €
Provision for income taxes	540 €
Net profit/loss for the period	6 698 €
Equity holders of the company	1 824 €
Third party equity holders	4 874 €
Net profit/loss for the period	6 698 €
	0

CEE on the move

The Central & Eastern Europe Cluster Switching up a Gear to Grow Volumes and Save Costs

from left to right:
Mr. Jakub Musil,
Mr. Jaroslav Dušánek
(owner of DUKA)
and Mr. Pavel Herynk



Moving Prospects to Customers

At the turn of 2014 /2015 the CEE Cluster restructured the team and launched an aggressive growth strategy.

Prista Oil-Czech shifted focus to the most profitable segments, and this year they reported already several new customer victories. Automotive Lubricants Manager CEE, Country Manager to Prista Oil-Czech and Slovakia **Pavel Herynk** strengthened the distributor network with powerful new partners, like DBO and the recently contracted Star Oil. The new distributors have high quality sales teams who are good in “value selling” on product performance in both Industry and Transport sectors.

“Our team is quickly growing the business” Pavel says. “Key Account Manager **Jan Bašta** builds on his network in the transport business. He gained new customers with close to 100 MT/year, including Truck Union, Kámen Zbraslav and NOPROSU - a large fleet and workshop for passenger cars. **Tomáš Krenželok** won clients in the energy segment, including Siemens Turbomachinery Brno with a potential of 50 MT a year, and two Biogas station operators. **Oldřich Olbert** is proud to report 6 new contracts only in July, with heavy machinery workshops. **Martin Pecháček** and **Jakub Musil** signed agreements with workshops and logistics companies like Stöhr and DUKA, who buy the Texaco Ultra range.”

Prista Oil-Hungary Kft. re-started lubricants activity in March, 2015 and secured a major deal since then: Prista Hungary is selected by truck maker DAF as partner to supply DAF dealers and fleets in Hungary.

Autumn will be the season of Heavy Duty automotive lubricants for the Hungarian team, with high profile events to ignite growth in this segment.

The “Transport Forum” is the largest industry gathering for those operating in road transportation. Hauliers, suppliers and Government officials meet every October in Budapest to move the industry forward by discussing issues and highlighting opportunities. Sponsored by Chevron, Prista



Oil-Hungary will be among the main partners of the event this year: Texaco Ursa signage will be featuring across the venue to increase brand awareness, product literature will be provided to each attendee, and sales staff will be there to build new contacts.

Growing brand visibility among potential customers is also the objective of our advertisement campaign in the professional online and print media from September to November.

"We generate new leads on regional events, we sign new contracts and we build up the brand step by step in CEE" says **Tivadar Runtag** (Prista Group Sales & Marketing Manager, Managing Director to Prista Oil-Hungary). "I expect a steady growth in the Heavy Duty segment. In the meantime we prepare the ground for 2016, that Chevron colleagues call 'the year of Havoline'."

Moving Locations to Save Costs

Besides successfully growing sales, Czech colleagues take time to focus on cost saving. With the recent office move in Prague, **Prista Oil Czech** is set to cut down 800 euros a month on rent fees. The move occurred without any interruption in sales or changes in Prista Oil Czech particulars as the new and modern office is within the same building as the previous office.

Under the guidance of Corporate Supply Chain Management, Pavel Herynk re-negotiates the logistics contract for Czech Republic, with further savings in sight.

Hungary is also looking to cut rent fees by searching for a new office. Prista Hungary has recently moved warehouses to Budapest. The central location and the newly contracted professional logistics operator will

contribute to saving shipping costs, and their state of the art service will improve customers' satisfaction.

Moving People

Special efforts require special people. Headcounts were reduced in both countries, but good results are secured by the quality of the team. During the last 12 months new professionals joined **Pavla Melounova** and Tomas Krenzelok; Pavel Herynk, Jan Basta and **Eva Fenichel** have proven track records with major oil companies. **Lenka Zdarska** comes with telecommunications, Jakub Musil with marketing and **Gabor Egri** with a strong Automotive OEM background. **Zsuzsanna Garab** had been CEE Customer Service and Sales Operations Manager at Electrolux before having joined Prista recently. No doubt that they know how to make Prista and Texaco a success in the region!

Moving Upwards with Business Results

In 2014 **Prista Oil-Czech** generated a loss. In 2015 the results show a steady growth, with a positive EBITDA (earnings before interest, tax, depreciation and amortization) every month. The reported results of Prista Hungary are less attractive, as many old items are being cleaned out of the Balance Sheet, but the company generates cash and first time since its existence the CEE Cluster provides a net cash contribution to the Group.



Mr. Jakub Musil (left) and Mr. Jaroslav Dušánek (right)

LUBRANGOL opens its doors for PRISTA® brand products in the Angola market

The first 100t is planned to be delivered in September

Prista Oil Czech became the sole supplier to DUKA Assist, a well-established company with two truck workshops located in northern Czech Republic.

Mr. Jaroslav Dušánek (owner of DUKA) and Jakub Musil (Automotive Sales Representative of Prista Oil Czech) shake hands for future success.

Mr Dušánek says: "We service Mercedes, Volvo and Scania trucks that are out of warranty period. I require top quality product which my customers will easily accept. The reliability, technical competence and customer care provided by Prista Oil Czech team convinced me to switch from another brand to Texaco Ursa heavy duty grades. Texaco is a well-established brand, with many OEM approvals. "



Angola's economy is among the largest ones in Africa. The country has significant reserves of natural resources (oil, minerals), characterized by a rapidly growing population, a remarkable political and social stability over the years, compared to other African countries. In accordance with the economic forecasts, the international institutions consider that these characteristics shall contribute Angola's economy to become leading in the East-Central Africa.

Prista oil strategic planning, approved at the end of 2014 with a seminar entitled "Ambition 2017" (check out Prista's Magazine 2014 September Issue), closely relates to the idea of expansion on emerging markets.

Angola has been within sight of the Company's Management team since 2013. As a result from the specific steps undertaken - visits of delegations, market research and contacts with companies and institutions - a promising cooperation is making progress.



LUBRANGOL

The LubRangOL Company, based in Luanda, Angola, was established in 2015 by successful entrepreneurs having extensive experience in projects of

various scopes of business activities (construction, trade, maritime industry).

The LubRangOI Company is already granted a special license to import lubricants in Angola - a fact which constitutes an important competitive advantage to the Management having an ambition to become a major participant in the lubricants market in Angola and the nearby Portuguese-speaking countries (Zambia, Mozambique) over the next five years.

On May 25th, the Executive officers of Prista oil and LubRangOI had the opportunity to meet in Bulgaria and to share their vision for a business partnership. Franciscu Eduardo Maria, Uridiz da Cruz Neto and Venceslau Peliganga of LubRangOI had a meeting and discussions in Sofia with the Chairman of the Board of Directors of the Bulgarian Company, Mr. Plamen Bobokov, and the Investor, Mr. Anton Rizov.

An idea to develop the business relations in two stages was outlined in the course of the talks. Stage I shall take a specific form already in this year.

It is expected that LubRangOI shall establish and develop a reliable and fast-working commercial system for sales and marketing in Angola in order to gain strong positions of **PRISTA** brand products in the market with 10% market share of the total market value of 50,000 tonnes per year (motor oils for passenger cars, heavy-duty engine oils, industrial oils, oils for non-road machinery).

LubRangOI enjoys the professional support, by the involvement and active participation, of Prista oil's team at the Business Development unit in all business operations related to Angola.

In the course of commercial activities, it is envisaged to make a transition into an upper level and sell more

PRISTA brand high-quality products.

Stage II of the cooperation is planned to begin in 2017. It shall offer an opportunity of LubRangOI to become the leader of the Angolan market, as it is envisaged to build a lubricating oil factory with a nominal capacity of 30 000 tonnes per year in Angola.

As a result from the implementation of three projects outside of Bulgaria (Turkey, Uzbekistan, and Hungary), Prista oil has gained a significant experience in construction and management of lubricating oil factories, as well as in signing of agreements.

At this point, the cooperation with LubRangOI is seen as a key factor for success. The Factory's production shall be oriented towards the standard products (mineral motor oils for passenger cars and heavy-duty engine oils, seasonal oils, etc.). This shall allow entering the market of rapidly growing marine industry in Angola, thanks to the extraction of deposits of crude oil. The idea is to keep importing in Angola high-quality oils (synthetic oils and special applications oils) and greases from PRISTA's oils manufacturing factories in Europe.

On May 26th, within the framework of the preliminary programme, Mr. Milen Boychev, Member of the Board of Directors and Mrs. Detelina Krasteva, Head of the "Supply Management" Department and Manager of the Lubricating Oil Factory, have introduced the major activities to the LubRangOI Team.



Detelina Krasteva, Venceslau Peliganga, Uridiz da Cruz Neto and Franciscu Eduardo Maria

Angola business visitors became acquainted with the procedures referred to Labor Safety and Manufacturing Products Quality, in particular with the work of 'Supply chain', 'Production', 'Laboratory' and 'Export' units, in direct contact with Mrs. Pavlina Dimova, Head of Laboratory, Mrs. Albena Ivanova, Head of NPIS, and Mr. Stefan Stefanov of 'Business Development' Team.

It was important for the LubRangOI Team to ascertain the possibilities of Prista oil to produce and ensure the delivery of a wide range of products in a variety of packaging. This activity is run at the Ruse Factory, in implementation of the European standards in the Work Management System. A preliminary assessment is conducted on the options to perform any other activities such as pricing, order processing, INCOTERMS etc..

After the visit of the LubRangOI Team in Bulgaria, key tasks have been identified to be performed by the Bulgarian manufacturer under the direct management of Mr. Tsvetomir Anastasov, Executive Director of Prista oil. A preparation of Business plan for launching **PRISTA** brand products in the Angola market with the support of the great market potential of the LubRangOI is a top priority.

In June 2015, the first results towards this have also been discussed by and between the experts of Prista oil and the employees of LubRangOI. The belief was strengthened that this is an extraordinary opportunity for the Bulgarian company to use its competitive



advantages (internationally recognized brand, quality, commercial orientation, reliability of work), as well as to achieve the ambitious goals of both companies.

The organization of the first forthcoming delivery for Angola, with

a volume of 100 tonnes, in September 2015, departing from the Town of Ruse, is in progress.

This is just the beginning of a long path that Prista oil shall run in its partnership with the African nation.

SZANI-OIL is planning good sales of Prista Oil and TEXACO brand products in Hungary for 2015

The crisis in Europe turns out to be the right time to offer new quality oils at the local market



from left to right: Hunics Zoltán, Tivadar Runtag and Szaniszló Pongrácz

"We were very impressed with what we have seen at the Oils Production Plant of "Prista oil" in Ruse", unanimously shared the Owner and Manager of the Hungarian Company "Szani-Oil", Mr. Hunics Zoltán and the Commercial Director, Mr. Szaniszló Pongrácz, once acquainted with the production activities and laboratory capacities.

Budapest-based company was established in 1998 by Hunics, who is

an expert in motor and industrial oils and used to work in many countries around the world - in Lebanon, Dubai, etc. He has started his business as a distributor of a famous oil brand, by adding new ones to his portfolio, in time, considering the expectations and preferences of his customers.

The Company's ambitious plan for 2015 is to reach comparatively high volumes of the whole production range of both Prista and Texaco brand

products.

"Currently, the Hungarian market is also at the mercy of the price which dictates the customers' choice", said Hunics. During the crisis in Europe, a serious market disturbance occurred, but gradually the market revives. Luxury brands have "suffered" the most, mainly due to economic reasons. Reduced demand and purchase of new cars, of course, have affected the oil market's appearance - a new target is

formed, which is determined by the use of lower price range of oils with respect to the age of the vehicles.

In the case of trucks owners, transport companies, being in fact the end customers, their logic and choice of oils is the reliability and of course, the price.

SZANI OIL's successful business relies on the consulting skills, professional knowledge and good marketing expertise of its staff.

A special merit for the successful Company's development is granted to Szaniszló Pongrácz, who works already 13 years therein. Before joining the Company's team, Pongrácz was Hunics customer, as he was a producer and

dealer of spare parts at that time. The two of them have known each other for nearly 20 years, as the SZANI-OIL Owner has convinced him to start business in trading oils.

At first, Pongrácz was a Sales Manager of motor oils and supplies for cars, and now he manages the entire trade business.

It turned out that it was not only the work that was bringing the two Hungarians together. They are a constant tandem, a successful tandem in which Pongrácz and Hunics are re-discovering each other all the time, outside working hours as well. While the two of them are about to discover the advantages of the Bulgarian lead-

ing 'Prista oil' brand and launch it on the local market, Hunics has long ago discovered the romance and exoticism of the Bulgarian Black Sea coast, after five consecutive years of spending there his vacations with his family.



Mr.Zoltan Hunics (Commercial Director of Szani Oil, a new Hungarian distributor) with Tivadar Runtag in the warehouse of Ghibli Logistics



MONBAT NEWS



In June, 2015 the companies in the economic group of Monbat Plc have generated consolidated net sales revenues in the amount of BGN 16,710,000 which represents an increase by 5.10 % compared to the consolidated net sales revenues generated in June, 2014.

The summarized data for the first six months of 2015 show that the companies in the economic group of Monbat Plc have generated consolidated net sales revenues in the amount of BGN 114,478,000 which represents an increase by 11.10 % compared to the consolidated net sales revenues for the same period of 2014.

The generated consolidated profit before taxes of the companies in the economic group of Monbat Plc

for June, 2015 is BGN 2,073,000 which represents a profit increase by 22.70 % compared to the generated consolidated profit before taxes for June 2014.

The summarized data for the first six months of 2015 show that the companies in the economic group of Monbat Plc have generated profit before taxes in the amount of BGN 15,003,000 which represents a profit increase by 27.00 % compared to the generated consolidated profit before taxes for the same period of 2014.

In June, 2015 the companies in the economic group of Monbat Plc have reached EBITDA in the amount of BGN 3,521,000 which represents an increase by 25.90 % compared to the achieved in June 2014.

The summarized data for the first six months of 2015 show that the companies in the economic group of Monbat Plc have reached EBITDA in the amount of BGN 21,551,000 which represents a growth by 16.60 % compared to the same period of 2014.



Investor relations are built on the basis of mutual confidence and good financial results



Mrs. Daniela Peeva
Director of Investor Relations of
Monbat AD

More than 8 years ago, when I joined the team of the Joint-Stock Company Monbat AD as a Director of Investor Relations, I was well conscious of the responsibility that I would bear towards a company of the scale of Monbat AD. Today, my work is not just a responsibility, but also an enormous pleasure. For already 8 years, I strive to ensure timely and accurate information to the participants of the capital market regarding any major events in the Company, to assist the management of the Company in the process of information disclosure and raising the standards in transparency. This is an honour for me, to work in

a Company which Corporate Policy is implemented in accordance with the best practices and current standards of good corporate governance.

For already 8 years, the investors, the financial analysts and the media show their greatest confidence in the Management of Monbat AD. We were all together awarded many prizes for good corporate governance. We conducted very fruitful meetings with the investors, the financial analysts and the media.

The broad and varied shareholding structure - over 150

institutional and professional Bulgarian and foreign investors, and over 1,500 individuals - are a trust index that the Company enjoys among its investors. The Company is included in all major indices of the Bulgarian capital market – SOFIX, BGBX40, BGTR30 as well as the good corporate governance index CGIX. The securities of Monbat AD are traded in the BSE – Sofia AD of the highest, Premium segment.

Of course, my work is of enormous significance to the good Company's performance, but the excellent financial results reported by Monbat AD are substantially what matters.

The past year 2014 has been successful for Monbat AD. The Company has generated a Net Sales Revenue in the amount of BGN 247 599 000, and despite the slight decrease in comparison with the Year 2013, it is a considerable success amid all the turmoil taking place in Bulgaria and the Bulgarian economy. As per 31.12.2014, the net profit of MONBAT AD, on an individual basis, was in the amount of BGN 12 832 000. Only a day ago, at the regular Annual General Meeting, the shareholders of Monbat AD voted for a Resolution to distribute a dividend in the amount of BGN 5 850 000 or BGN 0.15 per share.

The good financial results of Monbat AD and the Companies within the Group of Monbat AD are also

MONBAT RANKED IN THE TOP 400 FOR INVESTOR RELATIONS

sustained in the first five months of the Year 2015. Only in May 2015, the Companies within the economic Group of Monbat AD have generated consolidated Net Sales Revenue in the amount of BGN 16 481 000, which represents an increase by 23.30% compared to the consolidated Net Sales Revenue in May 2014. The summary of data for the first five months of the Year 2015 demonstrates that the Companies within the economic Group of Monbat AD have generated consolidated Net Sales Revenue in the amount of BGN 97 768 000, which represents an increase by 12.20% compared to the consolidated Net Sales Revenue for the same period in 2014.

In May 2015, we reported a consolidated Profit in the amount of BGN 1 797 000 before tax, which represents a Profit increase by 2.50% compared to the consolidated Profit before tax in May 2014.

The positive trend is sustained, as demonstrated in the Summary data for the first five months of the Year 2015, when the consolidated profit before tax was reported in the amount of BGN 12 930 000, i.e. an increase by 27.70% compared to the same period in 2014.

In May 2015, on a consolidated basis, the EBITDA in the amount of BGN 2 777 000 also reported an increase by 1.80% in comparison with what was generated in May 2014. For the first five months of 2015, on a consolidated basis, Monbat AD has generated an EBITDA in the amount of BGN 18 030 000, which represents a growth by 15.00 % compared to the same period of 2014.

We must look ahead and strive to maintain the positive trend during the entire year of 2015 in order to justify the confidence and the delight of investors again in 2016 with a sound profitability.



Monbat AD was ranked in the Top 400 companies for IR (395) in the investor perception Survey for the IR Magazine Awards - Europe 2015.

791, buy-side and sell-side analysts and portfolio managers participated to determine that MONBAT is currently among the best for investor relations in the region, out of more than 10,000 eligible companies.

FEEDBACK: 'The IRO at Monbat is from a legal background so she is very good on regulations and is always happy to follow up on our questions. She is also head of the Bulgarian Investor Relations Society and puts a lot of effort into raising the profile and importance of investor relations' – Bulgaria, sell side.



Prista's exclusive distributor in Lebanon celebrates 60 years anniversary



On the picture from left to right:

Mr. Bodemer Andreas, Sales Vice President, Independent Aftermarket - Middle East, North, Central and South Africa

Mr. Nadim Tabet, General Manager of Tehini-Hana

Dr. Uwe Thomas, Automotive Aftermarket President, Sales Responsible (AA/P)

Mr. Jean Pierre Hana, CEO and Chairman

Mr. Robert Hana, Shareholder

Mr. Steven Young, President of Robert Bosch Turkey and Middle East



retail shops and 3 wholesale shops all around Lebanon. Most of the workshops, retailers and wholesalers buy **PRISTA**® products. The fleet is estimated to around 1 000 000 vehicles, half of them made in Europe.

PRISTA® other customers are companies that maintain power generators, one of them is Khonaysser Group.

On the 2nd of June THC celebrated 60 years of partnership between Bosch, represented by the president of Bosch Automotive Aftermarket, Dr. Uwe Thomas, & Tehini, Hana Cie SARL

Tehini, Hana Cie SARL (THC) is an exclusive distributor of Robert Bosch GmbH for Automotive Spare Parts (1955), Power Tools (1967) and Household Appliances (1974). This makes THC one of the oldest AV in the region, operating on the Lebanese and Syrian markets.

The Company was founded in 1955 by Mr. Antoine Tehini and Mr. Antoine Hana and had been on the market for 60 years. It had lived through many shocks and transformations.

In 1962 when Syria changed its regime and nationalized the private sector, Mr. Antoine Hana left Damascus and settled in Lebanon. Civil war had ravished the country from 1975

to 1990. Some of Company's premises were destroyed, burnt and looted. The Israeli invasion in 1982 did not spare the Company, as well as the 1989 explosion of Dora refinery situated close to Company's real estate properties. Despite all the calamities THC never stopped its work.

Today, Bosch is the main brand of the Group - 48% of TH Group T.O. The Company became Behr-Hella's distributor in 2000, Prista Oil's exclusive distributor for Lebanon in 2005 and Sidem's exclusive distributor for Lebanon in 2010.

Nowadays, the Company distributes to more than 100 independent workshops, 26 Bosch car services, 75



General Motors has certified two Prista Oil products of the highest quality




Certificate of License
issued to

Prista Oil Holding EAD

This document certifies that the company named above is authorized to use the General Motors **dexos1**® trademark in conjunction with the fluid specified below:

License No.:	RB1F0220077	Expiration Date:	December 31, 2015
Formulation Code:	TS M 042-02	License Region:	Central & South America, Africa, Middle East
Viscosity Grade:	5W-30	Marketing Name:	Prista® Ultra G

This fluid has met the rigorous quality requirements for **dexos1**® engine oil. The company named above has agreed to maintain the terms of and comply with the quality standards set forth in the **dexos**® Licensing Program Policies and Procedures and Licensing Agreement. The license number and a date code within the expiration date shown above must appear on all container labels of licensed product.

Should there be any questions regarding this license, please contact the Center For Quality Assurance, administrator of the **dexos**® Licensing Program:



Center For Quality Assurance
4800 James Savage Road
Midland, MI 48642 USA
T: +1 989 496 2399
F: +1 989 496 3438
E: dexos@CenterForQA.com
www.CenterForQA.com

Subscribed and sworn to before me this:

10th day of June, 2015

YoVonne Decarla Starks

YoVonne Decarla Starks, Notary Public
County of Saginaw, State of Michigan, USA
Acting in the County of Midland, State of Michigan, USA
My Commission Expires: January 28, 2020

Paul E. Kunk

Authorized Signature

June 10, 2015

Date



There are already two GM licensed oils of Prista Oil Holding. At the beginning of this year **PRISTA® ULTRA G2 5W-30** was successfully licensed and included in the GM list of DEXOS 2 Oils.

Both products are of the highest quality, synthetic oils that offer superior protection, extend the life and maintain the effectiveness of the additional systems of exhaust gases treatment, and, last but not least, provide extended period of change and fuel economy.

PRISTA® ULTRA G 5W-30 is specified for use in GM gasoline engines. This oil is particularly appropriate for any modern fuel economy systems (VVT-i - Variable Valve Timing with intelligence) as well as any systems of additional exhaust gas treatment that are used in vehicles. It is suitable for all engines where GF-4 Oils are recommended.

PRISTA® ULTRA G2 5W-30 is designed for use in GM diesel engines of passenger cars and light commercial vehicles. This oil meets the ACEA C3 requirements, as well as the specifications of many vehicles manufacturers, thus making it suitable to be used in the most modern highly charged engines equipped with diesel particulate filters and

additional systems of exhaust gases treatment.

List of all licensed products is available on the official GM website:

<http://www.centerforqa.com/gm/about-dexos>.

Detailed specifications of oils are available on Prista Oil home page.

Dexos1™ replaces **GM-LL-A-025**, **GM 6094M** and **GM 4718M**

Dexos2™ replaces **GM-LL-A-025** and **GM-LL-B-025**




Certificate of License
issued to

Prista Oil Holding EAD

This document certifies that the company named above is authorized to use the General Motors **dexos2**® trademark in conjunction with the fluid specified below:

License No.:	RB2F0218077	Expiration Date:	December 31, 2015
Formulation Code:	TS M 047	License Region:	Central & South America, Africa, Middle East
Viscosity Grade:	5W-30	Marketing Name:	Prista® Ultra G2

This fluid has met the rigorous quality requirements for **dexos2**® engine oil. The company named above has agreed to maintain the terms of and comply with the quality standards set forth in the **dexos**® Licensing Program Policies and Procedures and Licensing Agreement. The license number and a date code within the expiration date shown above must appear on all container labels of licensed product.

Should there be any questions regarding this license, please contact the Center For Quality Assurance, administrator of the **dexos**® Licensing Program:



Center For Quality Assurance
4800 James Savage Road
Midland, MI 48642 USA
T: +1 989 496 2399
F: +1 989 496 3438
E: dexos@CenterForQA.com
www.CenterForQA.com

Subscribed and sworn to before me this:

24th day of April, 2015

YoVonne Decarla Starks

YoVonne Decarla Starks, Notary Public
County of Saginaw, State of Michigan, USA
Acting in the County of Midland, State of Michigan, USA
My Commission Expires: January 28, 2020

Paul E. Kunk

Authorized Signature

April 24, 2015

Date

“Hraninvest” Town of Stara Zagora Equipment Maintenance and Operation with **PRISTA®** and **TEXACO** Oils & Coolants

The company is the engine of Zagora Holding, which incorporates 16 successful companies



Mr. Toncho Terziev - Head of the „Supply“ Department

Hraninvest is an enterprise, which is part of “Zagora Holding” and brings together a total of 16 companies.

The Machine-building Plant is successfully developing, in compliance with the market demands, rather than making self decisions on any manufacturing of expensive facilities. The production is subject to the customers requirements of products quality and competitive prices.

Company's outsourcing produc-

tion is located in the Town of Momchilgrad, and until recently in the Town of Chirpan and Kilifarevo.

“Unfortunately, since there is almost no production within our country, any used materials and components are imported” said Mr. Toncho Terziev, Head of the „Supply“ Department.

The main activity is manufacturing of milk and wine lines and tanks, and related machinery and equipment.

The Company exports more than

75% of its production to foreign markets – UK, Germany, France, USA, etc.

The Plant operates on a customer's orders basis. It has no own goods. However, the “Construction Technology” Department is preserved and doing excellent work.

The manufacturing of Bottles Washing Machines (beer, non-alcoholic beverages) with a capacity up to 32 000 bottles per hour is among the most requested customers orders.

The process from the order to the delivery of the finished product is usually taking 3 months, including development researches and capacity designing.

Another main part of the production is oriented towards the spare parts for transport machines, Fruits Cleaning machines etc.

High-quality pressure vessels are also manufactured.

The enterprise is certified under all international standards such as ISO, TÜV. Excellent storage conditions and use of protective coatings are established, thus allowing to avoid any violations of environmental norms.

All this is achieved by the staff of

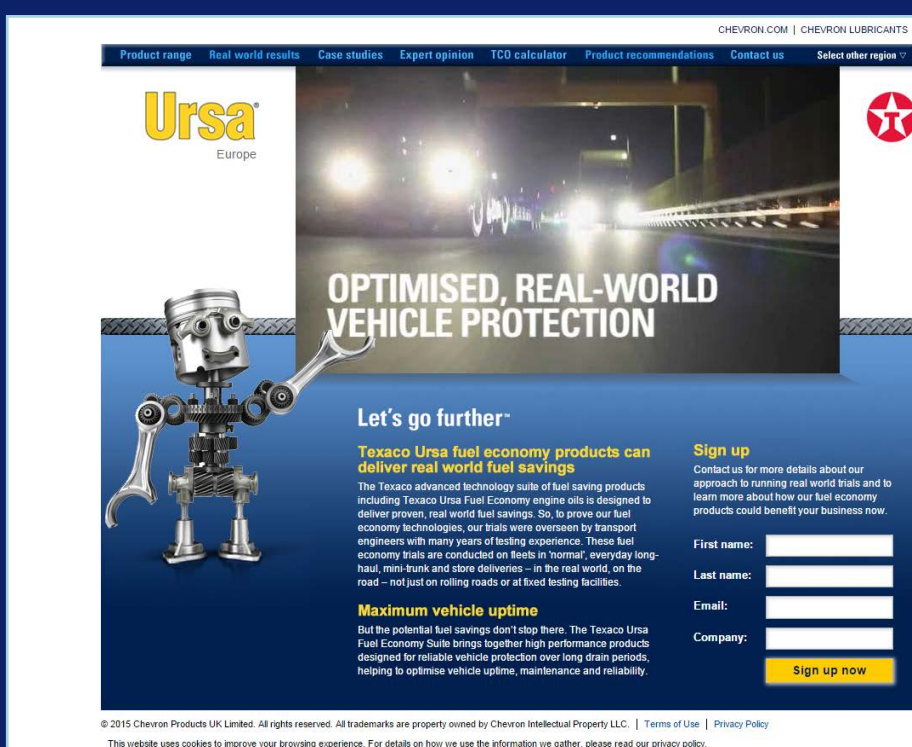
430 people, the special expertise of 40 engineers and specialists at the “Construction Technology” Department, arc and gas welding welders, etc. Tools are also designed and manufactured.

In time, in accordance with the requirements of the new technologies, the cooling, lubricating and preserving fluids have also changed. So, it was required to use a new generation of lubricating products offered by such companies as Blaser, Switzerland and Houghton, United States, in order to achieve minimum production costs to protect equipment and tooling manufactured from stainless steel and ferrous metals.

The partnership of Hraninvest and Prista oil is directed at the use of **PRISTA** and TEXACO brands hydraulic oils and greases, motor and transmission oils for the factory internal fleet. “A specific level of the products range is maintained, needed for the production activities”, said Mr. Toncho Terziev.



Let's go further as the Texaco Ursa Fuel Economy website goes live!



We've rolled out the new Texaco Ursa Fuel Economy website to demonstrate the proven, 'real-world' fuel economy available when your customers use the advanced technology suite of Texaco Fuel Economy products. The website has been launched initially in English, with local languages set to follow shortly.

This new website offers comprehensive information and success testimonials. Articles cover everything from our advanced product suite technologies to our proven fuel economy trials, which are conducted on fleets in 'normal', everyday long-haul, mini-trunk and store deliveries.

These trials happen in the real world, on the road – not just on rolling roads or at fixed testing facilities, and the results are clear to see.

Maximum vehicle uptime

The Texaco Ursa Fuel Economy product suite brings together high performance products designed for reliable vehicle protection over long drain periods, helping to optimise vehicle uptime, maintenance and reliability.

This advanced Texaco Ursa Fuel Economy suite is not just restricted to engine oils. Along with our highly advanced Ursa Ultra engine lubricants, the package includes our next-level coolants, transmission and gear oils, as well as axle oils, all formulated to deliver on your customer's need for fuel efficiencies.

But it doesn't stop there. Another integral part of the advanced Texaco Ursa Fuel Economy package is Techron HD.

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Ursa Europe

START HERE
Enter your fleet info

Fuel saving opportunities:

Enter the details of your fleet below:

Number of vehicles in fleet: Trucks

Avg. annual miles/truck: Miles

Current Avg. MPG/truck: MPG

Avg. price of Diesel/Ltr: € / £

Percentage fuel saving: %

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CALCULATE POTENTIAL SAVINGS

HERE'S WHAT YOU COULD SAVE

Annual potential estimated savings with Ursa low viscosity engine lubricants



Fuel Cost Savings	€ / £ 0
CO2 Reduction	0 kg
Estimated MPG	0.00
MPG increase (%)	0 %

*Based on data from DeliaDEC's GHG conversion factors for company reporting, published June 2013.

CLEAR RESULTS

Save with Ursa

With the Texaco Ursa Fuel Economy suite, truck fleet operators can improve fuel economy. To learn more about how our fuel economy products could benefit your business, enter your fleet info above to see possible savings now.

Learn more

We're conducting more expert-led fuel economy trials with selected fleets to further demonstrate the real world benefits of Texaco Ursa engine oils and the other products in our Fuel Economy Suite.

Sign up

Contact us for more details about our approach to running real world trials and to learn more about how our fuel economy products could benefit your business now.

First name:

Last name:

Email:

Company:

Sign up now

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A new dimension in Fuel Economy

Techron HD is a premium performance diesel fuel injector cleaner, featuring exclusive, innovative and patented deposit control technologies designed to offer fuel injector treatment and cleaning in diesel engine trucks, buses and off-road equipment.

Designed for continuous use in both latest common rail and older diesel engines, Techron HD is formulated to remove conventional deposits as well as internal diesel injector deposits (IDID) in engines running on mineral diesel and biodiesel.

Performance you can count on

These advanced technology, innovative and patented products, when combined, form the Texaco Ursa Fuel

Economy suite, and it is this focus on thought-leading scientific selection, expert evaluation and real-world trialling that delivers true proven performance.

And to help your customers understand potential financial savings, the Texaco Ursa Fuel Economy website features a Total Cost of Ownership (TCO) calculator.

Expert-driven trials

This handy calculator will help your customers calculate potential savings, and prove to them the value of conducting a real-world trial, using our closely controlled trial procedures, to tell them the whole fuel economy story.

To do this, we adopted and enhanced real-world methodology, in collaboration with highly experienced engineers using their many years of know-how in intervention testing, and the results are available as testimonials on this new website.

Helping you help your customers

Along with testimonials from industry giants Gist and Poundland, there are other great resources to help your customers, including detailed product range information and a product recommendations section.

There's also details about our approach to running real-world trials and you can learn more about how our fuel economy products could benefit your customer's businesses. It's all there, take a look now at

<http://www.texacofueleconomy.com/>



And to ensure you have the full support you need to help your customers discover the benefits of the Texaco Ursa Fuel Economy suite of products and the potential savings they offer, view the resources waiting for you in Support Literature and Programmes.

Source: James Welchman, Manager Marketing,
Europe (+44 207 7193881) boleurope.chevron.com



BALTEXPO: Traditions and Progress

BALTEXPO is open for maritime community since 1982. Together with its exhibitors, it promotes advanced technologies and solutions available for the maritime industry.



18th International Maritime Exhibition BALTEXPO 2015 will be held on 7-9 September 2015 at the AMBEREXPO Exhibition and Convention Centre - Gdańsk, Poland

BALTEXPO is the biggest and most renowned maritime exhibition in Poland. With Baltexpo's help maritime business relationships are backed by the numerous economy sectors. It also a forum for business talks and meetings for a variety of industries and international trade stakeholders.

BALTEXPO covers the most important topics and branches of maritime economy:

- Shipbuilding Industry
- Offshore
- Port and Terminal Facilities
- Marinetime Transport and Logistics
- Shipping
- Safety and Security
- Environment Protection

Prista's team will present the products of Gulf Oil Marine Limited - a global company operating in the field of high-tech marine lubricants and services - as its official distributor in the Baltics, Turkey and Bulgaria.

BALTEXPO 2015 CONFERENCE PROGRAM

- The Future of Maritime Economy - Debate, 7 IX
- Maritime Transport and Port Development - Conference, 7 IX
- Silk Road Maritime Route Business - Seminar, 7 IX
- 2nd „Baltic-Adriatic Transport Corridor - Forum, 8 IX
- Modern Shipbuilding and Offshore - Conference, 8 IX
- Danish-Polish Maritime Business Forum - Conference, 8 IX
- Invest in Pomerania Seminar: Forms of Support for the Maritime Economy, 8 IX
- Norwegian-Polish Advanced Offshore Ship Design - Networking event, 8 IX
- International SEMLA Project Conference - Safeguarding the Polar Environment with Novel Microwave and Lightweight Antenna Technologies, 9 IX
- Safety and Security of Coasts, Ports and Shipping - Conference, 9 IX

Organizer:

Warsaw Exhibition Board S.A.
Puławska 12a, 02-566 Warszawa
tel. + 48 22 849 60 06 Fax + 48 22 849 35 84

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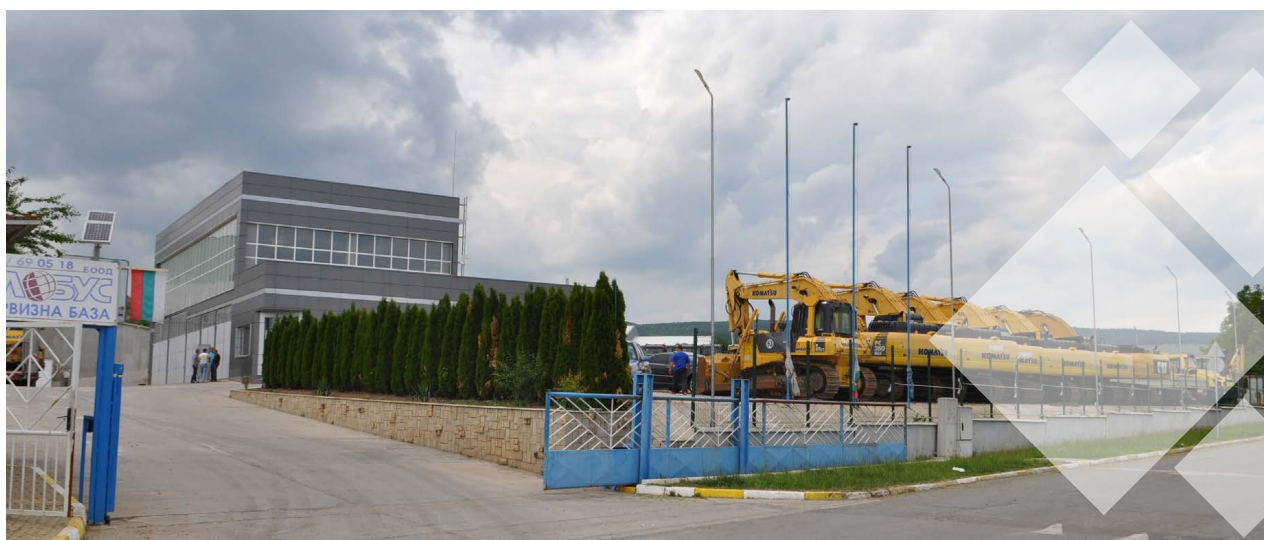


Gulf Oil Marine

always at the ship's side



The Engineering Equipment of Globus EOOD Stara Zagora builds facilities noteworthy for the National Geographic with the **PRISTA®** brand products



Hardly anyone has not thought on what constitutes a disposal facility or ash and gypsum landfill in „Maritsa 1“. Only people involved in its construction are aware that this process can be shot by the National Geographic Channel and take decent place next to the movies on any grandiose constructions around the world.

The total area of 580 decares of this facility makes it the largest one in Southeast Europe.

3 mln cu. m of soil have been excavated within two years for the project implementation. In this case it was the engineering equipment that has mattered the most - dozens of excavators, bulldozers, graders, dump trucks etc.

One more thing about this really spectacular facility - a clay screen was made and covered with nylon coatings,

and then a drainage system was build and waste were embanked.

The drainage system takes, collects and purifies rainwater before falling in the soil.

This all is enabled by using the Engineering Equipment of Globus EOOD Stara Zagora. How did the Company develop over time in order to achieve this level, and especially to maintain it? The owner and manager Mt. Ivan Rusev is telling us.

Ivan's work experience is definitely interesting. In 1981, he started working at the Construction Machinery Management - Town of Stara Zagora for four years and then for another 11 months at the Nitrogen Fertilizer Plant. This is how his State employment ended.

In 1986, a Decree 56 was issued, thus allowing in socialist Bulgaria

anyone having an entrepreneur spirit to start their own private business. Ivan, being a specialist in drilling and blasting activities, has turned to this domain. He has established a road construction company, specifically for works in quarries and drilling, as well as any other exploration works.

In 1989, as a director and designer of blasting operations, he was managing a team of 30 people who were crushing material mainly with handguns. Until 2006, when he purchased an excavator with



a pneumatic demolition hammer. The work began to go well and he purchased a second excavator.

Then, people started to ask excavation works. So, his business has expanded, and the number of his excavators has reached 5.

Excavation works, in turn, required the transport of any excavated material.

Time came to purchase trucks. Also in 2006, the Company became the owner of the first 10 trucks. Over the next year, another 10 trucks were added to the business fleet and 10 more in 2008, thus reaching 30 trucks in total.

During this time, 10 new excavators have replaced the 5 initially purchased ones that became already part of the history. The Company has also acquired graders in order to fully equip its fleet.

Currently, approx. 70 workers are employed by the Company Globus. In cases of full capacity of work load, their number reaches 160 people. Such a team is needed when making roads to the laying of asphalt.



His partnership with Prista Oil, Mr. Ivan Rusev sees as an opportunity for confidence and adherence to agreed deadlines, for complex delivery of lubricating oils and coolants, furthermore, as a guaranteed quality of **PRISTA** brand products.

Currently, motor oil, antifreeze, windshield washer fluid are used, thus ensuring the trouble-free operation of Company's available expensive engineering equipment.

PRISTA® lubricants will be introduced to the Italian market by Lubex S.p.a.

Lubex S.p.a. have been on the Italian market of petroleum products for the automotive industry for 80 years. The oil division of the company is multi-brand oriented and represents a number of brands such as Texaco, Cepsa, BP, etc. The company premises spread over an area of 2500 m² out of which 1200 m² covered. In addition to the office buildings and warehouses, a large yard is dedicated for loading/unloading of several vehicles at a time. The logistics structure is very well developed and comprises a total of four integrated platforms spread over an area of 56 000 m² allowing a complete servicing of both bigger clients and small workshops.



The main objective of Lubex S.p.a. is to deliver full service to their clients. The company is known not only

for the quality of the products offered, but for the professional approach and treatment of their clients.

For several months now **PRISTA®** products have been on the portfolio of products traded by Lubex S.p.a. These are mainly synthetic and semi synthetic oils manufactured in Ruse blending plant including oils meeting ACEA specifications.

The signature of the agreement between Lubex S.p.a. and Prista Oil Holding was a result of several months' negotiations and the development of a common strategy for the introduction and presentation of **PRISTA®** prod-

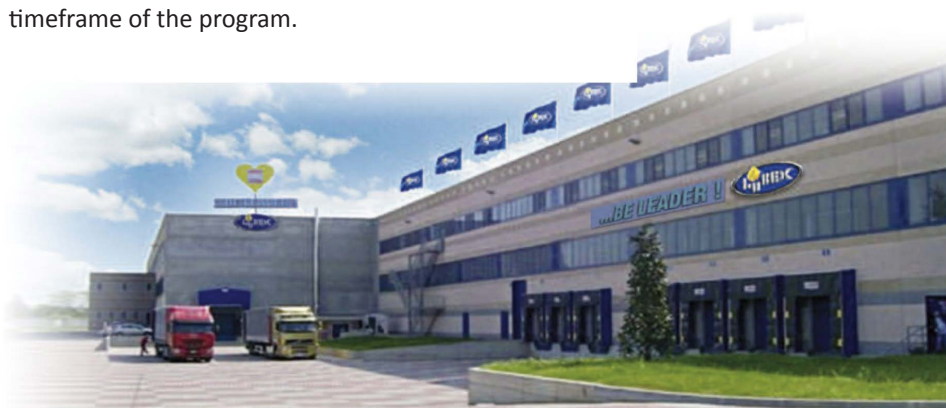
ucts on the Italian market. The interest of Lubex was mainly triggered by the reputation of Prista Oil Holding as one of the leading manufacturers of lubricants that meet the latest trends in modern industry. Prista Oil, in turn, selected Lubex for their long-standing experience in the lubricants market, a strong and well-developed network of dealers and extensive team of experts.



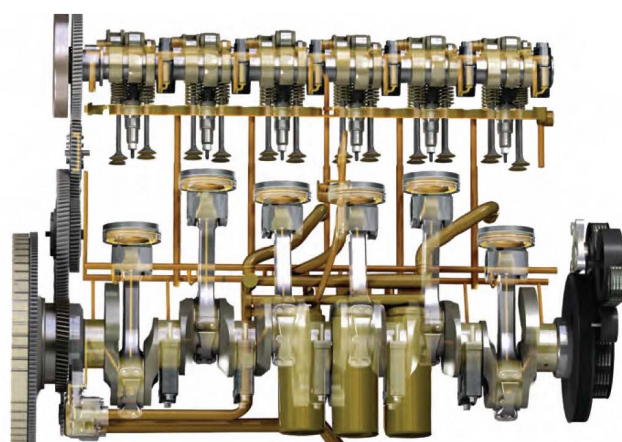
The first meeting between representatives of both companies

took place in Frankfurt, in September 2015 followed by the visit of Lubex management team in LBP Prista oil in Ruse. Guests were impressed with the modern equipment and the laboratory in particular and testified to its excellence over similar laboratories of other leading companies. In the course of the discussion was structured a 5-year business program targeting at more than 5 times bigger sales growth for Prista® lubricants in Italy within the timeframe of the program.

The major focus is on selling synthetic oils designed for use in powerful, modern gasoline engines and diesel engines of passenger cars and light-duty vehicles equipped with diesel particulate filters (DPF) and three-way catalytic devices (TWC) as well as synthetic oils for heavy-duty vehicles with extended oil drain intervals ensuring fuel economy. In the background remains the sale of semi synthetic oils for light-duty and heavy-duty vehicles as well as HD mineral oils.



CAUSES OF LOW OIL PRESSURE



/continuation from previous edition/

The only cure for low oil pressure due to excessive bearing clearances is to reduce the clearances by replacing the bearings or overhauling the engine. Installing a new oil pump or a higher pressure pump won't help because the bearings have too great a leakage rate to hold the required pressure. Installing a higher volume oil pump can increase flow and regain a little lost pressure. But the underlying clearance problem will still be there, which will accelerate bearing noise, wear and fatigue.

Another common cause of low oil pressure is wear or excessive clearances in the oil pump itself. Specifications vary, but as a rule gear type oil pumps should have less than about 0.003 inches of end play between the gears and cover. The clearances between the teeth and pump housing should usually be less than about 0.005 inches. With rotor style pumps,

the clearance between the outer rotor and pump housing should usually be less than 0.012 inches, with no more than about 0.010 inches between the inner and outer rotor lobes. Too much clearance inside the pump will reduce the pump's ability to pump oil efficiently, which reduces flow and pressure.

Because of the close tolerances that are required inside the oil pump, debris of any kind can cause havoc if it gets sucked into the pump. Anything larger than the minimum internal clearances can score or jam the pump. Debris such as pieces of old valve stem seals, gasket material, plastic chips from a worn timing chain gear, bearing material, casting flashing, sand, dirt, etc., may be harmful or fatal if ingested.

But how can this kind of crud get inside the pump, you ask? The screen that is on the oil pump pickup tube

in the crankcase only prevents relatively big pieces of debris from being drawn into the pump, and even then it does not always do that because most pickup screens have some type of bypass valve or vent that allows oil to bypass the screen if the screen becomes plugged or the oil is too thick to pass through the screen. The holes in the screen itself measure about 0.040 inches square, which are huge openings as far as debris is concerned. But the holes are large by design so the screen will flow an adequate amount of oil when the engine is cold and the oil in the crankcase is thick (which is why you should always follow the vehicle manufacturer recommendations on oil viscosity).

All this means the oil pump is the only engine component that is continually lubed with unfiltered oil! The oil does not pass through the filter until after it leaves the pump. So any abra-



sive debris that finds its way into the crankcase will first pass through the pump before it is trapped by the filter. No wonder oil pumps wear out and break.

Restrictions in the pickup tube screen can choke off the flow of oil into the pump, reducing flow and pressure. Even a relatively small amount of varnish buildup on the screen can restrict oil flow at higher engine speeds. A coating only 0.005 inch thick on the screen will reduce the total „open“ area of each hole to 0.030 inches, causing a whopping 44 % reduction in oil flow!

The pressure relief valve, which may be located on the pump body or elsewhere on the engine, can be yet another cause of low oil pressure if the valve sticks open or is held open by a small piece of debris. The relief valve is designed to limit oil pressure as engine speed increases. The valve opens when pressure reaches a preset value (typically 2.8bar to 4.1 bar). This vents oil back into the crankcase and limits maximum oil pressure in the engine. The reason for doing so is to prevent oil pressure from reaching dangerous levels. Too much oil pressure can be just as bad as too little because excessive pressure can rupture the oil filter or even blow out pressed-in oil galley plugs in the block.

Low oil pressure may also be the result of air in the pump. If there is too

little oil in the pan, air can be drawn into the pump. But this can also happen if the crankcase has been overfilled. The oil can become aerated (full of tiny bubbles) because it is making contact with the spinning crankshaft and is being churned into foam.

Sometimes the engine may become starved for oil at higher rpms because the oil is not returning quickly enough to the crankcase. The underlying cause here is usually severe varnish buildup that restricts the oil return holes in the head.

Leakage between the oil pickup tube and pump, as well as between the pump and block can also suck air into the pump. It is not unusual to find engines where the pickup tube has fallen completely off, causing a complete loss of oil pressure.

A plugged oil filter can be yet another cause of low oil pressure. When the oil leaves the pump, it passes through the filter before going on to the bearings and oil galleys. All filters create a certain amount of resistance to flow that increases with the rate of flow. But as the filter becomes clogged with debris, the restriction created increases. Eventually the point may be reached where no oil will pass through the filter element. So to prevent such a blockage, a pressure relief valve is designed to open if the pressure differential across the filter exceeds a preset value. This allows the oil to bypass the

filter and keep on flowing. But the engine's oil pressure will be reduced to that of the bypass valve. Replacing the plugged filter will solve the problem.

Diagnosing Low Oil Pressure

A good place to start your diagnosis of a low oil pressure condition is at the dipstick. Check the oil level to see that it is at the proper level (not low and not overfilled). If low, the engine may be burning oil, leaking oil and/or be neglected. Adding oil may temporarily remedy the low oil pressure condition, but unless the oil level is properly maintained by your customer the problem may reoccur.

If the engine is leaking oil, recommend new gaskets or seals to fix the leak. If the engine is burning oil, the valve guides and seals are most likely worn, but the rings and cylinders might be bad, too. A wet compression test and/or leakdown test will tell you if the valve guides or rings and cylinders are worn. The least expensive fix in the case of worn guides would be to install new valve guide seals (if possible) without pulling the head. But the best fix would be to pull the heads and have the guides lined, knurled, replaced or reamed for oversized valve stems. Worn rings and cylinders would call for a complete overhaul. Also note the condition of the oil and make sure it is the correct viscosity for the application. Heavier viscosity oils such as

20W-50, straight-grade SAE30 30W or SAE40 may help maintain good oil pressure in hot weather, but are too thick for cold weather driving and may cause start-up lubrication problems especially in overhead cam engines. Light viscosity oils, on the other hand, such as 10W or 5W-20 may improve cold weather starting and lubrication, but may be too thin for hot weather driving to maintain good oil pressure. That is why most OEMs today recommend 5W-30 or 5W40 for year-round driving in modern engines.

If the oil level is okay, the next thing to check would probably the oil pressure sending unit. Disconnect the unit and check the warning lamp or gauge reading. If the warning light remains on with the sending unit disconnected, there is probably a short to ground in the warning lamp circuit. Likewise, if there is no change in a gauge reading the problem is in the instrumentation not the engine.

Bad oil pressure sending units are quite common, so many technicians will replace the unit without checking anything else to see if that cures the problem. This approach might save you some time, but it is risky because unless you measure oil pressure directly with a gauge attached to the engine you have no way of knowing if pressure is within specifications or not. Most warning lamps won't come on until oil pressure is dangerously low (less than 4 or 5 lbs.). So don't assume

the absence of a warning lamp means oil pressure is okay, especially if the engine is making any valve or bearing noise.

If a check of oil pressure reveals unusually low readings, check the filter. It is possible the filter might be plugged with gunk. Check when was the last oil and filter change. Or, replace the filter and see if that makes a difference.

The next step would be to drop the oil pan and check the oil pump pickup screen. If the screen is clogged with debris, you have found the problem. Also, check to see that the pickup tube is properly mounted and positioned, firmly attached to the oil pump (no leaks) and is not obstructed.

If the oil pump is mounted inside the crankcase, the next step might be to remove and inspect the pump. Open the pump cover and measure clearances. Also, check for scoring or other damage. A broken pump drive would tell you something entered and jammed the pump. If the pump is worn or damaged, replacement is the only option.

If the pump appears to be okay, the next step would be to measure the rod and main bearing clearances. Check the clearances on the main bearing closest the pump (since this has the greatest effect on pressure), and clearances on the furthest rod

bearing (since this will show the greatest wear). If the bearings are worn, they need to be replaced. But before you do so, carefully inspect and measure the crankshaft journals to check for wear, scoring, out-of-round and taper. If the journals need attention, the crank will also have to be reground or replaced.

Other checks might include camshaft end play, and/or pulling a valve cover or the intake manifold to check the cam bearings and lifters. Remember, excessive clearances or leaks anywhere in the engine's oil supply system can contribute to low oil pressure.

/to be continued/

INDUSTRIAL OILS



Almost any fluid used in any industrial system (hydraulic installation, turbines, gearboxes, compressors, etc.) is particularly important, even crucial, but it is also an element being very often underestimated and sometimes even forgotten. Since the industrial fluid functions are too basic, very often these have been taken for granted. Many modern systems are complex. High maintenance and support costs are unacceptable. Stopping a production line due to failure usually affects on others and could lead to their stopping as well. Development

of automated equipment, pursuit of labor cost reduction devices, remote control systems, assembly lines, and also the necessity of compact and accurately controlled propulsion source, have jointly contributed to the promotion of various types of industrial fluids.

All these factors require the use of more sophisticated and better industrial oils. The group of industrial oils covers a wide range of hydraulic, gear, compressor, turbine oils, heat carriers, etc. The industrial oils qual-

ity varies widely, with respect to the properties that are a reflection of the oil quality: oxidation stability, rust and corrosion protection, low foaming, etc.

Industrial systems (plant), from the point of view of their design and construction, could be perfect, but should the fluid be selected incorrectly either from the beginning or subsequently improperly maintained, then the operation of the device could not be satisfactory, and may cause a troubleshooting. Choosing the right fluid and maintaining it in good operating

condition are just as decisive as the choice of any stable, free of any deviations and fluctuations, and also efficient operation of the system itself.

The most common industrial fluids are designed to provide lubrication between the moving parts and to ensure an adequate seal in order to reduce the friction and wear. The fluid has to protect components parts from oxidation and corrosion and takes the heat generated by the system.

Today, the market offers several types of industrial fluids:

- ▣ petroleum based fluids
- ▣ synthetic fluids
- ▣ Inflammable fluids
- ▣ environmentally-friendly fluids

Unconditionally, the predominant part of industrial oils is played by the petroleum based fluids as they are the main and most preferred choice. Therefore, they are mostly common and popular, both among the equipment constructors and the oils manufacturers. Mainly, industrial petroleum based oils of Group I base oil are manufactured, and increasingly, in recent years, of Group II base oil (API classification), and additives, which complement and reinforce some oils properties, according to their specific

application.

Group I oils are also known as conventional mineral oils. They are manufactured using the so-called 'traditional scheme' associated with several processes: atmospheric distillation; vacuum distillation; deasphaltizing; treatment with a selective solvent; deparaffining and hydro-purification. Base oils quality, resulted from this scheme, depends primarily on the processed petroleum nature and very often does not meet the high requirements of the manufacturers of modern industrial facilities.

Premium-quality Group II base oil are more suitable for industrial oils. They are manufactured using, along with the traditional processes, another process known as 'hydrocracking'. During this process, the oil fractions are treated with hydrogen under high temperature and high pressure. As a result, chemical changes occur in the structure of the raw material subject to processing, as almost all of the sulphur and nitrogen compounds are removed, polycyclic hydrocarbons convert into naphthenic and naphthenic convert into paraffin.

This processing scheme makes possible the production of base oils of any kind of petroleum, and their quality

conforms to the quality of those oils obtained of the best types of petroleum as a result from the 'traditional scheme'.

The operation process of industrial oils manufactured from Group II base oil is longer as they are relatively more stable and resistant, and, in recent years, therefore, more preferred.

/to be continued/



“Flamingo” Club Once Again Presented an “Evening of Dance” Variety Show

Graduates of the dance school participated in the show of theater, dancing and great emotions



For the third consecutive year, more than 400 children presented to their parents and teachers what they had learned during the year of the great dancing. Children from kindergartens and students from “Vasil Levski” High School in Ruse showed a wide range of different types of dances. Styles such as Latin dance, academic dancing, folk dancing, gypsy romance, Egyptian dance and other, all part of the Variety Arts, entertained the audience. Applauses and numerous photos taken by amused parents were also an integral part of the evening.

Prista Oil, as one of the sponsors of the event provided presents for the lottery, organized by the dance school’s manager.

„Flamingo-98“ Sports and Dance Club - Ruse was established as the successor of one of the oldest dance schools in the city, formed in 1979 by Mr. Alexander Smikovchuk, ballroom dance coach at a youth center in Ruse, who is currently a ballroom dancing champion of Ukraine.

From 1998 to present, under the leadership of PR Manager Tsvetelin Nenov, the school has developed extensive dance and sports activities for children, students and adults in Ruse and Ruse district and now has more than 500 members.

Over the past seven years, the Club has been imposing its brand in the entertainment business. Flamingo

brand turns out to be quite successful, meeting the challenges and working with a constant striving to expand the palette of the offered shows.



НАЦИОНАЛНА КОМПАНИЯ ЗА СЪБИРАНЕ И ОПОЛЗОТВОРЯВАНЕ НА ОТРАБОТЕНИ МАСЛА•ООД



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