

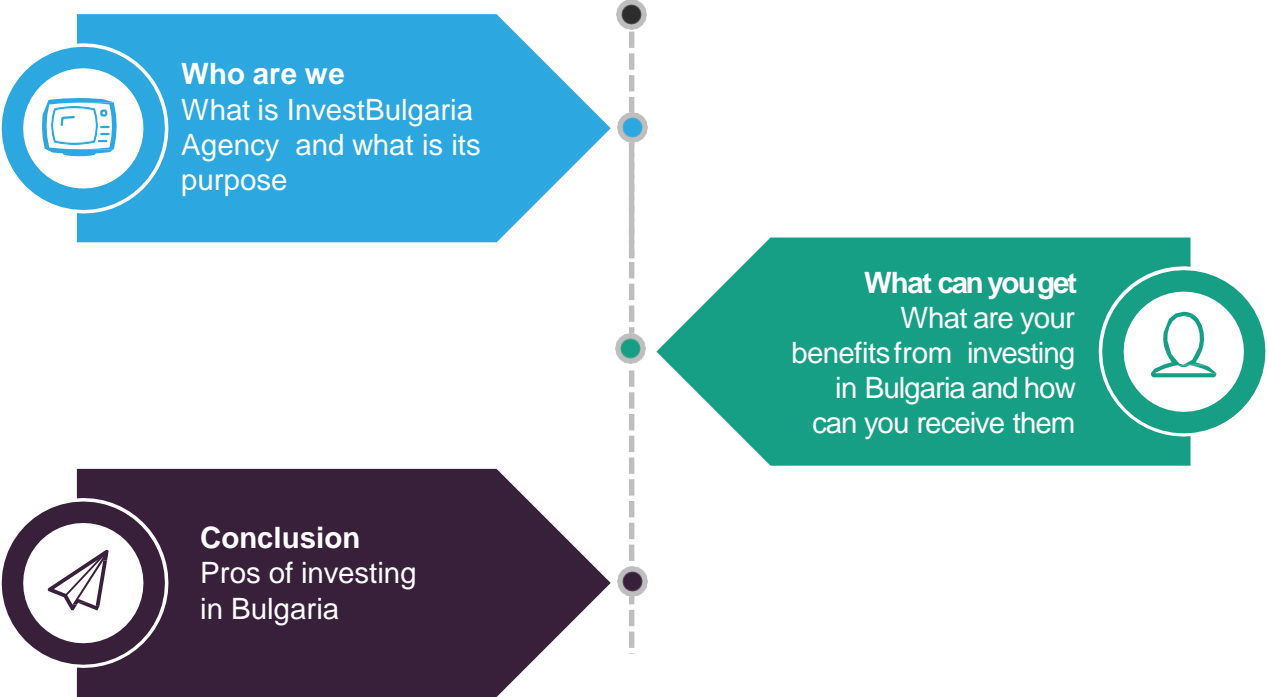


InvestBulgaria Agency

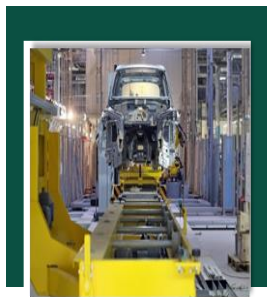
Empower your Investment



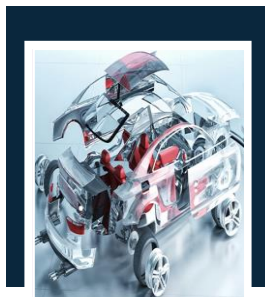
# Content



# Did you know?



In automotive  
sector in Bulgaria  
work  
more than 220 companies



90% of the cars in  
Europe have parts,  
produced in Bulgaria



## Largest Lavender Producer

For the past years  
Bulgaria have  
successfully surpassed  
France



## Fast Internet Speed

Bulgaria is in Top 10  
countries in the world  
with fastest internet  
connection

# What Bulgaria offers

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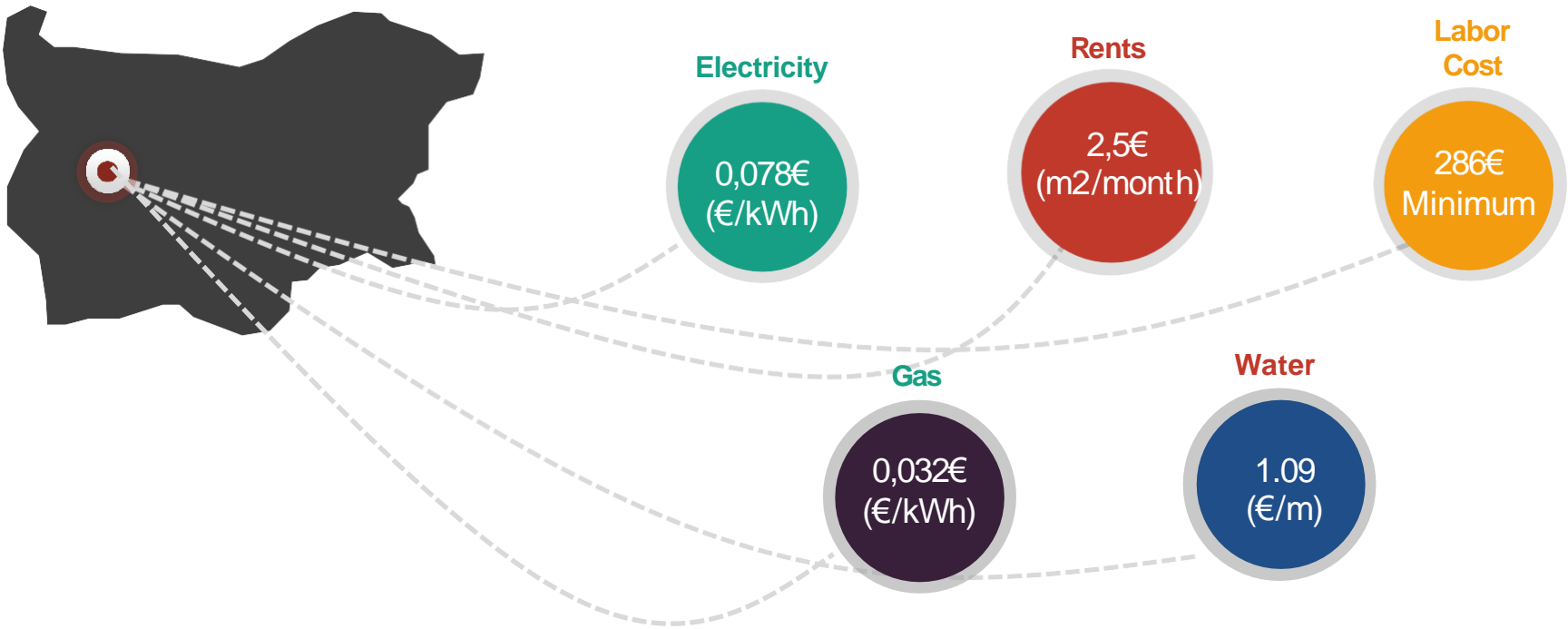
## Points of success

InvestBulgaria Agency promotes the great investment conditions in Bulgaria and how these conditions help the potential investors.

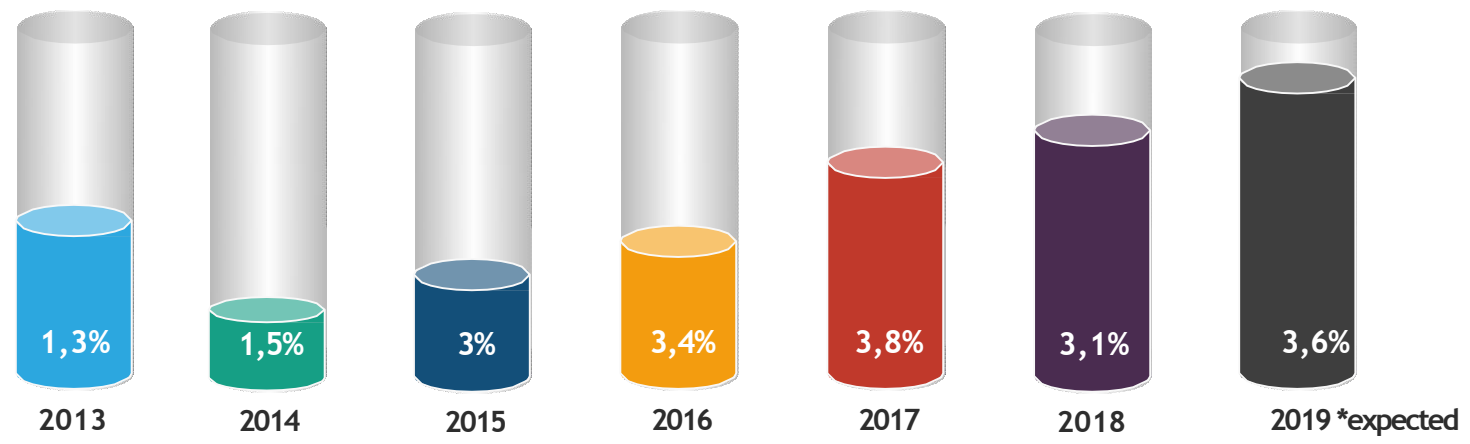
-  **Government Incentives**  
Social security and tax benefits
-  **Educated and Skilled Workforce**  
High staff qualification and improvement in the production capacity
-  **Easy Market Access**  
Easy access to EU markets as well as Russia, Turkey and Middle East
-  **Reduced Cost and Risk**  
Political and economic stability along with competitive cost labor and low tax rate



# Competitive cost of business

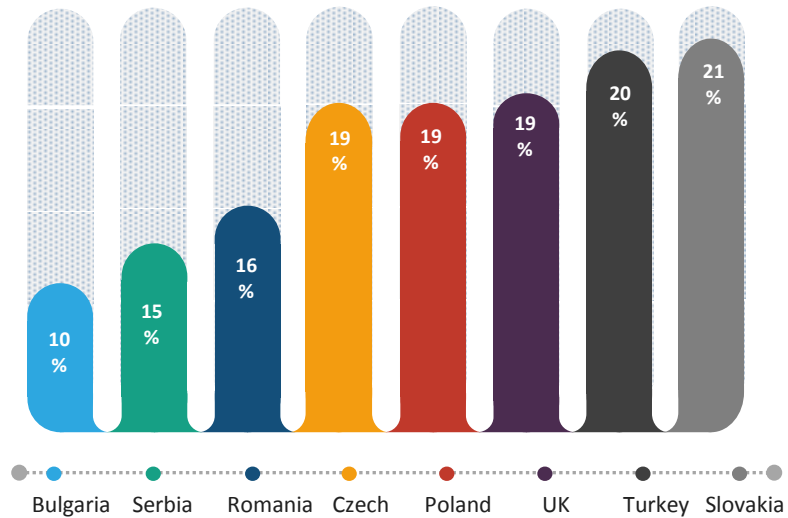


# GDP Growth Rate



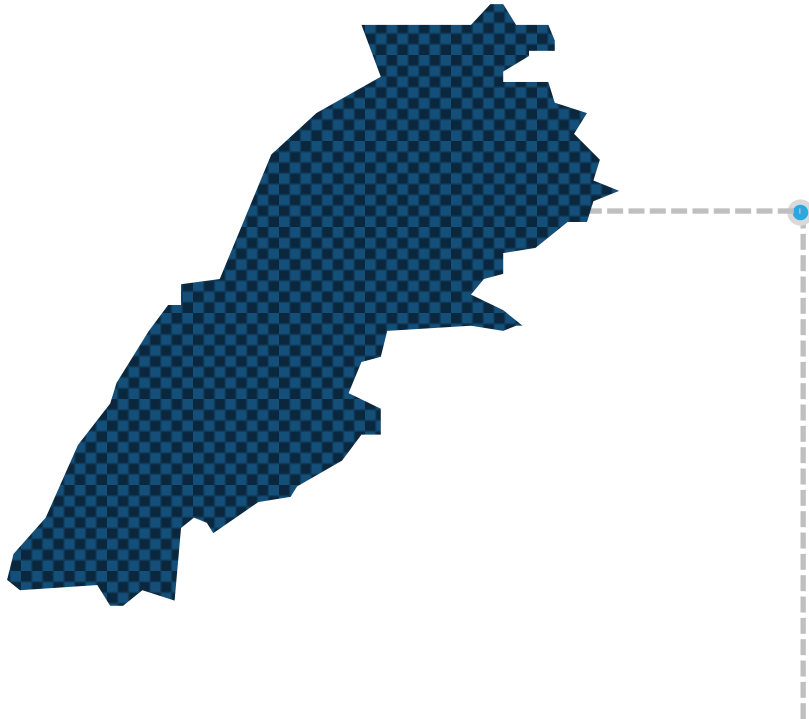
GDP growth has been accelerating for the last five years. The other major macroeconomic indicators such as unemployment and inflation rate have also shown a positive trend, making Bulgaria a sweet spot for investors.

# Taxation Rates



Bulgaria has attractive taxation system.

# Lebanon and Bulgaria



## Lebanon

In the first half of 2018, trade between Bulgaria and Lebanon grew by 42.4% on an annual basis, amounted to USD 105.7 million, as a result of the double increase in Lebanese imports to Bulgaria.

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### FDI

Lebanon to Bulgaria  
(mln. EUR)

- 2018 → 1.0
- 2017 → 0.7
- 2016 → 1.8



# Traditional goods and resources of bilateral exchange

Exports from Bulgaria	Imports from Lebanon
Field corn	Copper waste and scrap
Cheese and cottage cheese	Raw or unprocessed tobacco
Tobacco products	Refined copper and unprocessed copper alloys

Source: Bulgarian Ministry of Economy, 2018

# IT & BPO



## IT & BPO

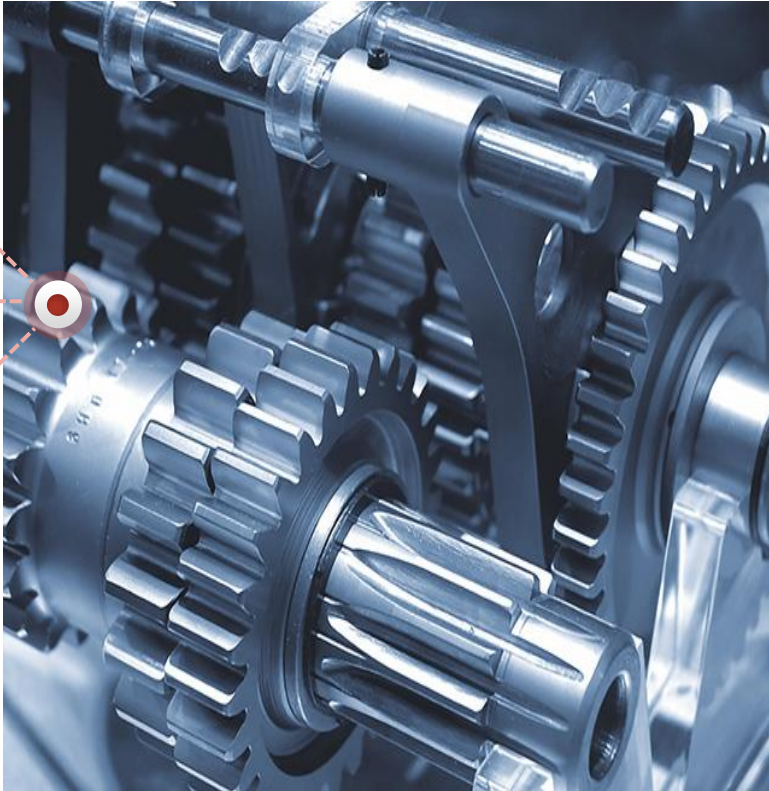
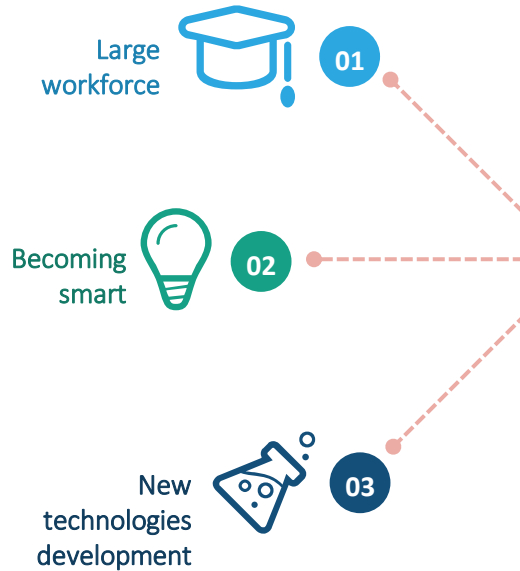
IT & BPO sectors are currently the fastest growing sectors in Bulgaria. Aiming towards the high tech workforce, the sectors have reached average salary of 1350 euro, which is way above the average for the country. According to the branch, the workplaces in the sectors are growing by nearly 5% each year, making the sector reachable for qualified workers. Within the last 10 years, 70 000 people are currently engaged in these particular sectors.



# SUCCESSFUL COMPANIES



# Automotive Sector

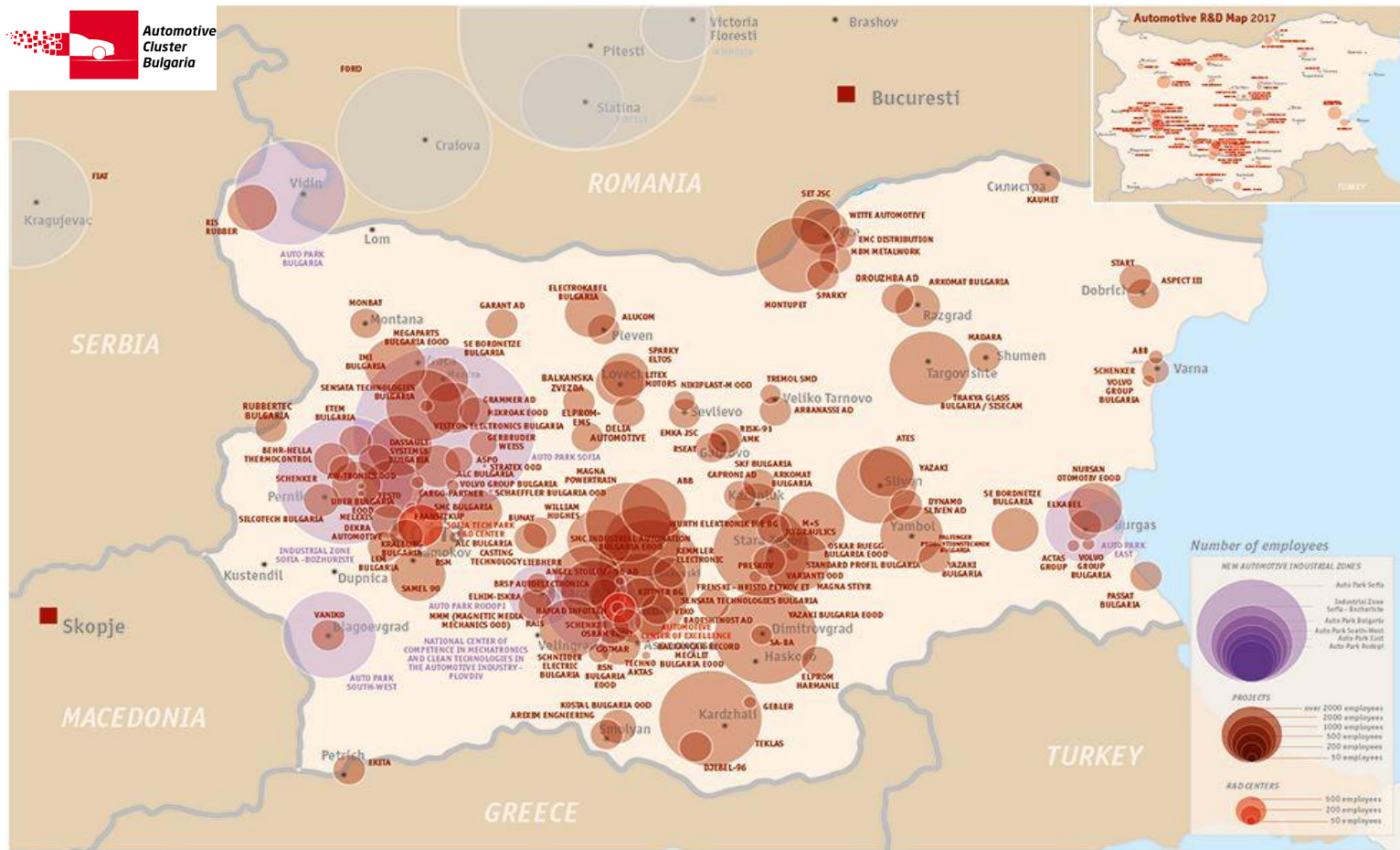


Automotive Sector

**More than 50 000 people work in automotive Sector**

**The share of the car industry in GDP is about 5%**

# AUTOMOTIVE MAP OF BULGARIA 2017-2020



# Food Industry

- 01 Large workforce 
- 02 Unique Agricultural Conditions 
- 03 50% of the territory is farming lands 



## Food Industry

The sector is another traditional for the country.  
Existence of a number of public and private research and analytical centers, more than 10,000 researchers.  
Workforce available throughout the country at some of the most competitive prices in Europe.  
Very high quality of organic products (GMO ban).  
50% of the territory of the country is farming land.



# SUCCESSFUL COMPANIES

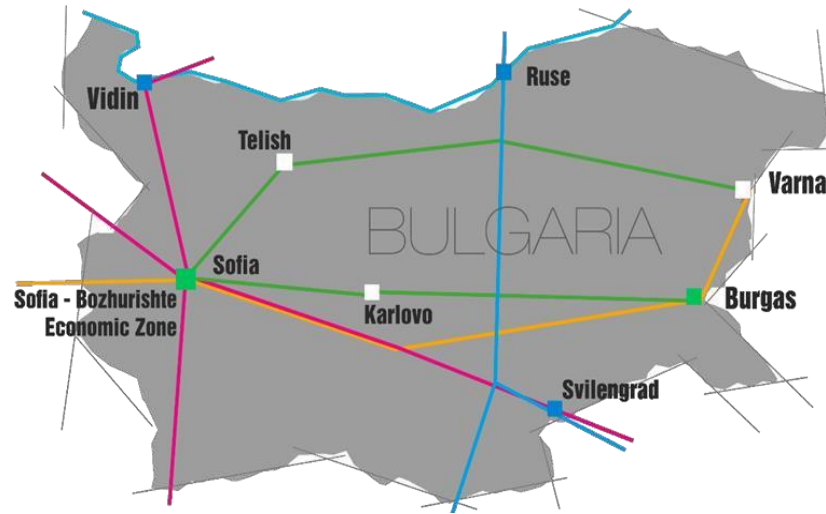


## DOMAINE BOYAR

EST. 1991



# INDUSTRIAL ZONES



## A total of 9 projects

- 6 804 095 m<sup>2</sup> total area
- 76 409 m<sup>2</sup> built-up area
- 240 500 m<sup>2</sup> open-air warehouses

## Four operating zones

- Free Zone **Ruse**
- Free Zone **Vidin**
- Free Zone **Svilengrad**
- **Transit Trade Zone** – Varna

## Two newly constructed zones

- **Sofia – Bozhurishte** Economic Zone
- Industrial & Logistics Park – **Burgas**

## Three zones under development

- Industrial Zone **Karlovo**
- Industrial Zone **Telish** /Pleven/
- Industrial Zone **Varna** West



# Unemployment map

0% corporate tax rate in zones with unemployment 25% or higher than the average



## Municipal unemployment

Bulgarian legislation allows potential investors to receive 0% corporate taxation rate should they decide to invest in as what is considered to be a high unemployment region (blue zones).

# Certification Criteria

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Employment  
Establishment

**Employment establishment.** Creating new working places is within the requirements for receiving certificate by the investor.



Economic activity

**Economic activity.** The targeted sectors are defined by The State and high-tech ones are with preference and therefore with lowered financial requirements for the investment.



Location of the  
project

**Location.** Establishment of the project in a region with high unemployment will reflect in doubling the period of reimbursement of social security payments. Additionally it will result in 0% corporate taxation rate.

# Certificates

	Priority Class	Class A	Class B
<b>INCENTIVES</b>	€ 50.00 M 50 – 150 Jobs	€ 1.00 M – 5.00M 25 – 150 Jobs	€ 500 K– 2.50 M 10 – 100 Jobs
<b>SHORT CUT ON ADMINISTRATIVE TERMS</b>	✓	✓	✓
<b>NO TENDER – NO COMPETITION</b>	✓	✓	✓
<b>FINANCING VOCATIONAL TRAINING</b>	✓	✓	✓
<b>SOCIAL SECURITY CASH BACK</b>	✓	✓	✓
<b>INDIVIDUAL SERVICES</b>	✓	✓	
<b>FINANCING TECHNICAL INFRASTRUCTURE</b>	✓	✓	
<b>PUBLIC-PRIVATE PARTNERSHIP</b>	✓		
<b>NO TAX ON CHANGING LAND STATUS</b>	✓		
<b>BUYING PUBLIC LAND ON FAVOURABLE PRICES</b>	✓		
<b>GRANTS FOR R&amp;D</b>	✓		

# What Bulgaria offers

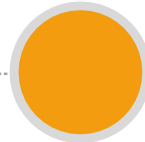
**Reduced Cost and Risk**  
Political and economic stability along with competitive cost labor and low tax rate



**Educated and Skilled Workforce**  
High staff qualification and improvement in the production capacity



**Easy Market Access**  
Easy access to EU markets as well as Russia, Turkey and Middle East



**Government Incentives**  
Social security and tax benefits



**InvestBulgaria Agency has the main purpose of not only attracting investors but also retaining them. Post investment services that we offer are just as important as pre-investment ones.**



# Office

Where are we

THANKS FOR  
WATCHING

Next step to your  
success is BULGARIA

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