



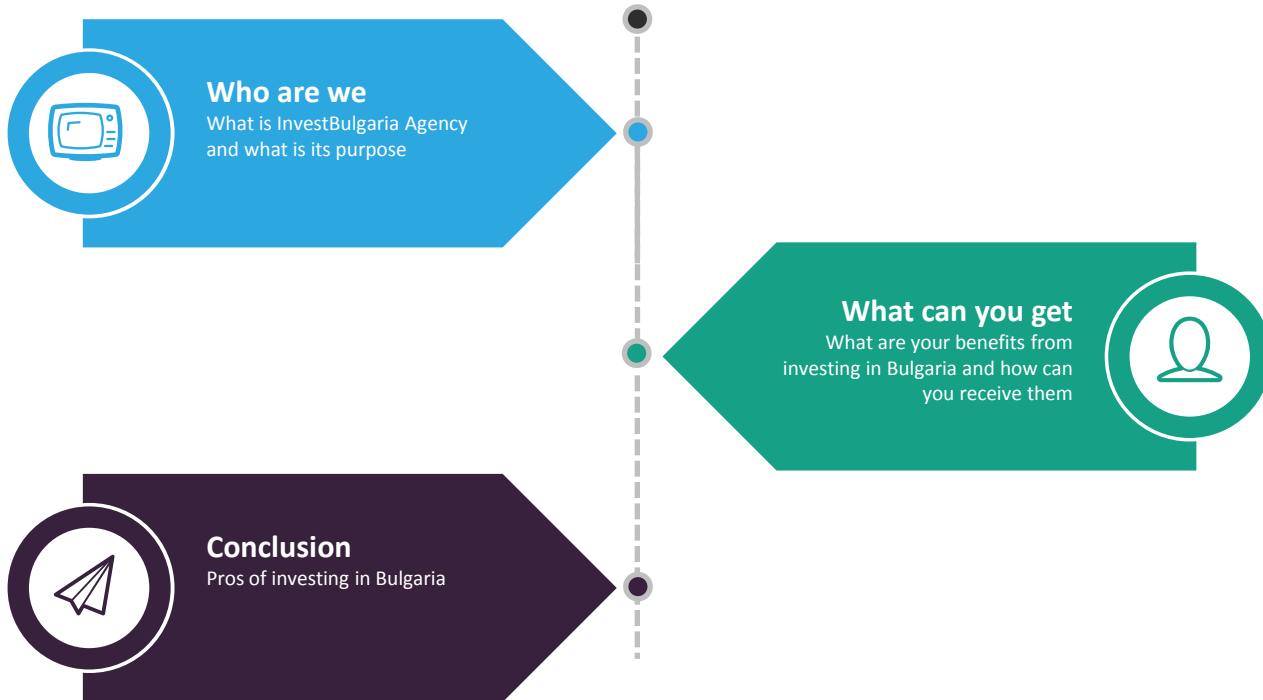
**InvestBulgaria Agency**

Empower your Investment



# Content

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# What is InvestBulgaria Agency

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## About us

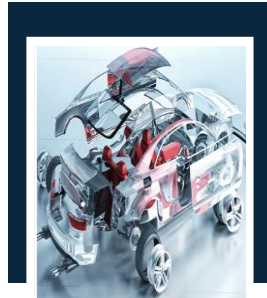
InvestBulgaria Agency (IBA) is a government organization, established to attract investments to Bulgaria, to assist project set-up and to ensure successful project development resulting in new jobs, exports and know-how transfer for the Bulgarian economy. We help potential and existing investors explore the investment opportunities in Bulgaria and carry out greenfield investment projects in the country.

# Did you know?



## Best outsourcing destination

In Europe for 2015 according to Cushman and Wakefield's rating



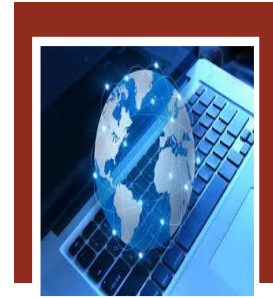
## Automotive producer

More than 100 companies. 80% 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

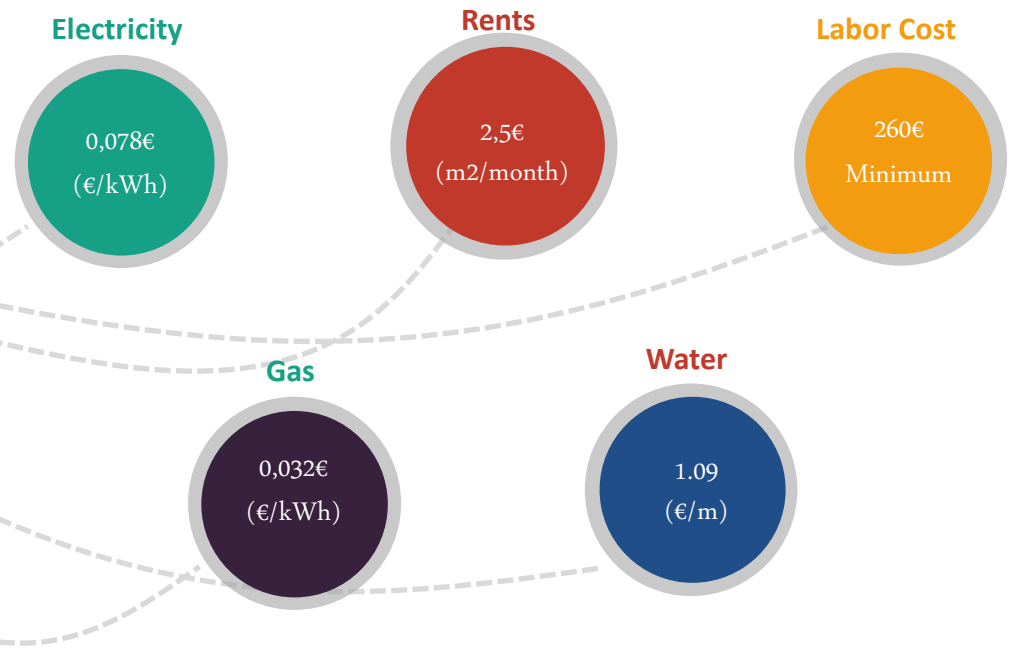
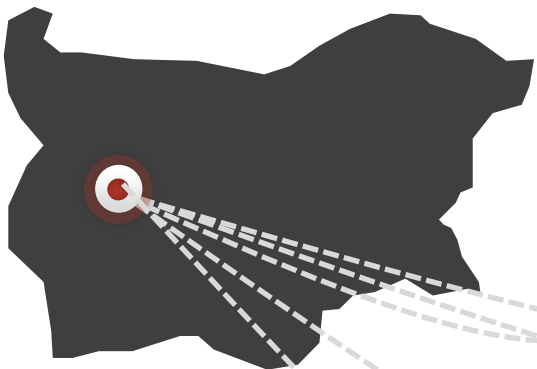
## Point of success

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

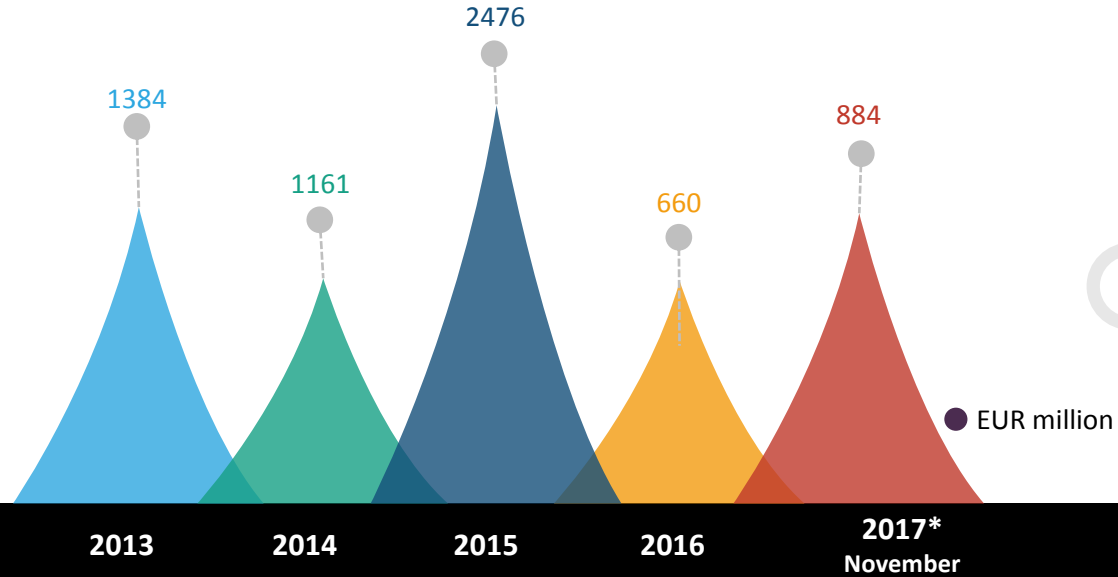
- **Government Incentives**  
Social security and tax benefits
- **Educated and Skilled Workforce**  
High staff qualification and improvement in the production capacity
- **Easy Market Access**  
Easy access to EU markets as well as Russia, Turkey and Middle East
- **Reduced Cost and Risk**  
Political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



# Competitive cost of business

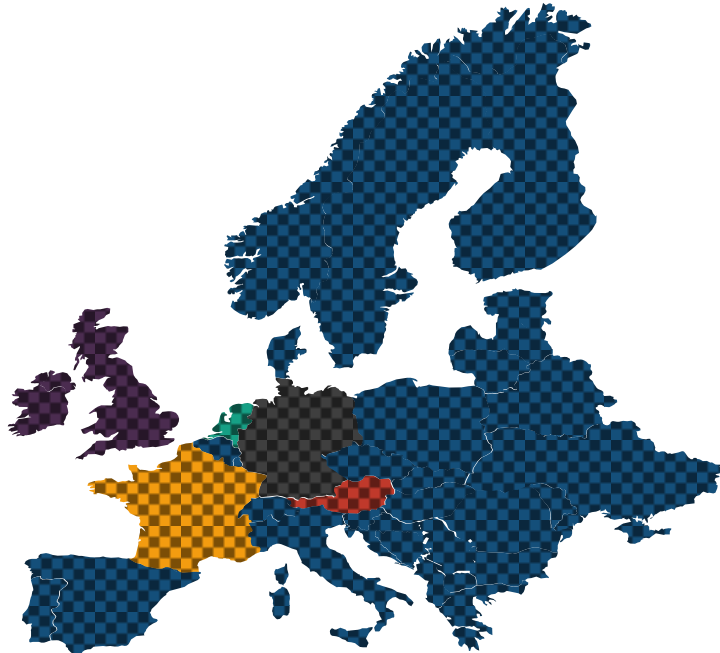


## FDI Inflow



The Data provided in this slide is according to the Bulgarian National Bank

# Investment map



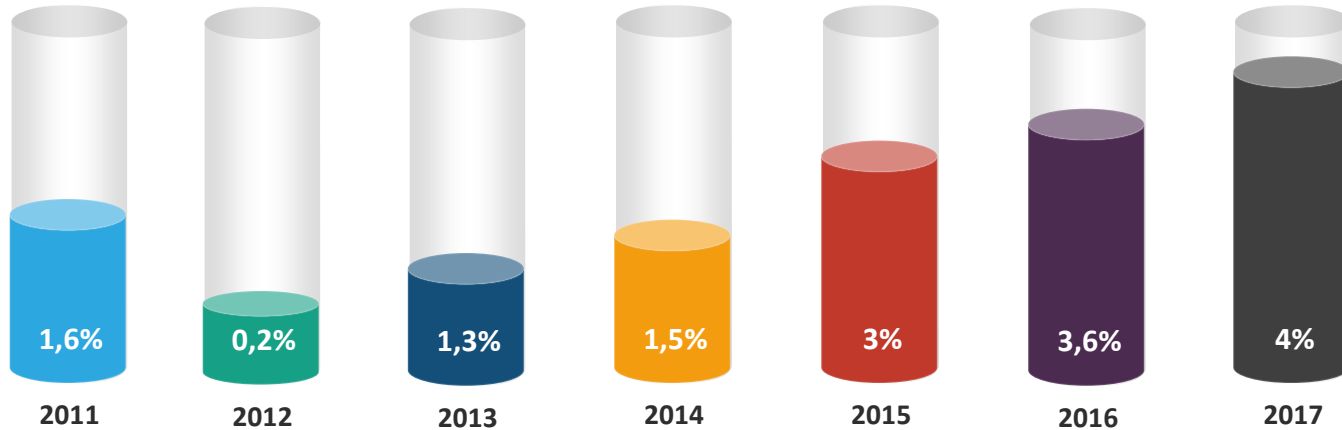
## FDI by host country Millions of Euro

2016

- Austria – 203
- France – 128
- Germany – 117
- Netherlands – 100
- United Kingdom – 73

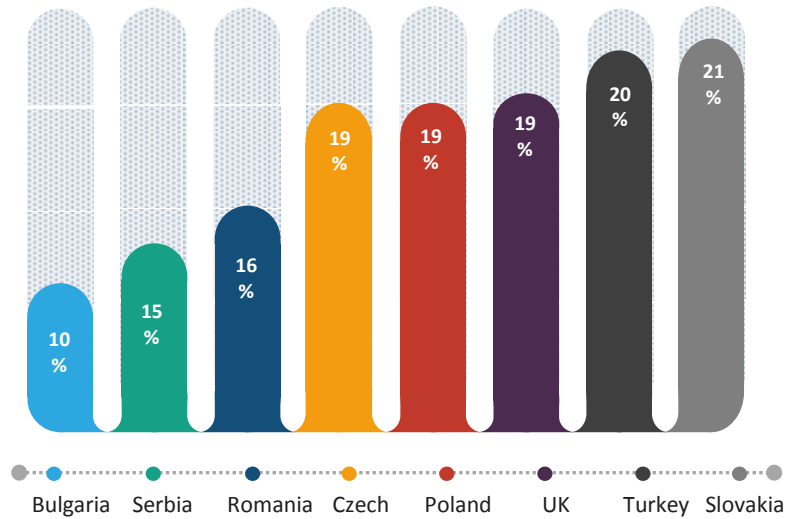


## GDP Growth Rate



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.**

# IT & BPO



## IT & BPO

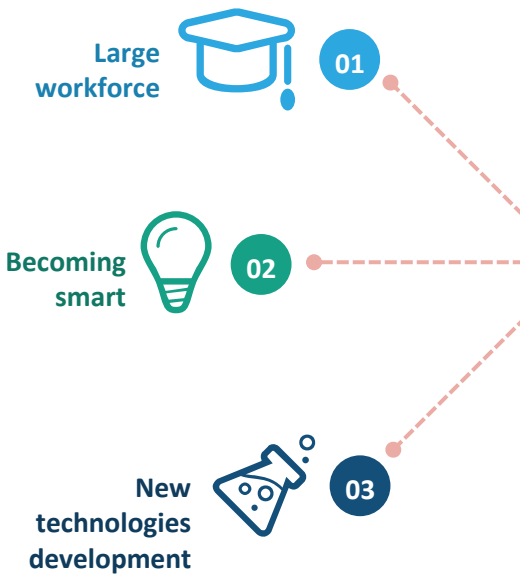
IT & BPO sectors are currently the fastest growing sectors in Bulgaria. Aiming towards the high tech workforce, the sectors have reached average salary of 1350 euro, which is way above the average for the country. According to the branch, the workplaces in the sectors are growing by nearly 5% each year,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



# SUCCESSFUL COMPANIES



# Machine Building



## Machine Building

Being one of the largest sectors in Bulgaria, machine building offers great variety of different labor subsectors such as construction, robots etc. This sector creates work for more than 600 000 people in Bulgaria, offering wages larger than the average for the country between 5 and 10 thousand euro per year. The sector is expected to grow in the following years due to the constantly developing and smart-seeking technologies.





## SUCCESSFUL COMPANIES



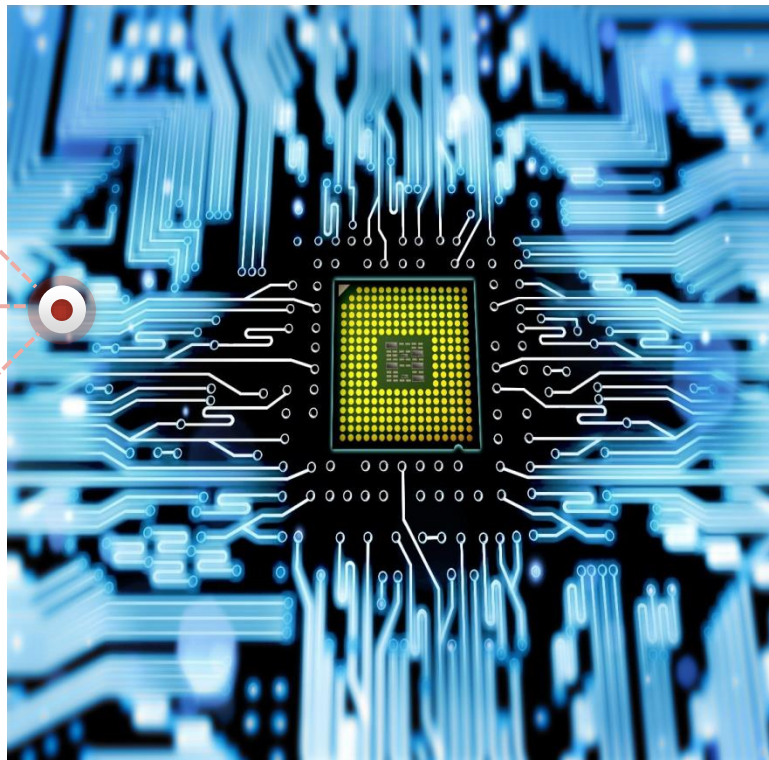
BHTC



ABB



# Electronics



## Electronics

The electronics sector is one of the most traditional in Bulgaria, due to the qualified workforce at an affordable price.

More than 45 000 people are working within this sector with 6 000 euro annual wages.

75% of the created goods are being exported outside Bulgaria, whereas only 25% is held in Bulgaria.

The sector is interesting because of the cooperation between universities and companies to create qualified workforce.



# SUCCESSFUL COMPANIES





# 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

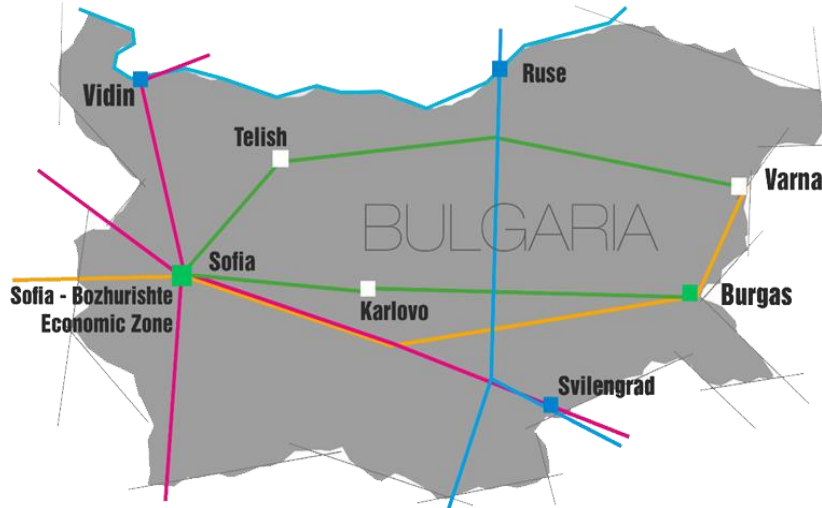


# DOMAINE BOYAR

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

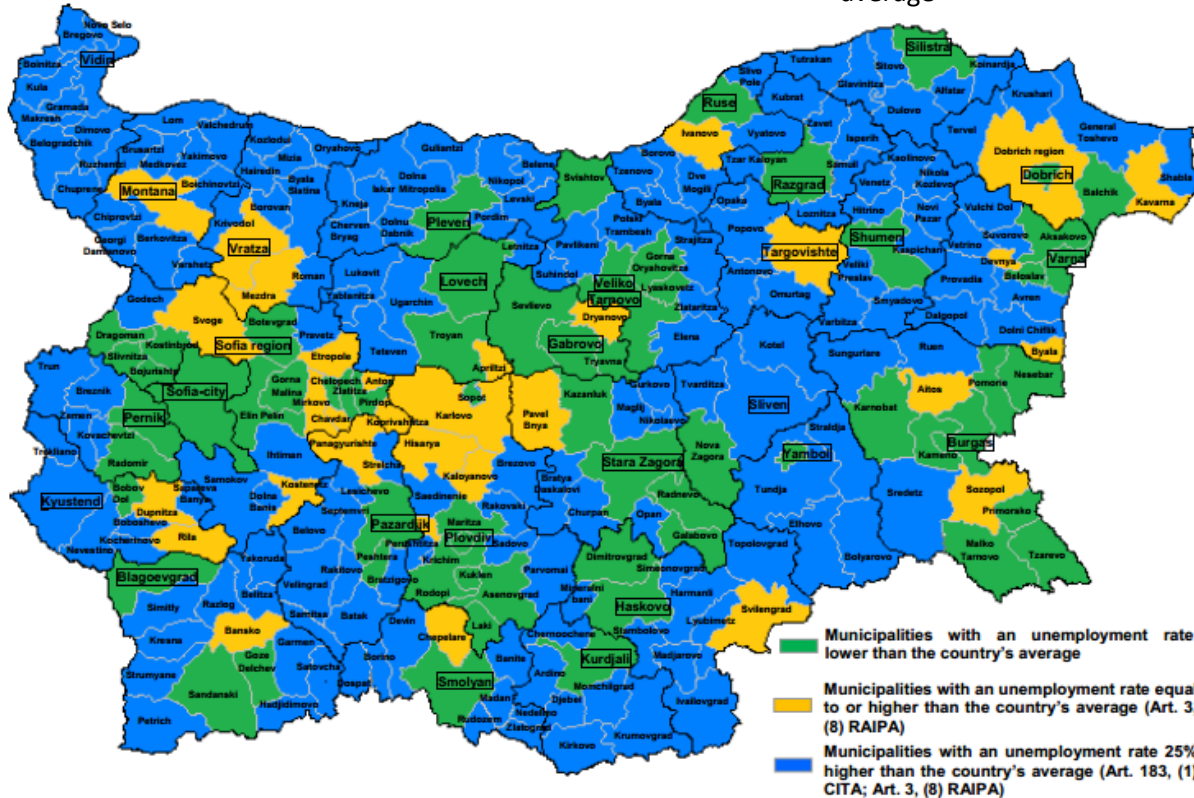
- **Sofia – Bozhorishte** Economic Zone
- Industrial & Logistics Park – **Burgas**

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



**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.** 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

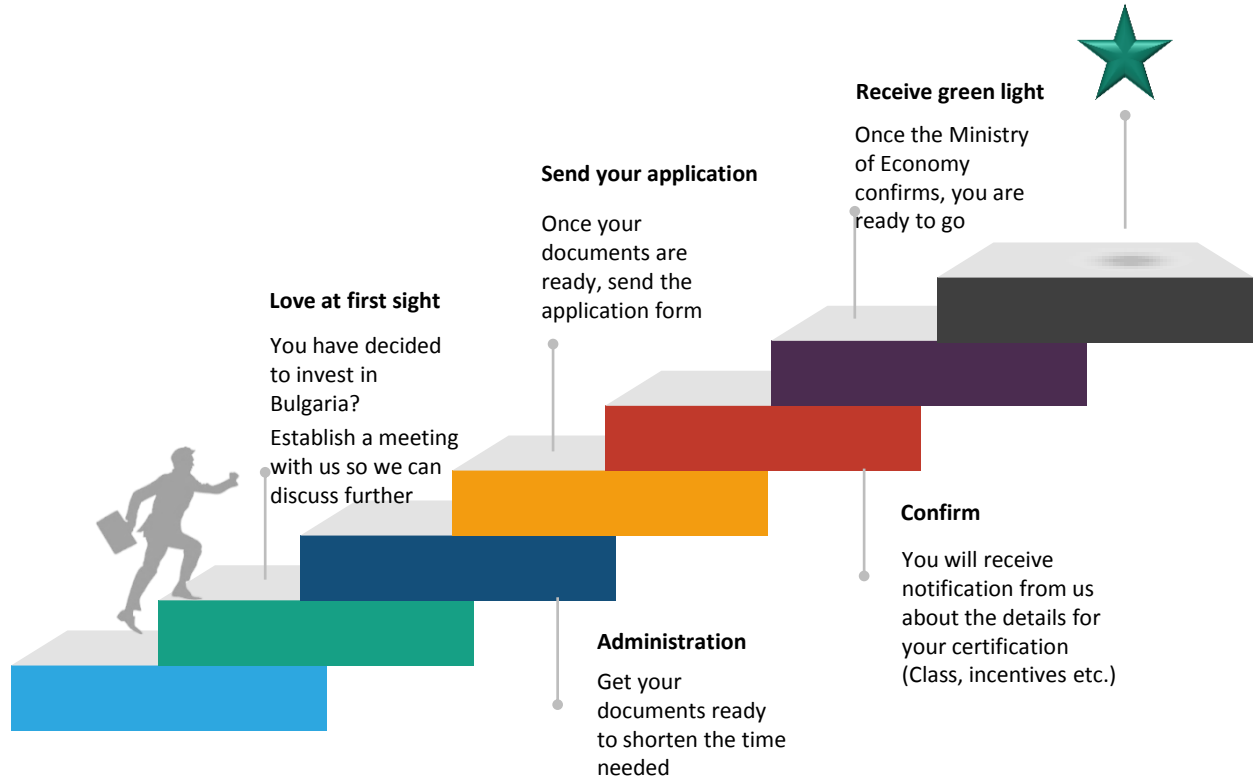
	Priority Class	Class A	Class B
<b>THRESHOLD</b>	€ 50.00 M	€ 1.00 M – 5.00 M	€ 500 K – 2.50 M
<b>INCENTIVES</b>	50 – 150 Jobs	25 – 150 Jobs	10 – 100 Jobs
SHORT CUT ON ADMINISTRATIVE TERMS	✓	✓	✓
NO TENDER – NO COMPETITION	✓	✓	✓
FINANCING VOCATIONAL TRAINING	✓	✓	✓
SOCIAL SECURITY CASH BACK	✓	✓	✓
INDIVIDUAL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

# How to get certified?

Next step to success

## Step by Step Process

Getting certificate for investment in Bulgaria is pretty easy. However there are few steps and administrative procedures that have to be passed.



# What Bulgaria offers

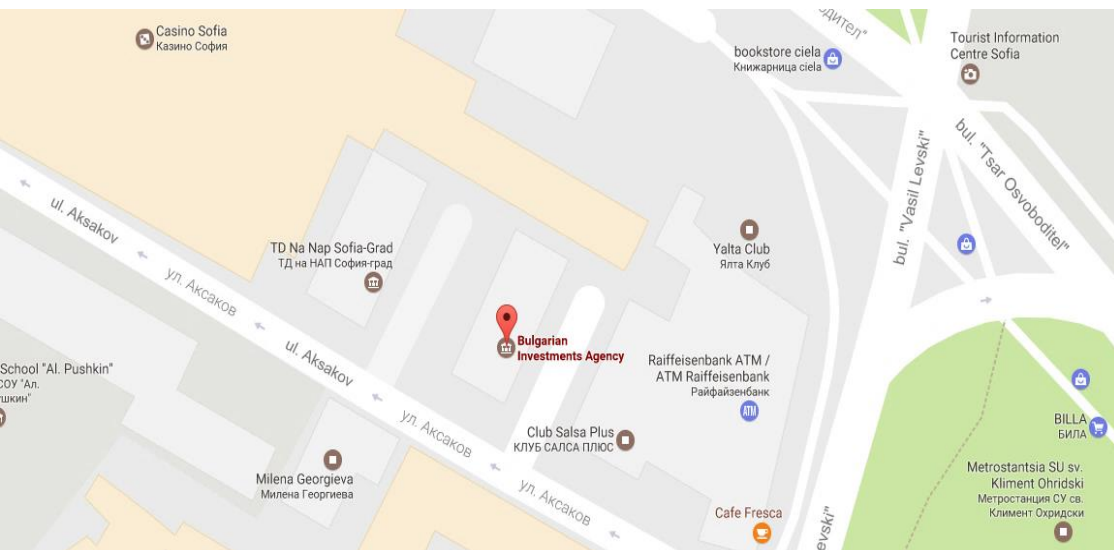


**InvestBulgaria Agency has the main purpose of not only attracting investors but also retaining them.**  
**Post investment services that we offer are just as important as pre-investment ones.**



# Office Map

Where are we



## Head Office

InvestBulgaria Agency

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Sofia 1000, Bulgaria

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Fax: ( +359 2 ) 980-1320

E-mail: [iba@investbg.government.bg](mailto:iba@investbg.government.bg)



**THANKS**  
FOR WATCHING

Next step to your success is  
BULGARIA