

# **АСОЦИАЦИЯ**

**на преработвателите и търговците  
на дрехи втора употреба**



# **ASSOCIATION**

**of Recyclers and Traders  
of Second Hand Clothes**



# Who are we?

14 Bulgarian and international companies engaged in the collection, processing and trade of second hand clothes and textile waste



**Processing over 50,000 tons of clothing per year**



**More than half of them are exported**



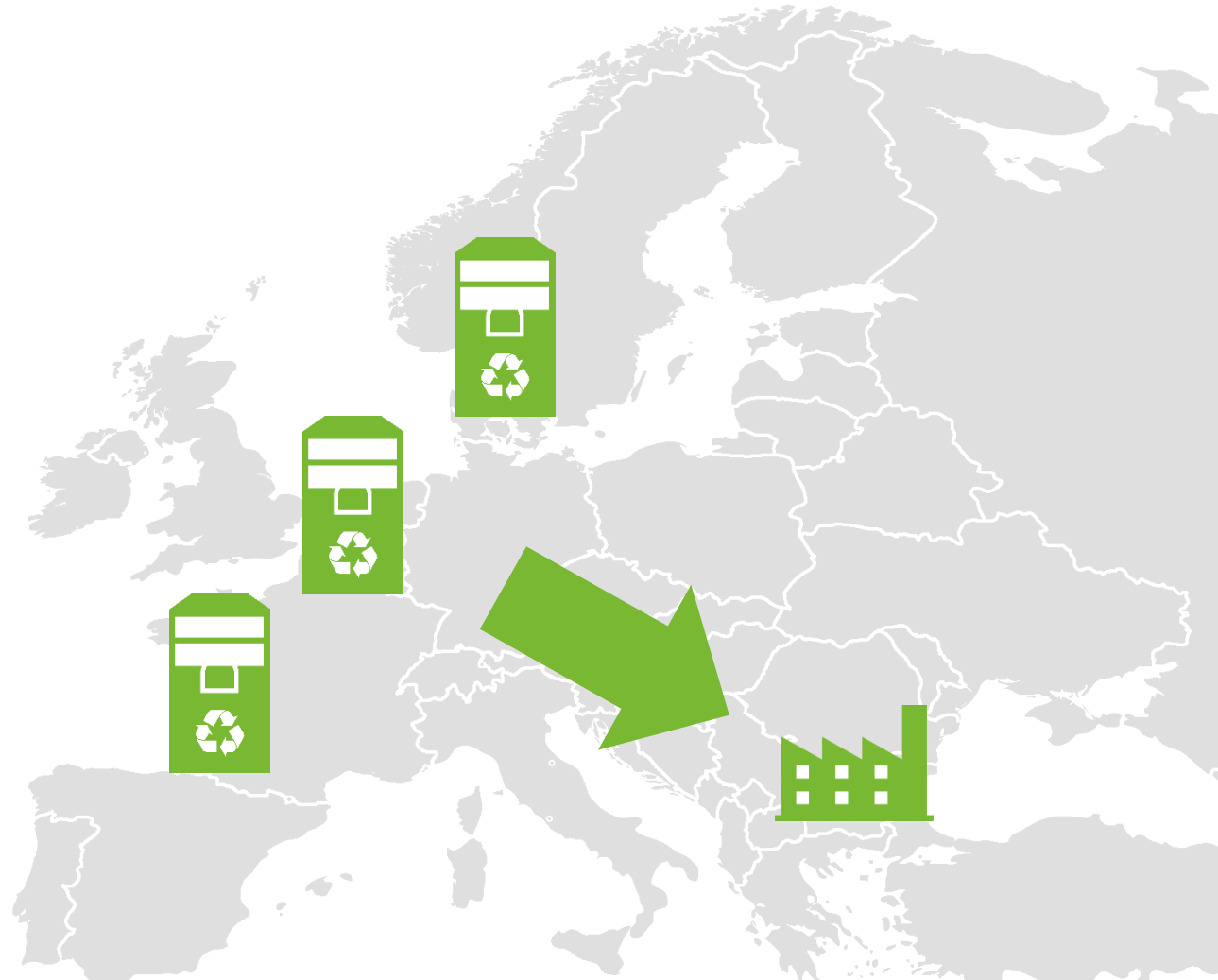
**3000+ shops in the country**



**Over 8000 people employed in the sector**



**The raw material** is imported mainly from EU and the US.  
80% of which comes from Germany and the Scandinavian countries



# Sorting takes place at several large sorting centers

*In the last 20 years, our company Texx Team alone, has processed over 35,000 tons of Scandinavian textile waste, 90% of which is from Denmark*





# Retail - stores

According to a survey more than 50% of Bulgarians buy second-hand clothing





# Online sales have been actively entering the market in the last few years



One of the biggest websites for selling used clothes is Bulgarian- *Remixshop.com*



- Sales in 9 European markets including Germany, Czech Republic, Poland, Romania
- More than € 35 mil. revenue per year
- Over 12,000 items sold daily



# Collecting

In the initial phase. Only 1% of the whole textile waste is collected





# Used Clothing Business in Eastern Europe

## 3 PROBLEMS / 3 SOLUTIONS



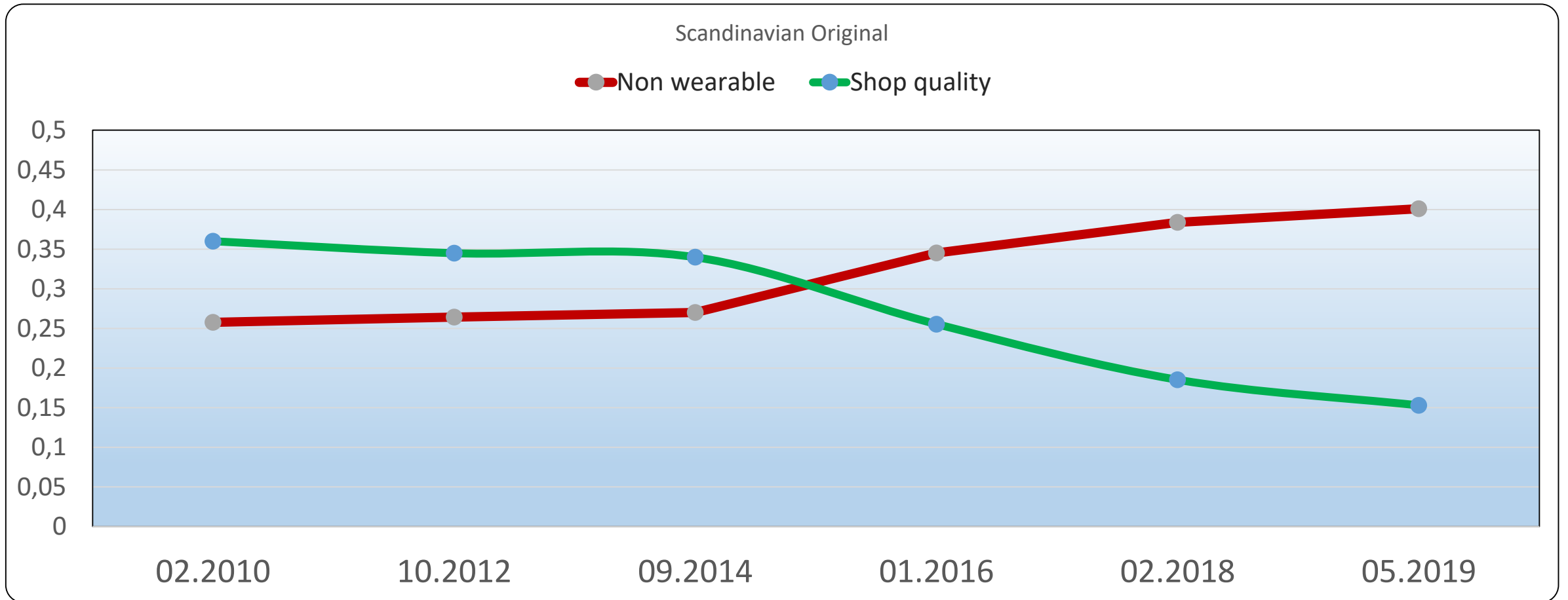


# PROBLEM 1

**Non wearable part of the original has  
increased drastically**



# Scandinavian original – Shop Quality Vs. Non wearable





# PROBLEM 2 – P2P economy



## PROBLEM 3 – Fast & discount fashion



**2 €**



**3 €**



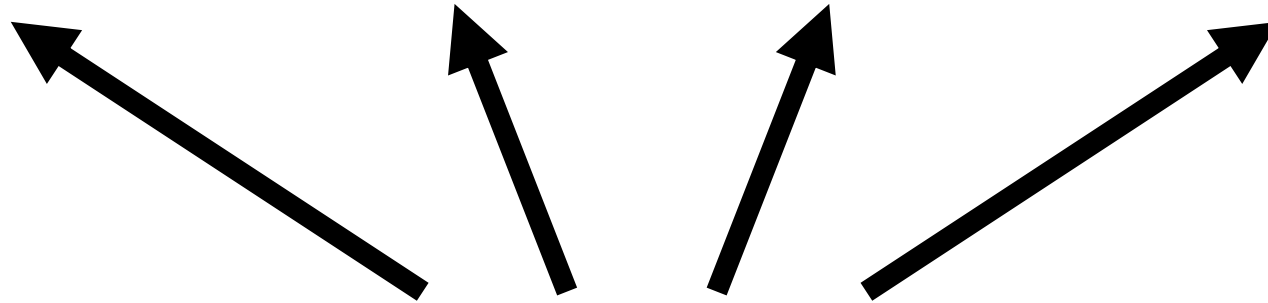
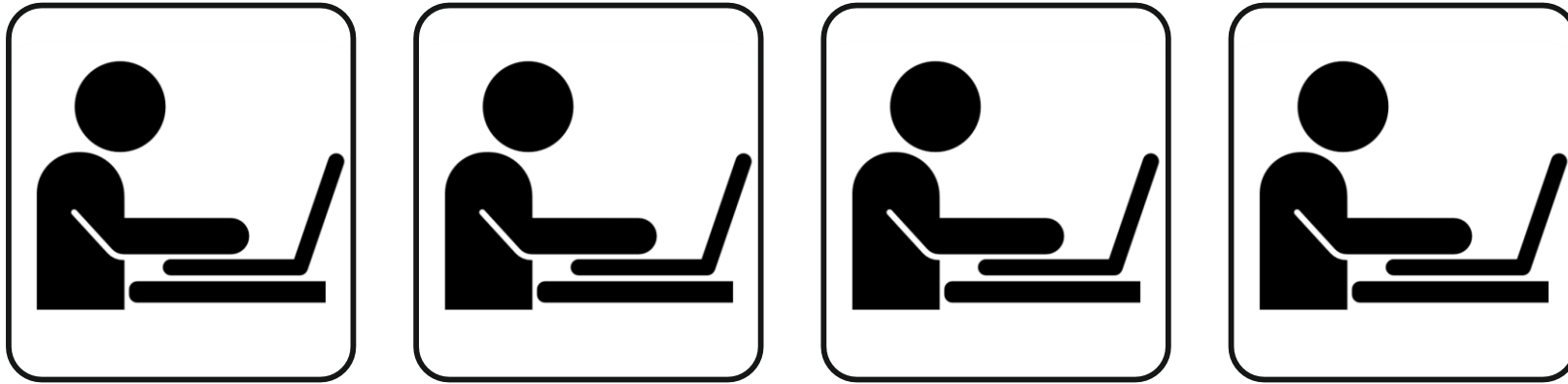


# SOLUTION 1



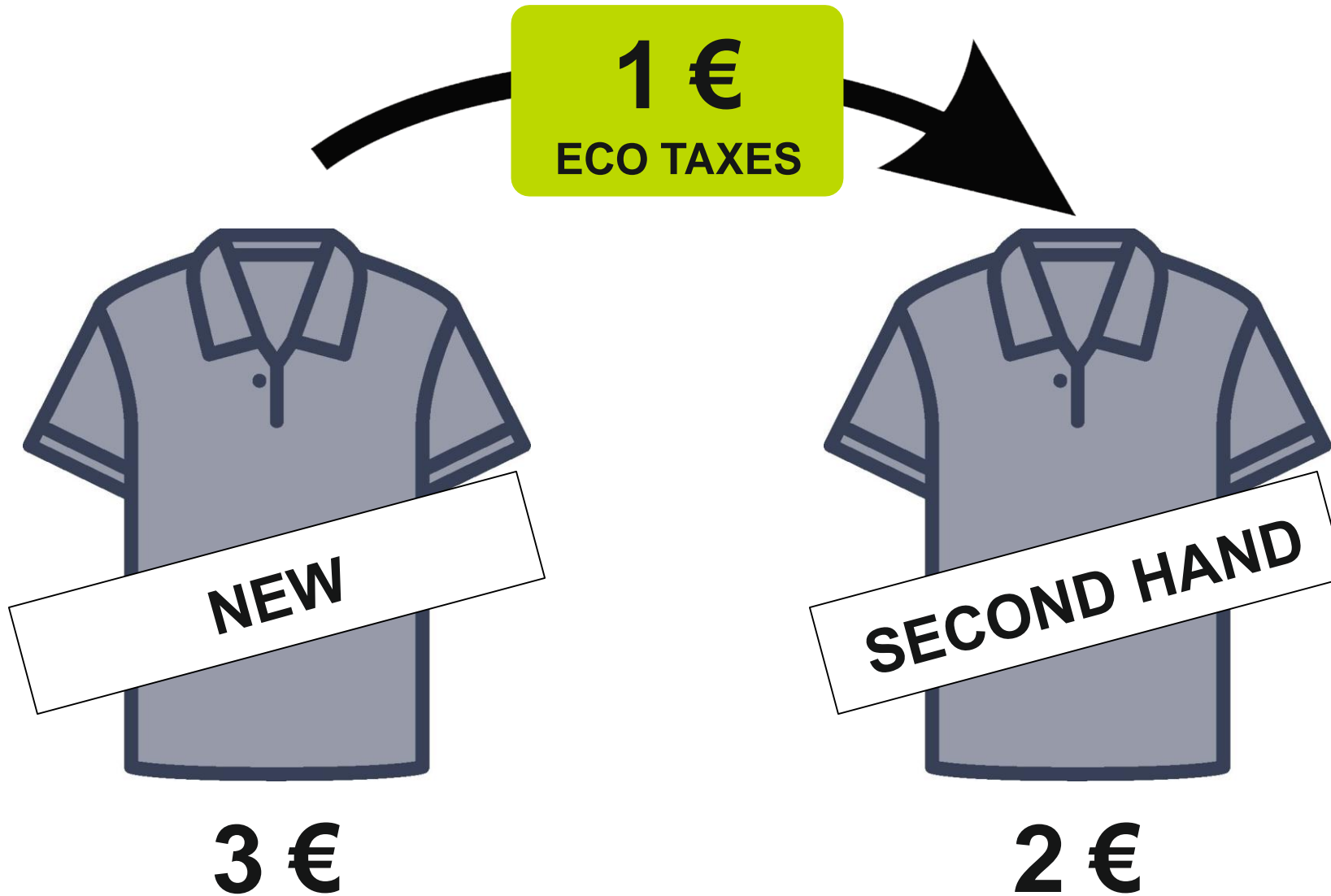


## SOLUTION 2



ONLINE  
SALES

## SOLUTION 3



# We have a few additional challenges, such as:

- The rising labor costs (about 15% per year) melt down the profits, especially in low-value businesses like ours.
- The ban on the sale of used shoes in Bulgaria
- Product taxes incl. for the sales of used clothing
- The forthcoming introduction of textile programs in all member states will further flood the market

But we believe in the common sense and the green future of  
our business





Thank you!

