

OPINION

by Prof. Dr. Julia Georgieva Dobрева, VUZF

of the materials submitted for participation in the competition

for the academic position of **'professor'**

of the Higher School of Insurance and Finance

by professional **field.3.8. Economics (Capital pensions and financial management)**

1. General presentation of the procedure and the candidate

By order № 127 of 30.05.2022. of the Rector of the Higher School of Insurance and Finance I have been appointed a member of the scientific jury in a competition for the academic position of **'professor' at VUZF** in professional field **3.8. Economics (Capital pensions and financial management)**.

In the competition for professor, announced in the State Gazette, issue 22 from 18.03.2022 and on the website of the Higher School of Insurance and Finance, with Assoc. Prof. Dr. Stanislav Dimitrov from the Higher School of Insurance and Finance as a candidate.

Assoc. Prof. Dr. Dimitrov has presented a set of materials on paper / electronic media, which is in accordance with the Regulations for the development of the academic staff of VUZF and includes the following documents:

- List of publications, reference for fulfilment of the minimum national requirements - scientometric indicators, reference for citations
- Summary of publications
- Main habilitation thesis - monograph
- Autobiography (CV)
- Information for participation in projects and information for supervision of doctoral students

- Other documentation, according to the requirements of the Regulations for development of the academic staff of VUZF

The candidate Assoc. Prof. Dr. Stanislav Dimitrov has submitted a total of 15 scientific publications, of which one monograph (100 points), a book based on a defense dissertation for the acquisition of PhD degree, as well as 13 research papers in the form of studies, articles and reports, only one of which is co-authored. Apart from them, participation in 4 national research projects and supervision of one successfully defended doctoral student is also reported.

According to the scientific information of the mentioned publications, the candidate Assoc. Prof. Dr. Stanislav Dimitrov has the required number of points in each of the sectors of the scientometric criteria and meets the minimum requirements for holding the position according to Law for development of the academic staff and the relevant Regulations for the development of academic staff at VUZF.

I think it is important to note that the candidate has extensive teaching experience, and currently holds the position Head of the Department of Finance and Insurance at VUZF.

2. General characteristics of the candidate's activity

The scientific publications presented by the candidate fully correspond to the announced competition and are dedicated to research on the problems of personal pension insurance.

The monograph on "Personal pension insurance as a source for increasing the pension welfare of the population of Bulgaria and the European Union" presented as the main habilitation book /monograph/ has a total of 202 pages and is an in-depth theoretical study on the issue. The object of the monograph is the personal pension insurance and the opportunities it provides for increasing public welfare.

The study is structured into four chapters. The first chapter discusses the nature, goals and role of personal pension insurance. The author's significant contribution is the study of the historical development of this type of saving in Bulgaria and in the European Union. In the second chapter the author examines the market of personal pension insurance. It examines the products, suppliers, regulations and supervision of the activity. The object of analysis here are

the mechanisms of functioning of the market of this type of insurance and pension welfare. In the third chapter the author also uses an interesting and high scientific approach - the study of various financial aspects of personal pension insurance, including the expected results, costs and efficiency of personal pension insurance, investment risks and more. In the last, fourth chapter, the author focuses on the analysis of significant problems, as well as on the prospects for the development of personal pension insurance. Here the analysis is relevant, as it includes the pan-European pension insurance product (PEP) - relevant to the European Union in view of the adoption of Regulation (EU) 2019/1238 on pan-European personal pension product (PEP).

In its multifaceted foundation the monograph can be used by both researchers and students, as well as by a wide range of interested specialists and managers in the field of personal pension insurance. Thus, it has a very valuable and practical-applied orientation and significance.

The monograph cites 111 sources in English and Bulgarian, which is evidence of in-depth knowledge and study of the literature on the studied issues.

The other significant work that the candidate presents in the competition is his book based on his PhD dissertation entitled "Conceptual foundations of the evaluation of a pension insurance company."

This book is a study of the conceptual basis of the valuation of a pension insurance company. In it, the author examines the evaluation methods, identifying those that are most appropriate to the specifics of the issue. Particularly valuable contribution of the book are the derived factors that affect the cash flows of the PICs, as well as the factors for choosing a method for their evaluation. The author rightfully argues that the changing environment regarding the activities of pension insurance companies in Bulgaria is necessary to lead to appropriate expression in changes in the model of valuation as a whole enterprise of this type of non-bank financial institutions, and that changes in the model create prerequisites for bringing the price of PIC closer to the fair market price.

The analysis of the cash flows of the pension company in the context of the regulatory changes of 2021, which introduced a guarantee on the gross amount of social security contributions in determining the amount of the supplementary lifetime old-age pension, makes a very good impression. According to the author, this contributes to additional stability and predictability in its cash flows, due to reduced competition from other financial institutions. The impact of the Covid 19 pandemic on the dynamics of PICs cash flows is also commented, with an

emphasis on the recovery of the secondary pension insurance market after the second half of 2020.

The presented PICs study would be of interest to shareholders, potential investors, managers, employees, clients, supervisory and regulatory authorities, employers, trade unions, auditors and others.

The study is appropriately structured and consists of: an introduction, three chapters, and a conclusion, as well as literature.

The first chapter of the book discusses the role and place of pension insurance companies as non-bank financial institutions. The development of the supplementary pension insurance in the context of the only subject of activity of the pension insurance company is analyzed. Another part of the study is the market of supplementary pension insurance, and the trends determining the activity of pension insurance companies are also considered.

In the second chapter the author analyzes in detail the factors, influencing the valuation of the pension insurance company. The study focuses on the financial and economic analysis and valuation methods of an entire enterprise, specifically the cash flows of the pension insurance company in the context of the valuation. A significant contribution of the study is the focus on regulatory and political risk in the activities of the pension insurance company.

The third chapter of the book is devoted to the formulation of a model for the evaluation of a pension insurance company. The developed model takes into account the specifics of the activity of supplementary pension insurance, the external and internal factors influencing the cash flows, the financial results and the activity of the pension insurance company. The performed analysis of the sensitivity of the price of PIC to changes in the values of basic parameters in the evaluation model stands out as particularly significant.

176 sources and 39 internet references are cited in the used literature.

The contributions in the other scientific publications of the candidate are clearly distinguishable in the study of many and various aspects in the field of capital pensions and financial management.

3. Critical remarks and recommendations

I have no critical remarks.

I suggest to the candidate to continue his research work, focusing on other topics and issues in the scope of financial and investment management.

CONCLUSION

The documents and materials presented by Assoc. Prof. Dr. Stanislav Dimitrov meet all the requirements of the Academic Staff Development Act in the Republic of Bulgaria (ZRASRB), the Regulations for the implementation of ZRASRB and the relevant Regulations of VUZF.

The candidate in the competition has presented a significant number of scientific papers published after the materials used in the defence of PhD degree. In the works of the candidate there are original scientific and applied contributions, which have received international recognition as a representative part of them are published in journals and scientific journals published by international academic publishers. His theoretical developments have practical applicability, and some of them are directly oriented to the educational work. The scientific and pre-teaching qualification of Assoc. Prof. Dr. Stanislav Dimitrov is confirmed.

The results achieved by Assoc. Prof. Dr. Stanislav Dimitrov in teaching and research fully comply with the Regulations of VUZF for the application of ZRASRB.

After getting acquainted with the materials and scientific papers presented in the competition, analysis of their significance and the scientific, scientific-applied and applied contributions contained in them, I find it reasonable to give my positive assessment and recommend to the Scientific Jury to prepare a report -proposal to the Academic Council for election of Assoc. Prof. Dr. Stanislav Di-mitrov for the academic position 'Professor' at VUZF in professional field 3.8 Economics (Capital pensions and financial management).

11.06. 2022

Prepared the opinion:

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(Prof. Dr. Julia Dobreva)