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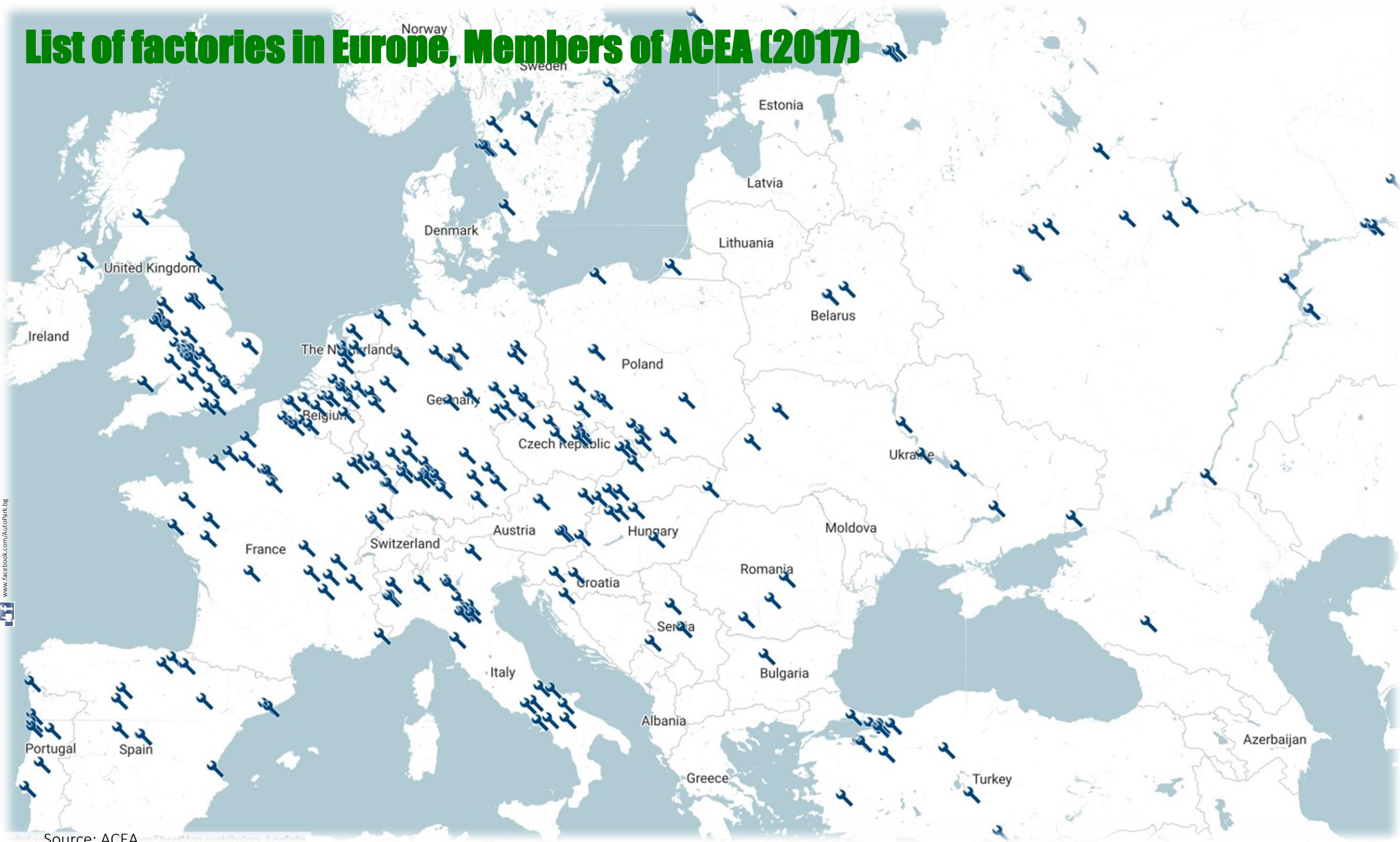
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# Bulgarian Automotive Industry Overview: Automotive Map of Europe 2018



## List of factories in Europe, Members of ACEA (2017)



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Country	Plants
Austria	5
Belarus	3
Belgium	8
Croatia	2
Czech Republic	8
Finland	3
France	33
Germany	40
Hungary	5
Italy	24
Kazakhstan	7
Poland	16
Portugal	6
Romania	3
Russia	32
Serbia	3
Slovakia	4
Slovenia	1
Spain	13
Sweden	9
Netherlands	10
Turkey	17
Ukraine	7
UK	35
Uzbekistan	3
TOTAL	297
EU28	225

Source: ACEA



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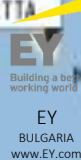
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# Bulgarian Automotive Industry Overview: Automotive Map of Balkans 2018



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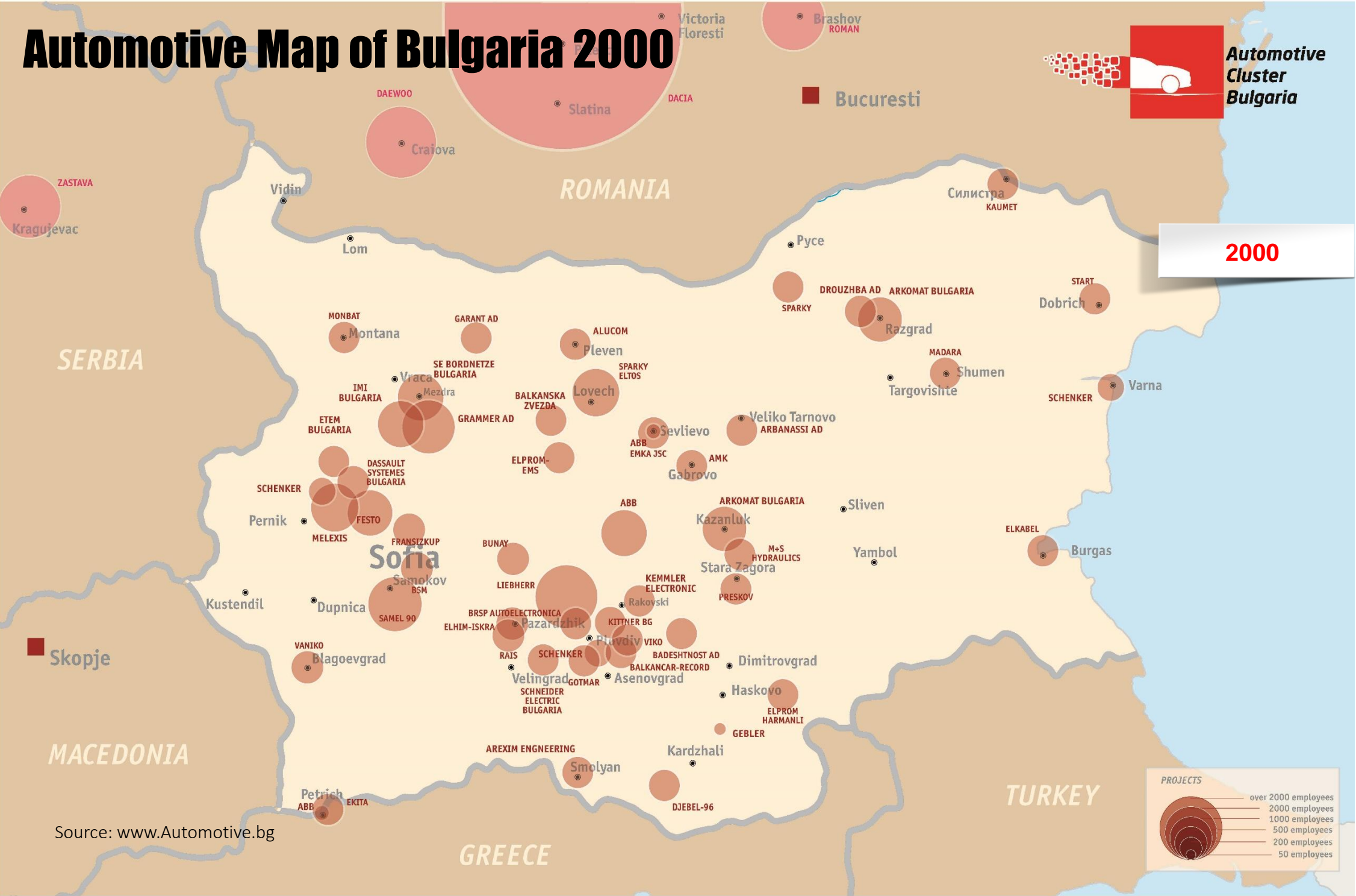
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# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



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## History of the automotive investments in Bulgaria

**1924:** Racho Dzhambazov, a local cart maker from Botevgrad starts manufacturing passenger vehicles. As a basis he uses decommissioned military ambulances' and trucks' chassis. A total of 219 cars are imported to Bulgaria during that year.

**1926:** The newly-built airplane manufacturing plant in Kazanlak starts assembling vehicles on Chevrolet chassis. This undertaking goes for three years before its cancellation. In 1926 a total of 470 cars are imported to Bulgaria.

**1929:** According to the “Yug” (South) newspaper, Henry Ford intends to visit Bulgaria and Turkey in regard to his plans to establish an automotive factory. He never visited Bulgaria but there is a car manufacturing plant in Turkey already. The “Bakish” company is established – this is the first Bulgarian manufacturer of tires. A total of 931 cars are imported.

**1937:** Ilchevi brothers – the importers of the brand International for Bulgaria – establish their own workshop in Varna and start assembling busses and other vehicles on International chassis. The first Bulgarian bus is launched on May 27 1937, and it starts operating on the Varna-Burgas route.

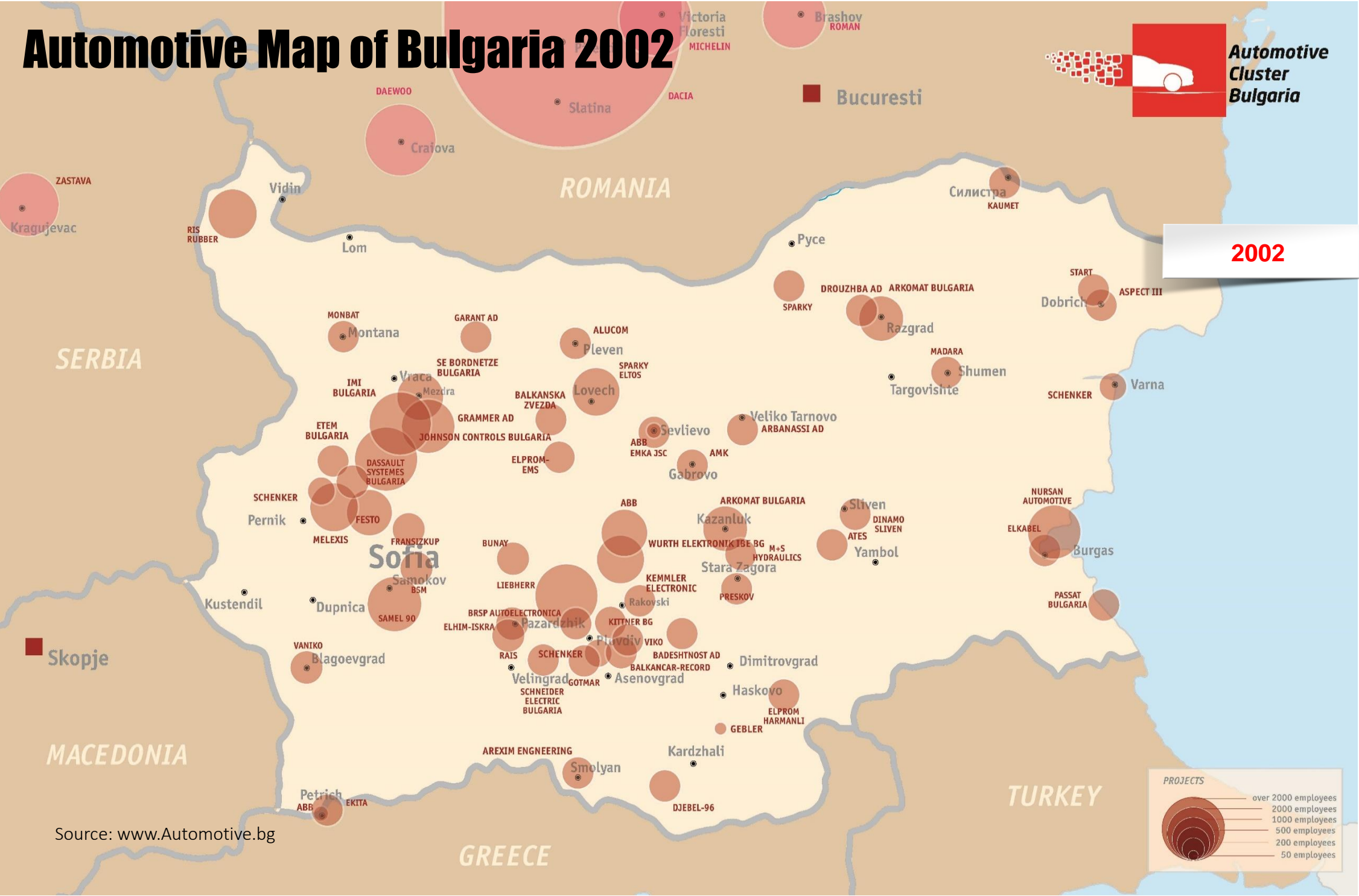




# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



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## History of the automotive investments in Bulgaria

- 1938:** Racho Dzhambazov’s workshop in Botevgrad improves its work - during a visit to the German bus plant Kässbohrer in the town of Ulm, Dzhambazov purchases new machinery. In 1938 a total of 478 vehicles are imported and the total count of the cars in Bulgaria reaches 2585.
- 1939:** The first highway is built. It connects Plovdiv and Pazardzhik.
- 1947:** Racho Dzambazov’s workshop is nationalized. Its first bus, built after the war, is shown during the Plovdiv fair. The factory’s pre-war manufacturing levels of 100 vehicles per year are reached in 1949.
- 1948:** The factory in Botevgrad is renamed to “Chavdar” and begins its partnership with Skoda RTO.
- 1949:** Attempt for truck manufacturing. “Factory 12” in Sofia assembles its first vehicle using parts of different vehicle models.
- 1951:** The assembly of Soviet trolley-busses MTB-82 starts in Sofia. The first vehicle is launched on February 15.
- 1952:** The workshop with Sofia’s tram depot launches the first Bulgarian electro car.



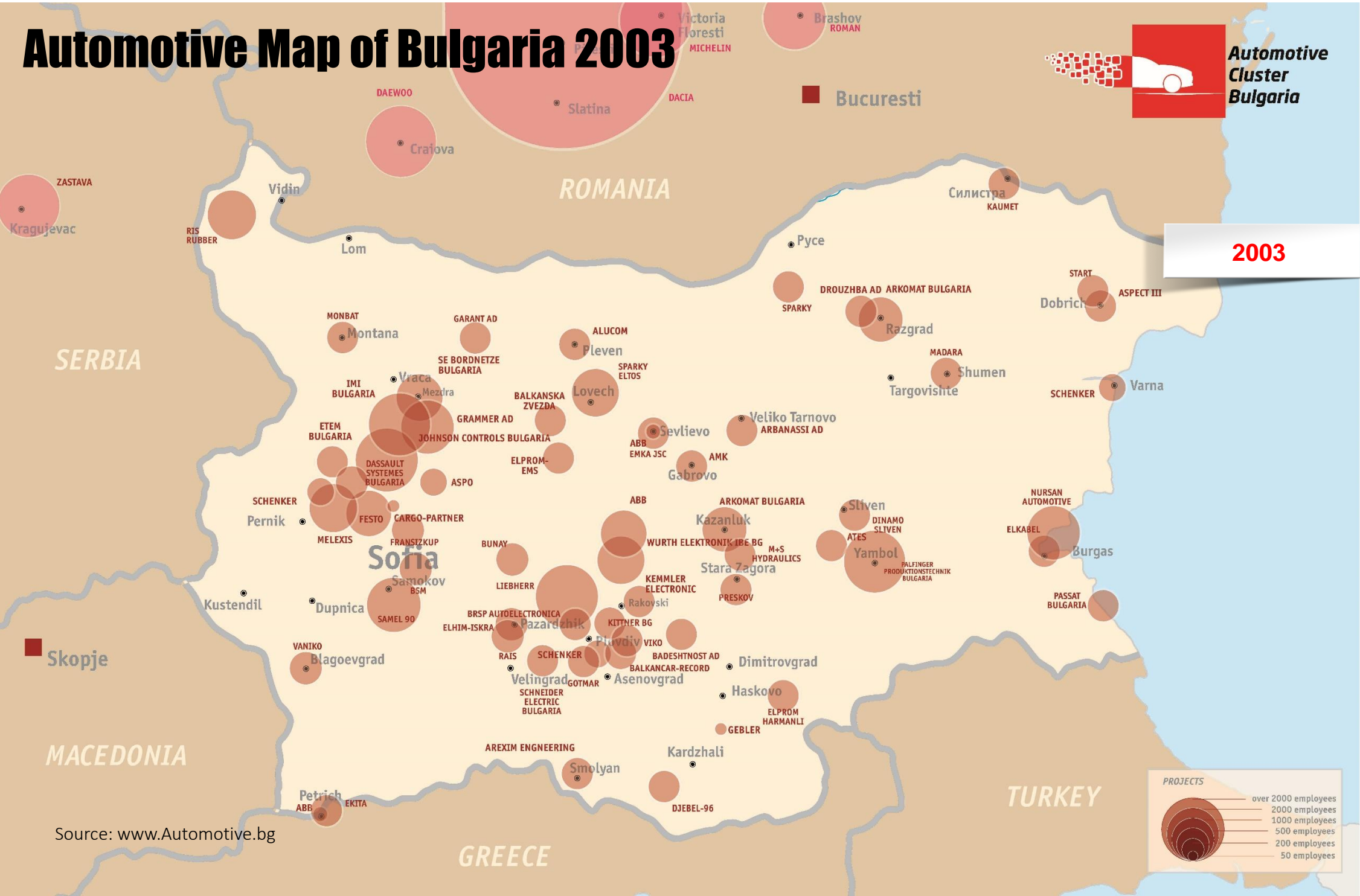
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# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



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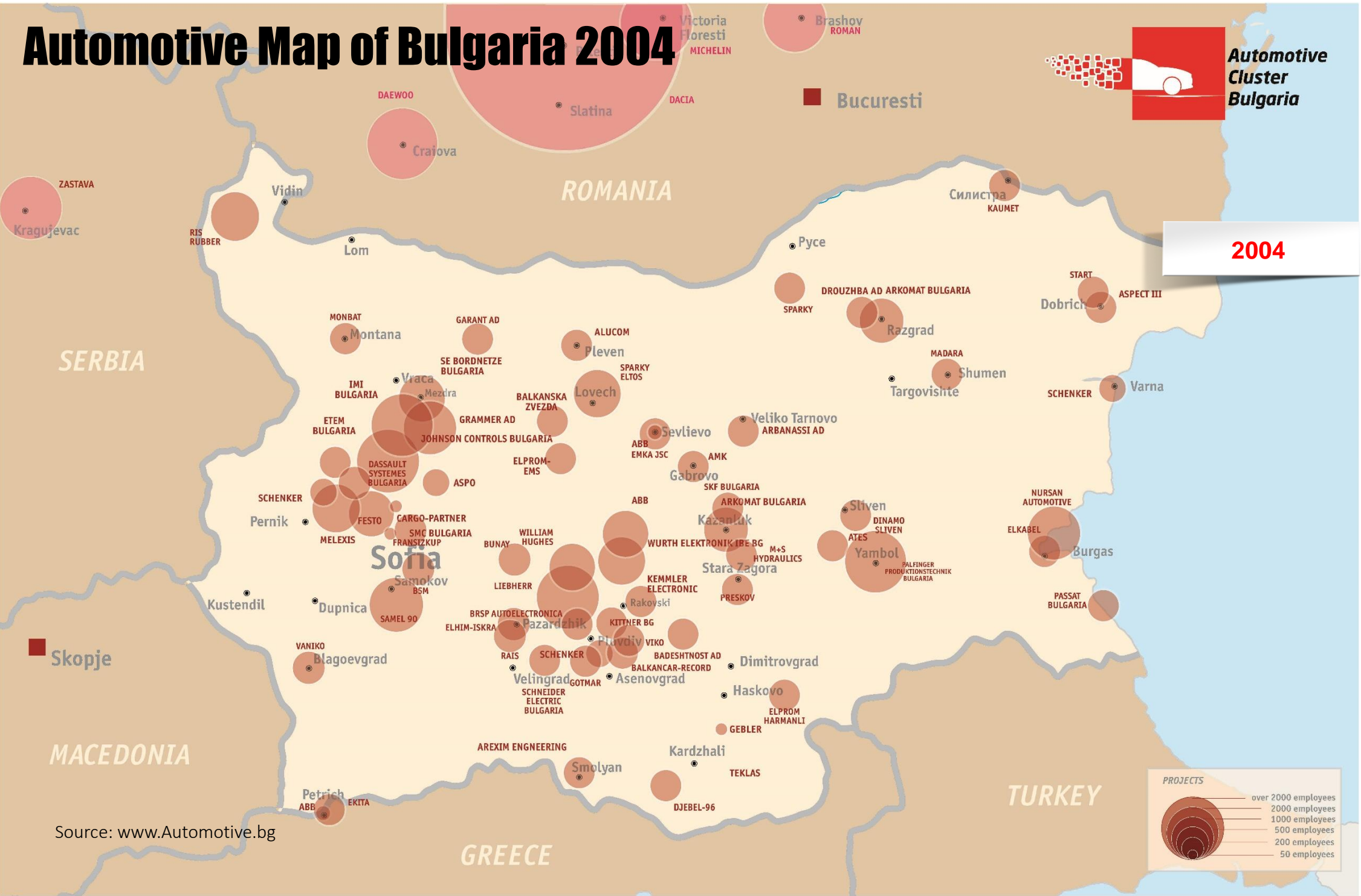
## History of the automotive investments in Bulgaria

- 1956:** The former airplane factory in Lovech (renamed Factory Balkan) manufactures the first Bulgarian motorcycle. According to a decision made on the Seventh session of CMEA, Bulgaria starts focusing on electric trucks manufacturing.
- 1957:** The “Shesti Septemvri” plant in Sofia assembles the first serial electrocars. “Balkancar” exports a total of 150 vehicles to USSR and Czechoslovakia.
- 1960:** The first Bulgarian car – “Balkan 1200” makes its debut on the Plovdiv fair. The car is based on VW Kaefer and remains only a prototype, never entering into mass production.
- 1961:** The first automotive commercial is published on the pages of a Bulgarian media – a commercial of Renault Dauphine in the “Avto-Moto” magazine.
- 1962:** During the Plovdiv fair, Factory “Balkan” – Lovech demonstrates two new prototypes – a pickup truck and a minibus, both based on Volga. They also never enter into mass production.
- 1965:** The first major automotive investment in Bulgaria made. The manufacture of Renault 8 - "Bulgar Renault" started in Plovdiv. Bulgaria and Poland are the first socialist countries with similar production.





# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



## History of the automotive investments in Bulgaria

**1966:** The factory in Lovech starts assembling Moskvich cars. Botevgrad-based “Chavdar” plant launches a new bus model – M81 featuring a modern Bulgarian design.

**1967:** Factory “Balkan” – Lovech starts assembling FIAT models – 850, 850 Coupe and 124 (later known as “Zhiguli”). The manufacturing lasts only four years. During the Plovdiv fair another Balkan minibus prototype makes its debut. HIPKIE designs a prototype of an electric car, named “Pioner 63”. VAMO – a factory based in Varna starts manufacturing diesel engines under license from the English company Perkins.

**1968:** The car “Hebros 1100” is designed. It is planned to replace Bulgarrenault-8 and Bulgarrenault-10, which are made in Plovdiv. SAAB offers to assemble cars in Bulgaria - a unique offer given the fact that SAAB never manufactured their models outside of Scandinavia. The offer is rejected. Madara plant in Shumen starts assembling GAZ and ZIL vehicles.

**1969:** A debut for the most impressive Bulgarian car to date – Bulgar Alpin 1100.

**1970:** “Madara” – Shumen starts cooperating with the Czech factories LIAZ for manufacturing Skoda cargo vehicles. Later it focuses on rear axles. A new Chavdar bus, built under license from Kassbohrer is shown in Plovdiv.

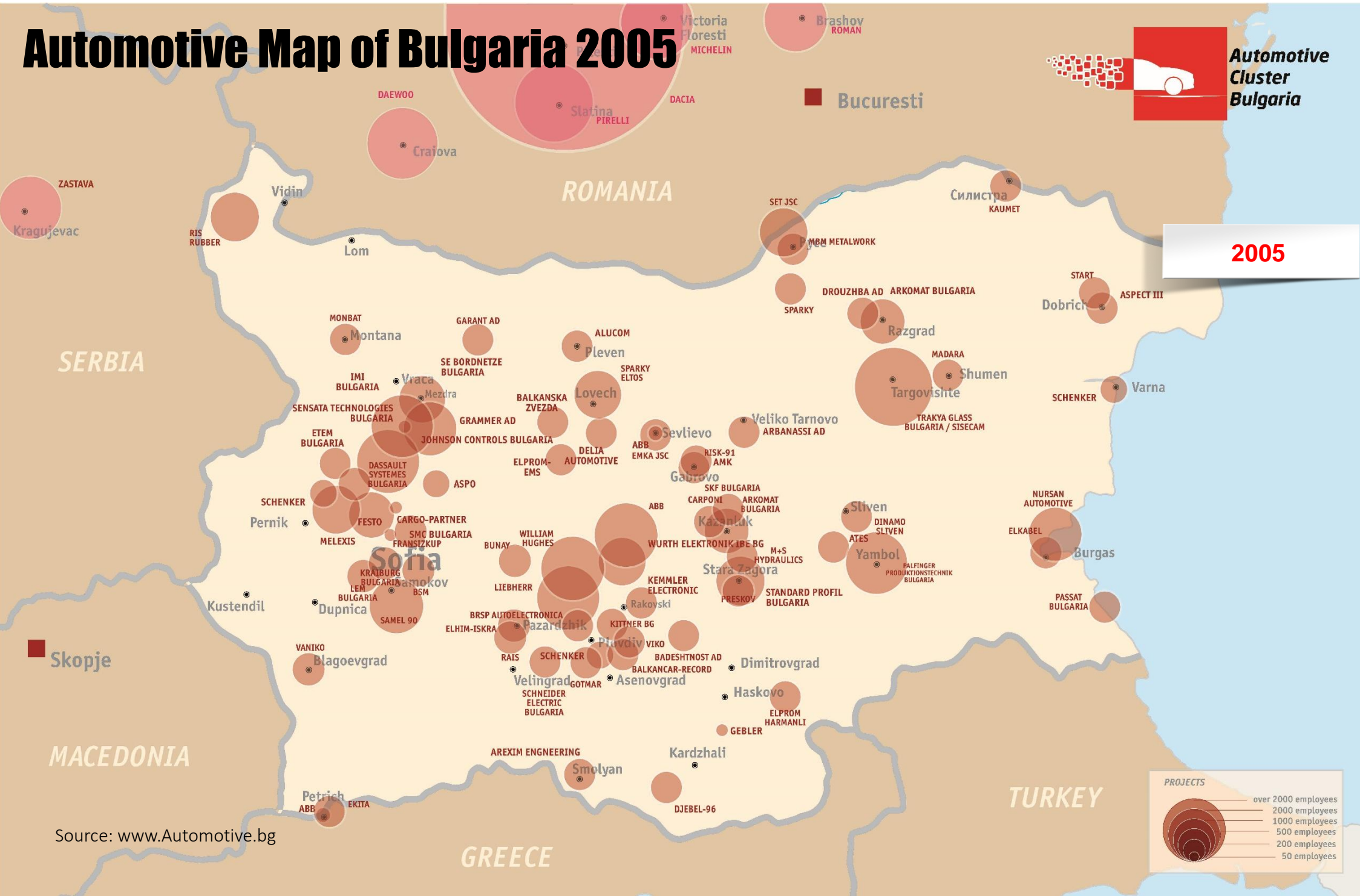




# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



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## History of the automotive investments in Bulgaria

- 1975:** The manufacturing levels of the factory in Lovech reaches 15 000 Moskvich cars per year. The cars in Bulgaria are over 1 million. In 1975 a total of 56 060 cars are sold.
- 1977:** “Chavdar” starts manufacturing Setra busses.
- 1978:** Formula Ester – the first Bulgarian race car is built by the famous racer Boncho Dunev. “Balkancar” becomes the world’s leading manufacturer of lifting and transport vehicles.
- 1979:** The production of Renault in Plovdiv is ceased. The only cars that remain in production in Bulgaria are Moskvich 1360 / 1500. The sell rates exceed 75 000 cars per year.
- 1982:** “Madara” – Shumen starts manufacturing the light lorries Avia.
- 1985:** Velizar Andreev reveals the “Sofia” sports car, which enters into a limited production until the early 1990-s. The factory “Klement Gottwald” in Dobrich starts assembling MAN diesel engines.
- 1988:** The production of “Moskvich 2141 Aleko” starts in Lovech. A total of 37 450 cars are sold.

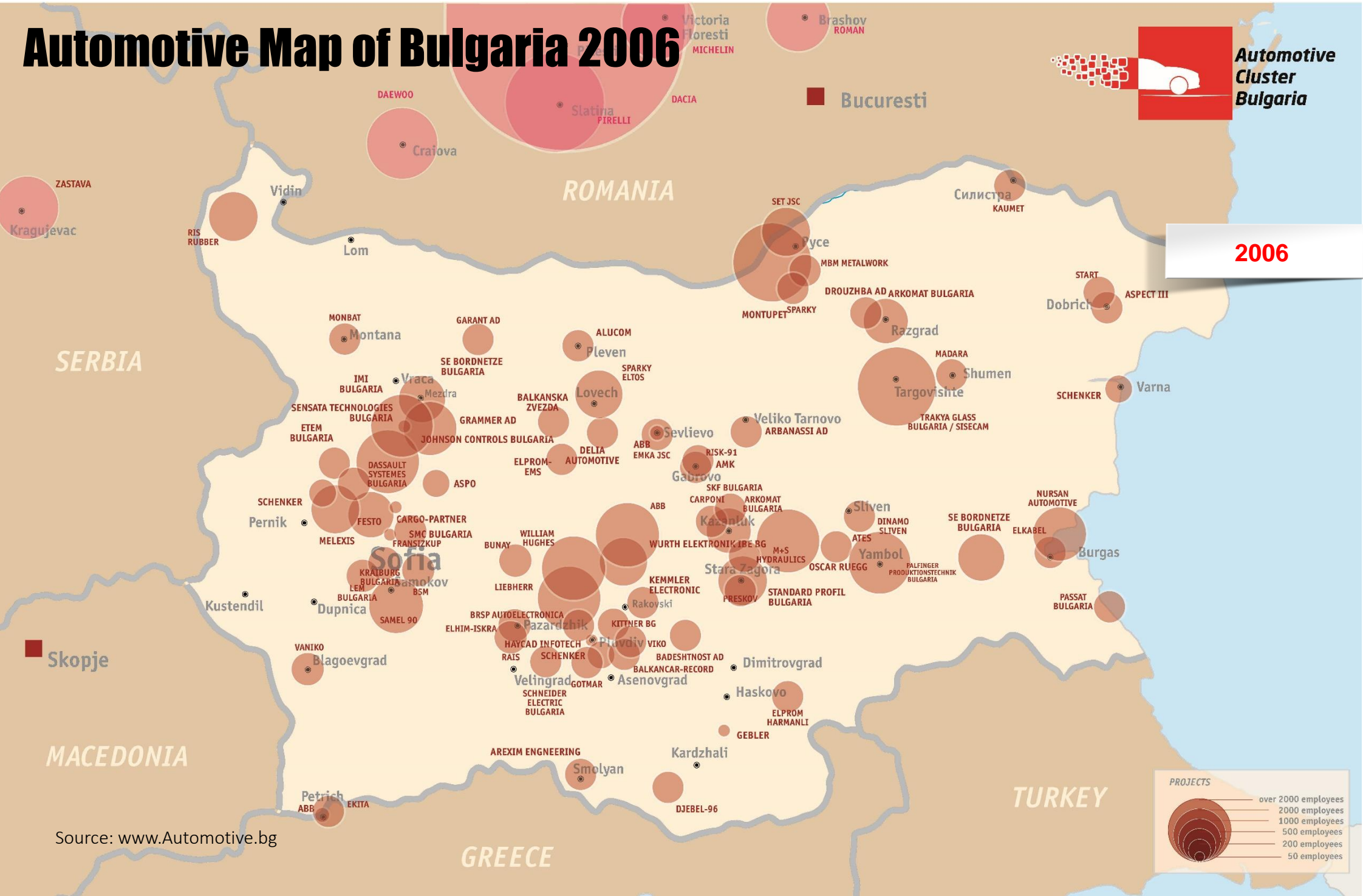




# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



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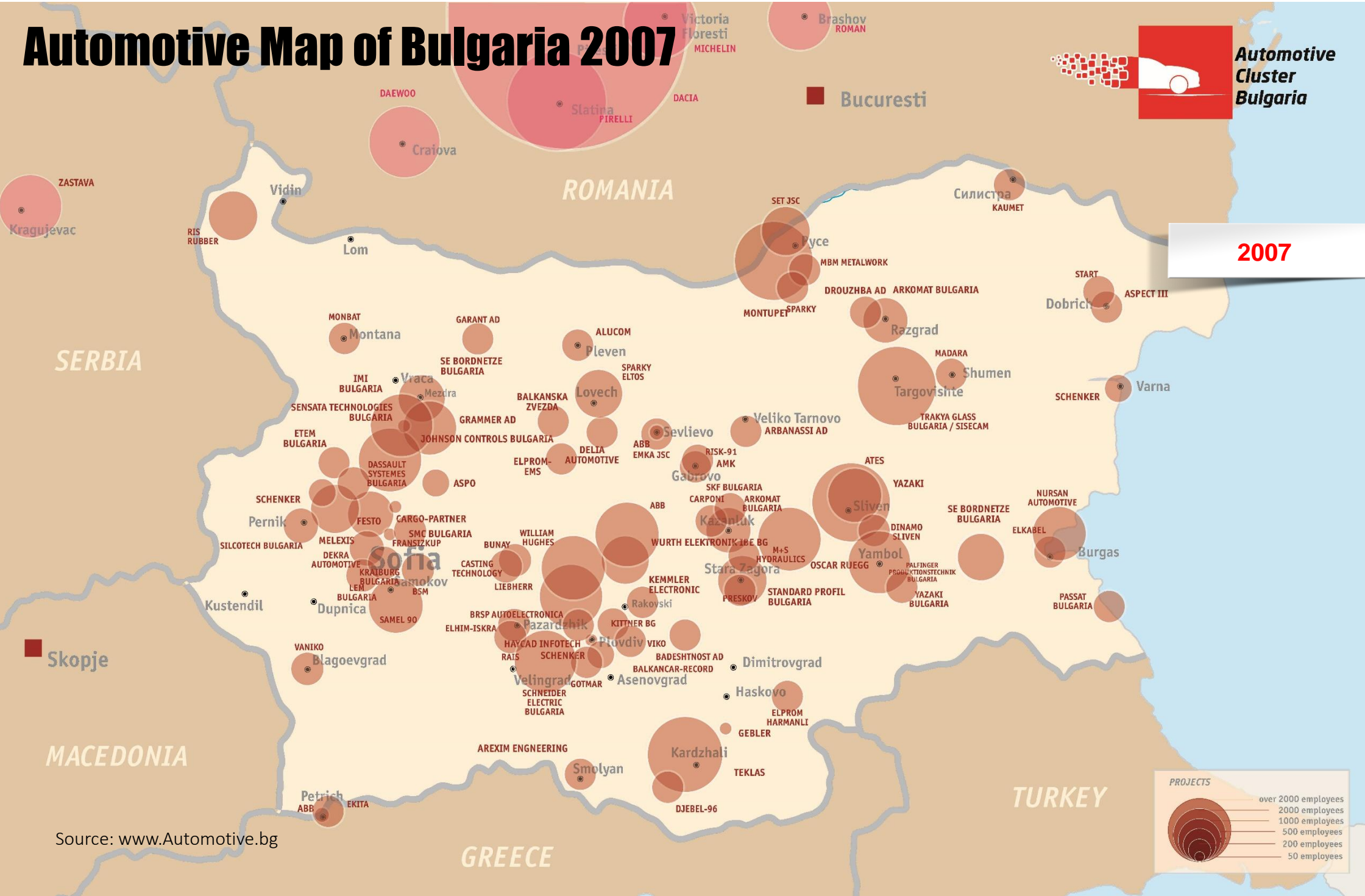
## History of the automotive investments in Bulgaria

- 1989:** The joint Bulgarian-Yugoslavian consortium “Balkanavto” is established. Its purpose – to start manufacturing Zastava models in Bulgaria.
- 1994:** The production of light cargo vehicles NAMCO Ford Pony starts in Dupnitsa, and stops later the same year. Racho Dzhambazov, founder of the Botevgrad factory (later “Chavdar”) dies one year later.
- 1995:** The second large automotive project starts in Bulgaria. Production of Rover Maestro starts in Varna. The manufacturing process continues for six months and a total of 3641 cars are assembled.
- 1996:** A failed attempt for manufacturing of Skoda Beta – a car based on Hyundai. Zastava once again offers to manufacture “Yugo Florida” in Bulgaria, after closing the Rover plant. The sells drop to levels comparable to these from the 1950-s – 7600 new cars.





# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



## History of the automotive investments in Bulgaria

**1997:** Grammer buys the factory in the village of Trudovets, which produces seats and equipment for the buses "Chavdar". Today the plant numbers 1,100 employees and manufactures a wide range of seats for construction equipment, forklifts and trucks as well as components and systems for interior fittings of passenger cars. The production is being successfully exported to Germany, UK, USA, Turkey, China and Russia. The annual turnover of Grammer is €50 million, while the total amount of investments is €19 million for the period since 1997.

**1998:** The first Bulgarian SUV makes its debut – “Preslav”. It never enters mass production. One year later the “Chavdar” bus factory is shut down.

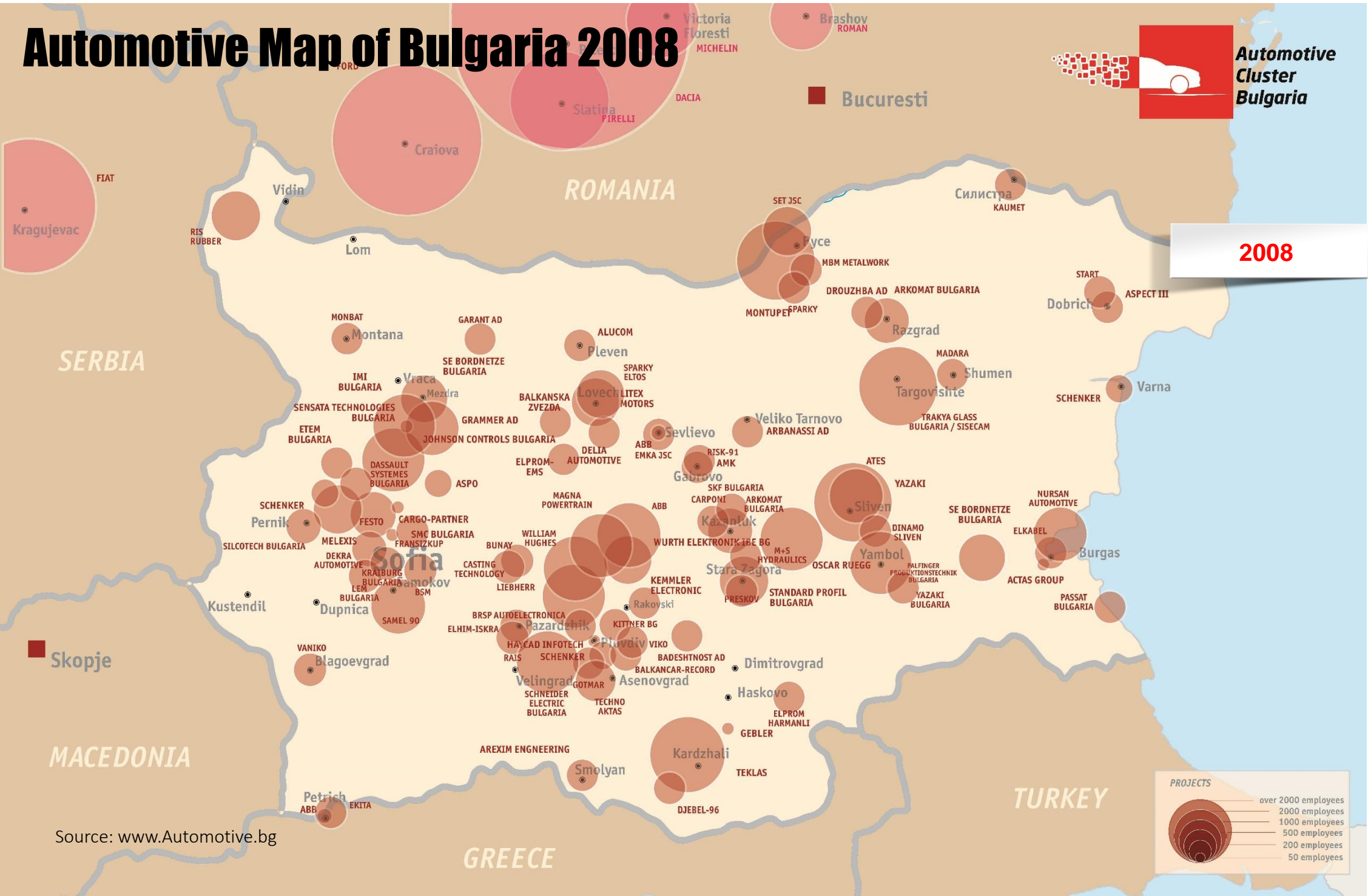
**2000:** “Melexis” – a Belgian company producing automotive electronic components, establishes a branch in Bulgaria which still successfully operates.

**2001:** “Johnson Controls” – the world’s leader in the area of automotive electronics and software, establishes a department in Sofia. Its activities are in the area of research and development of automotive products for Citroen, Nissan, Renault and others.





# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



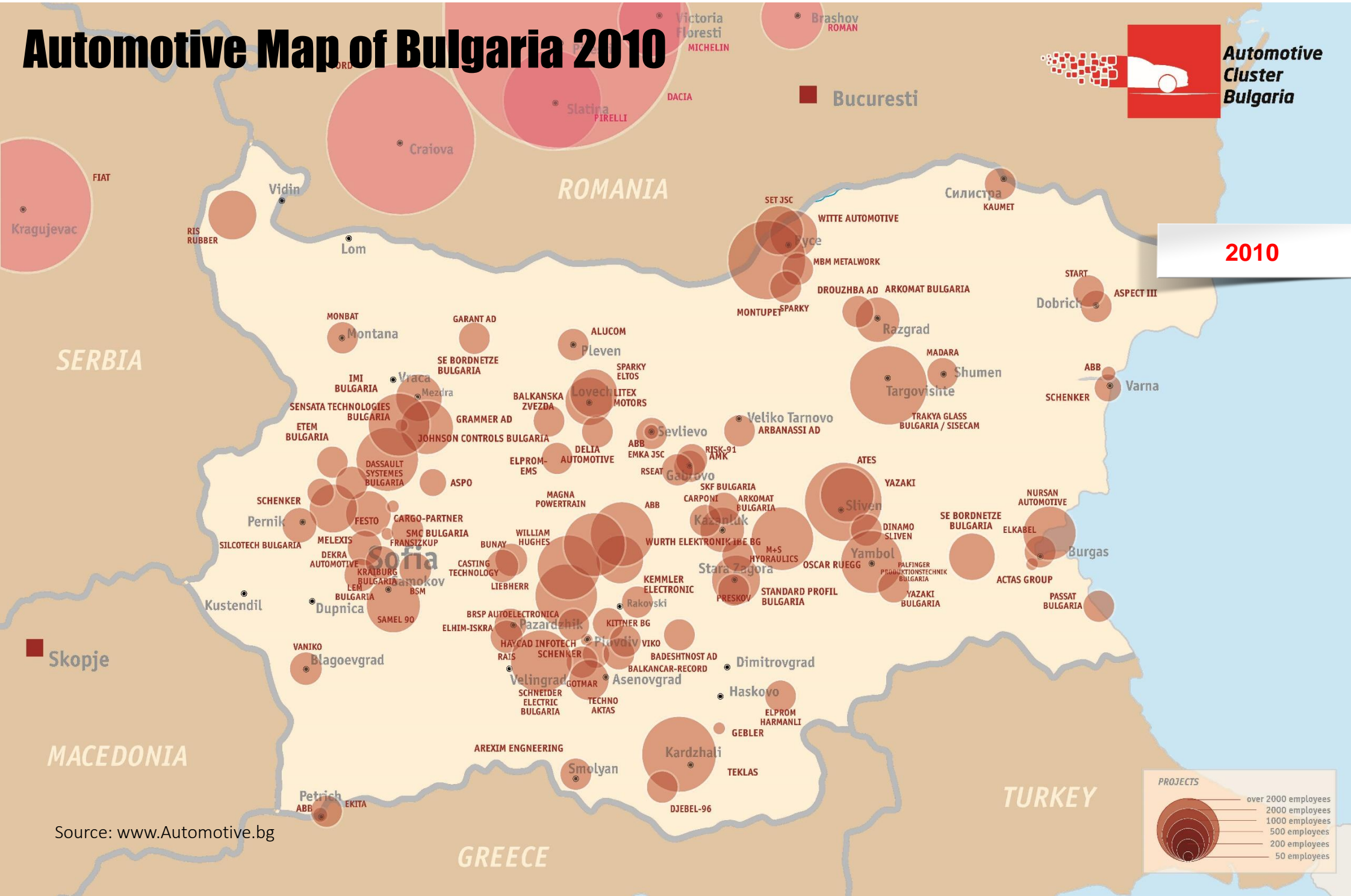
## History of the automotive investments in Bulgaria

- 2004:** Opening of the “Sensor Nite” factory in Botevgrad. The plant manufactures and delivers temperature sensors to leading car manufacturers such as Volkswagen Group and Hyundai.
- 2005:** The first foreign investment of Standard Profil, Standard Profil Bulgaria starts operations in Stara Zagora.
- 2006:** “Melexis Bulgaria” starts a new factory in Sofia. The Turkish company “Teklas”, specialized in producing rubber and plastic car components, opens a manufacturing plant in Kardzhali.
- 2007:** The Japanese corporation “Yazaki” builds a factory for automotive wiring equipment in Yambol. It produces components for Renault.
- 2008:** The aluminum component factory in Ruse, part of the French “Montupet” group officially starts working. The plant produces cylinder heads and suspension components for Audi, BMW / PSA and Renault.
- 2009:** The “Vitte Automotive” factory in Ruse starts manufacturing locking mechanisms for car hoods, size compensators and other components.





# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



## History of the automotive investments in Bulgaria

**2011:** “Trakia Glass Bulgaria” opens a factory for car windows in Targovishte. Its products are used in Dacia, Skoda, Audi, BMW and other car models. “Teklas” opens a second plant for rubber and plastic components in Kardzhali.

**2012:** The “Litex Motors” automotive factory near the village of Bahovitsa, manufacturer of the Chinese “Great Wall” cars, officially starts working. The models coming from the assembly line are the compact “Voleex C10”, the SUV “Hover H5” and the pickup “Steed”. In Sliven, “Yazaki” prepares for the production of wiring sets for Ford. The supplier for “BMW ALC” opens a factory for leather seats in the village of Musachevo, near the town of Elin Pelin.

**2013:** According to the Financial Times the Bulgarian automotive industry becomes an example of successful development, the sector sales exceed 1 billion euros and more than 5% of the total country’s export. 24,953 new vehicles are registered.



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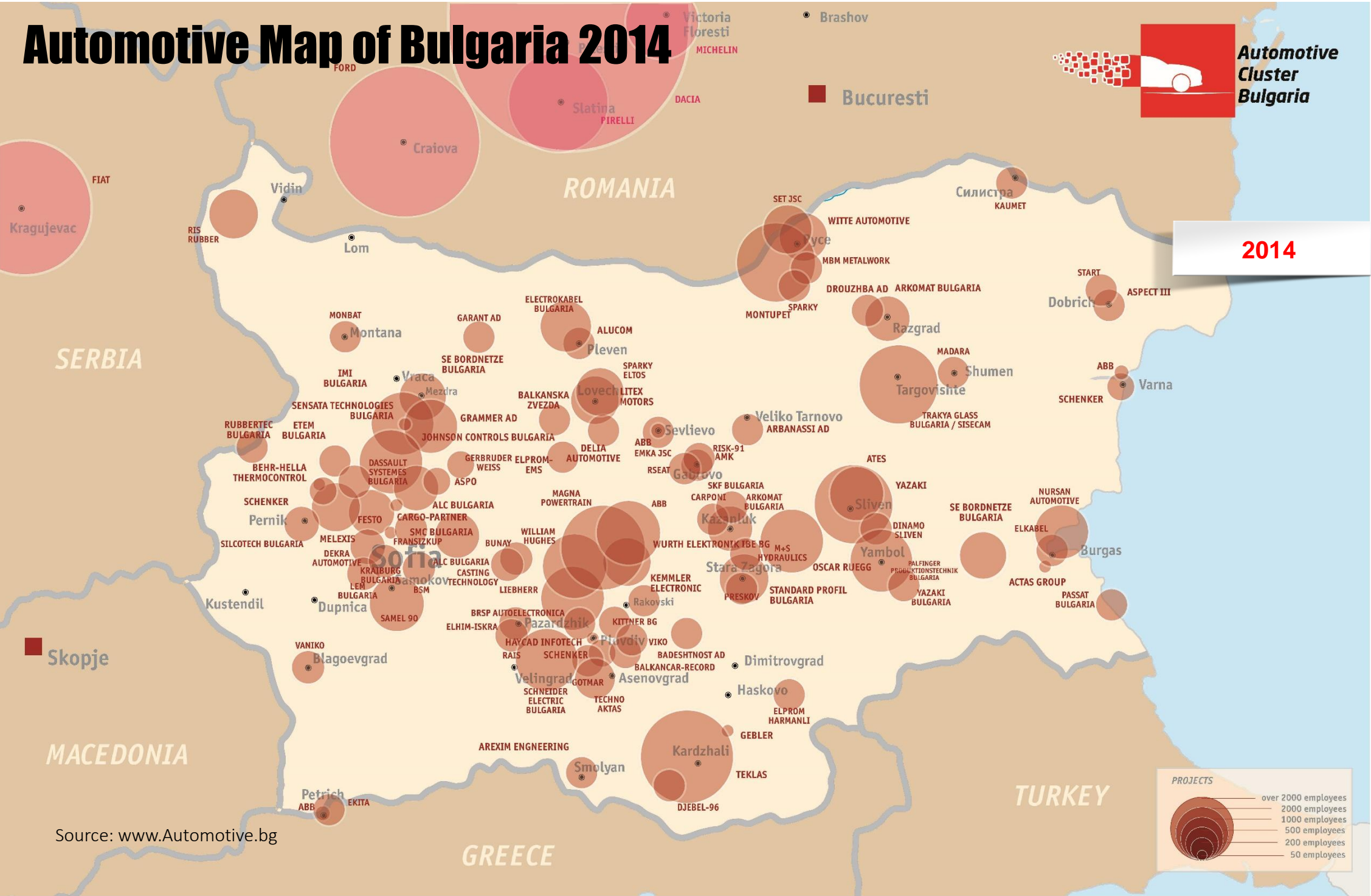


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# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



## History of the automotive investments in Bulgaria:

**2014:** The manufacture of Great Wall Hover H6 and special versions of the pickup Steed started. ALC opens a second plant near Ihtiman. 24,331 new passenger vehicles are sold.

**2015:** The factory of Standard Profil in Stara Zagora doubles production capacity with an additional building.

**2015:** Behr-Hella Thermocontrol GmbH (BHTC) opens in Bozhurishte Industrial Zone. The German company is one of the key OEMs for Lamborghini, Porsche, Bugatti, Volkswagen, Audi, Bentley, Ford and Renault.

**2016:** Sensata opens its second plant in the Maritsa Industrial Zone.

**2016:** Visteon opens R&D center in Sofia with capacity 1000 engineers.

**2017:** Sensata opens R&D center in Sofia with capacity 600 engineers.

**2017:** Yazaki has opened factory for cable & harnesses with capacity 5 000 working places.

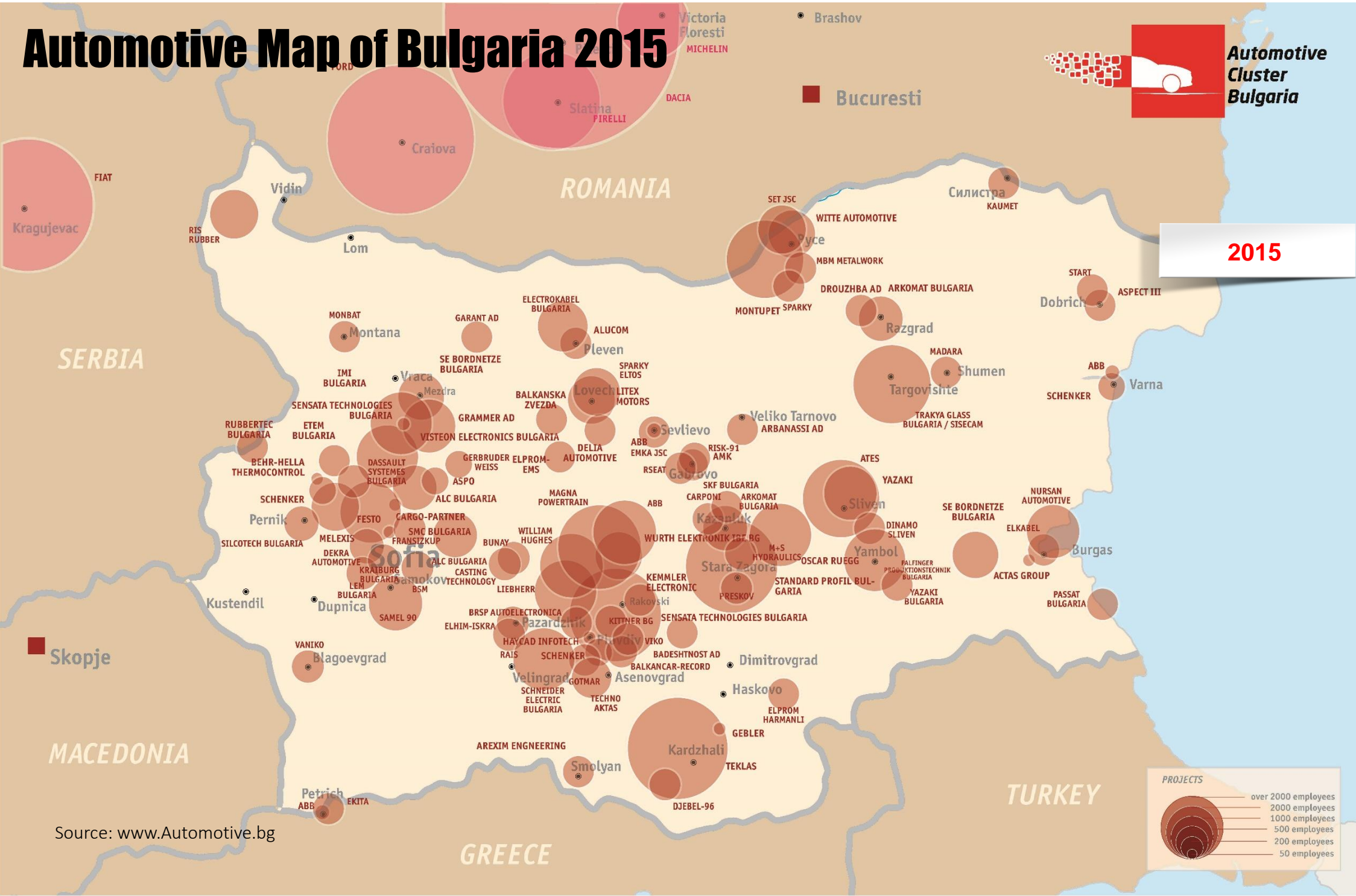




# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



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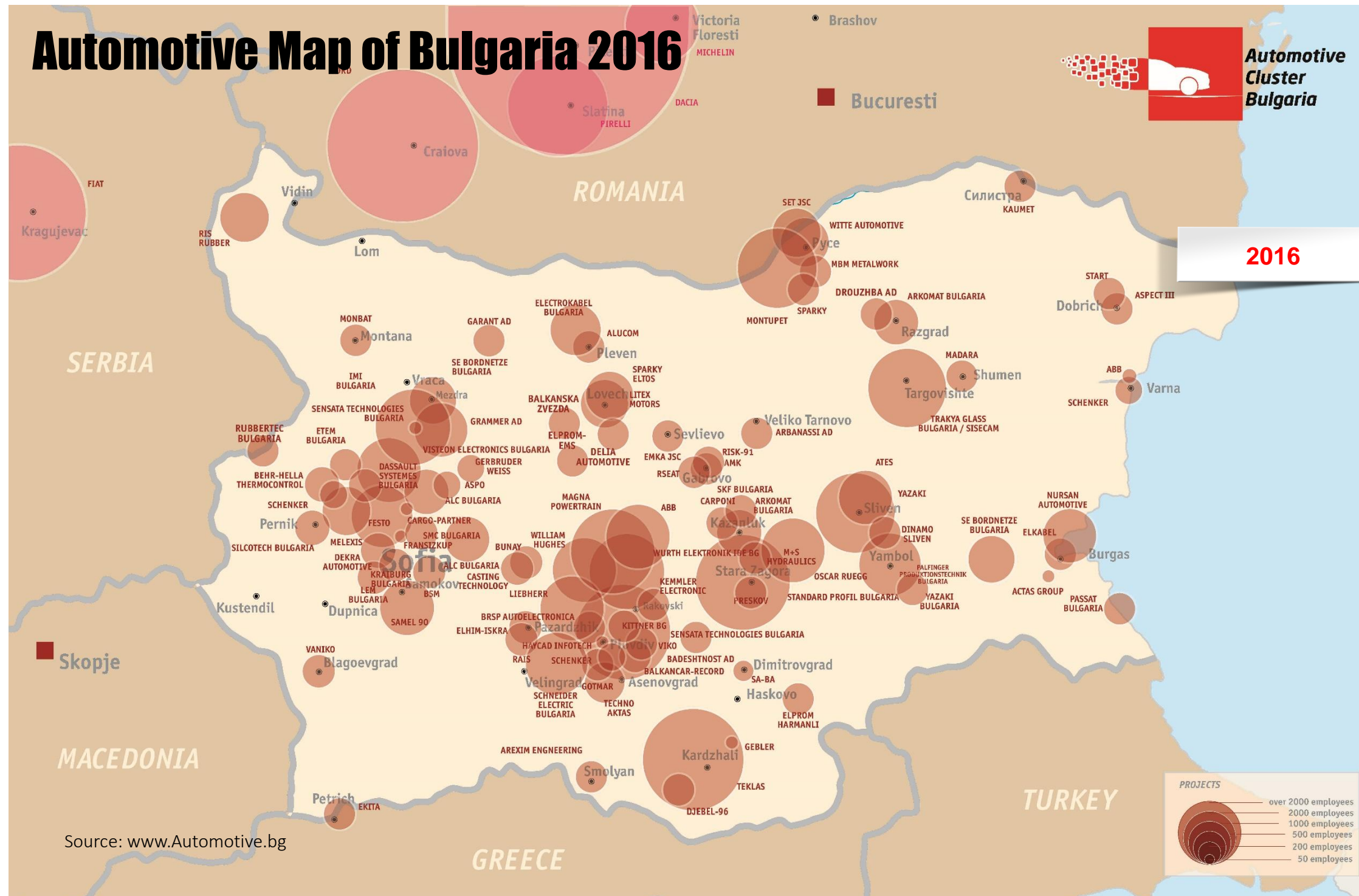
## History of the automotive investments in Bulgaria:

- 2018:** Automotive Cluster Bulgaria announced the start of the construction of Automotive R&D Center worth 45€ million;
- 2018:** ETEM patented innovative battery case for electric cars;
- 2018:** Magna starts new investmentc in Bulgaria for the period 2018-2021 for more than 100€ million;
- 2018:** ETEM announced plans to expand its factory in Sofia with an investment worth more than 50€ million;
- 2018:** SENSATA announced plans to build a third plant in Bulgaria with an investment of more than 100€ million;
- 2018:** Melexis Bulgaria starts expanding its plant in Sofia with an invest of over 75€ million;
- 2018:** The number of companies in Bulgarian Automotive industry will exceed 150





# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



## Political and business stability

Bulgaria is a member of the European Union, NATO and WTO. The stability of the currency is supported by the currency board, pegging the Bulgarian lev to the euro at the level of 1.96. Bulgaria has one of the lowest government debts in the European Union (18.9 % of GDP) and one of the lowest budget deficits (-1.5%) as of 2013.

## Low cost of doing business

Bulgaria has the most favorable tax regime in Europe. Corporate income tax rate is 10%, the lowest in the EU. Personal income tax is 10 %, flat rate. Industries in high-unemployment areas are granted 0% tax rate.

There is a 2-year VAT exemption for imports of equipment for investment projects over €5 million, creating at least 50 jobs. Depreciation time for computers and new manufacturing equipment is 2 years.

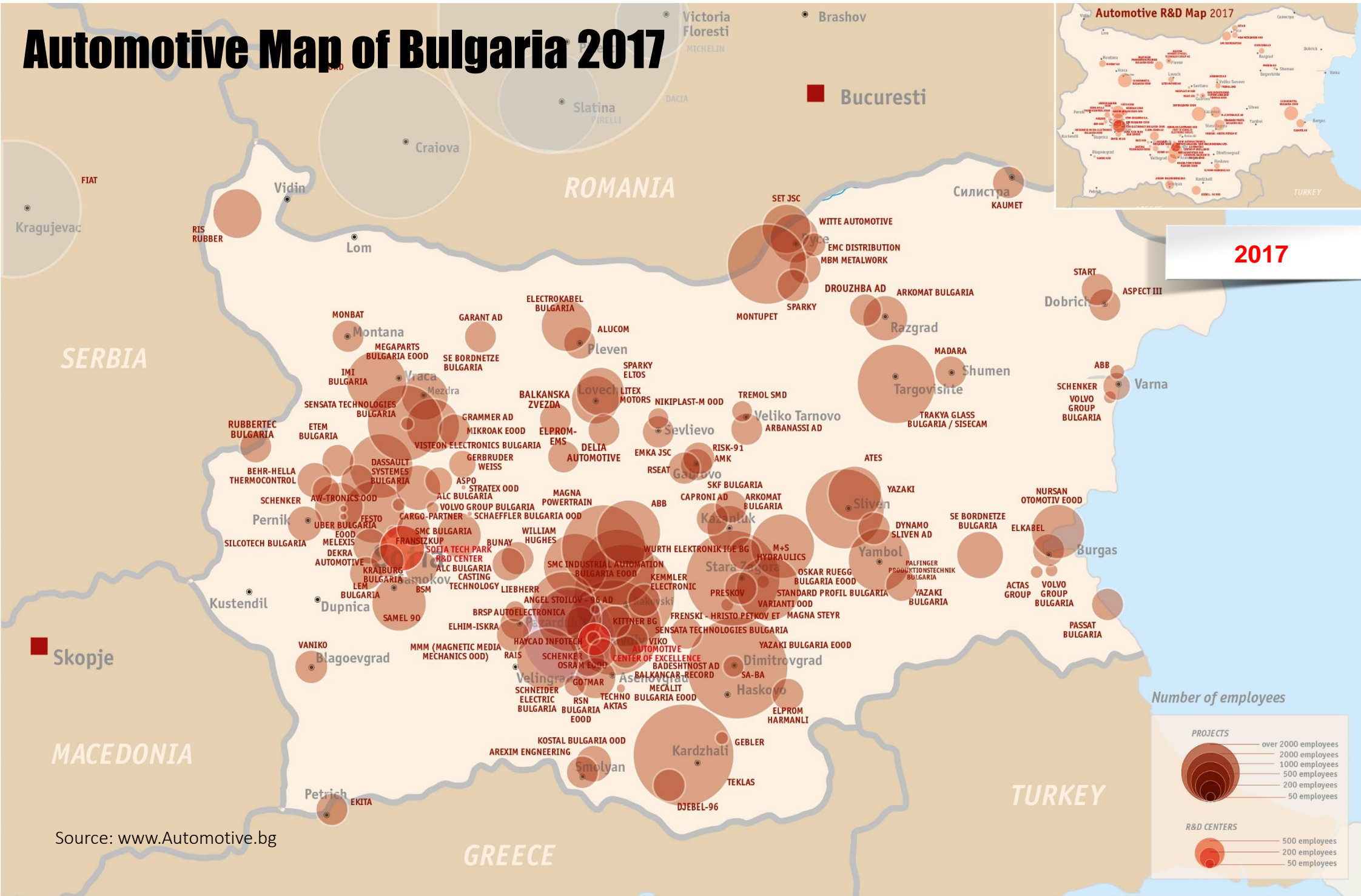
5% withholding tax on dividends and liquidation quotas (0% for EU tax residents).

Bulgaria has one of the most competitive costs of labor in Central and Eastern Europe. Favorable office rents and low cost of utilities. Bulgarian cost of electricity for industrial users is 70% of the European average.





# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



### Strategic location

Located at the heart of the Balkans, Bulgaria is a strategic logistics hub. Ease of transportation of cargo is provided by:

- Five Pan-European corridors (IV, VII, VIII, IX, X) which pass through the country.
- Four major airports: Sofia, Plovdiv, Varna and Burgas
- Two main seaports: Varna and Burgas
- Numerous ports along the Danube River

### Access to markets

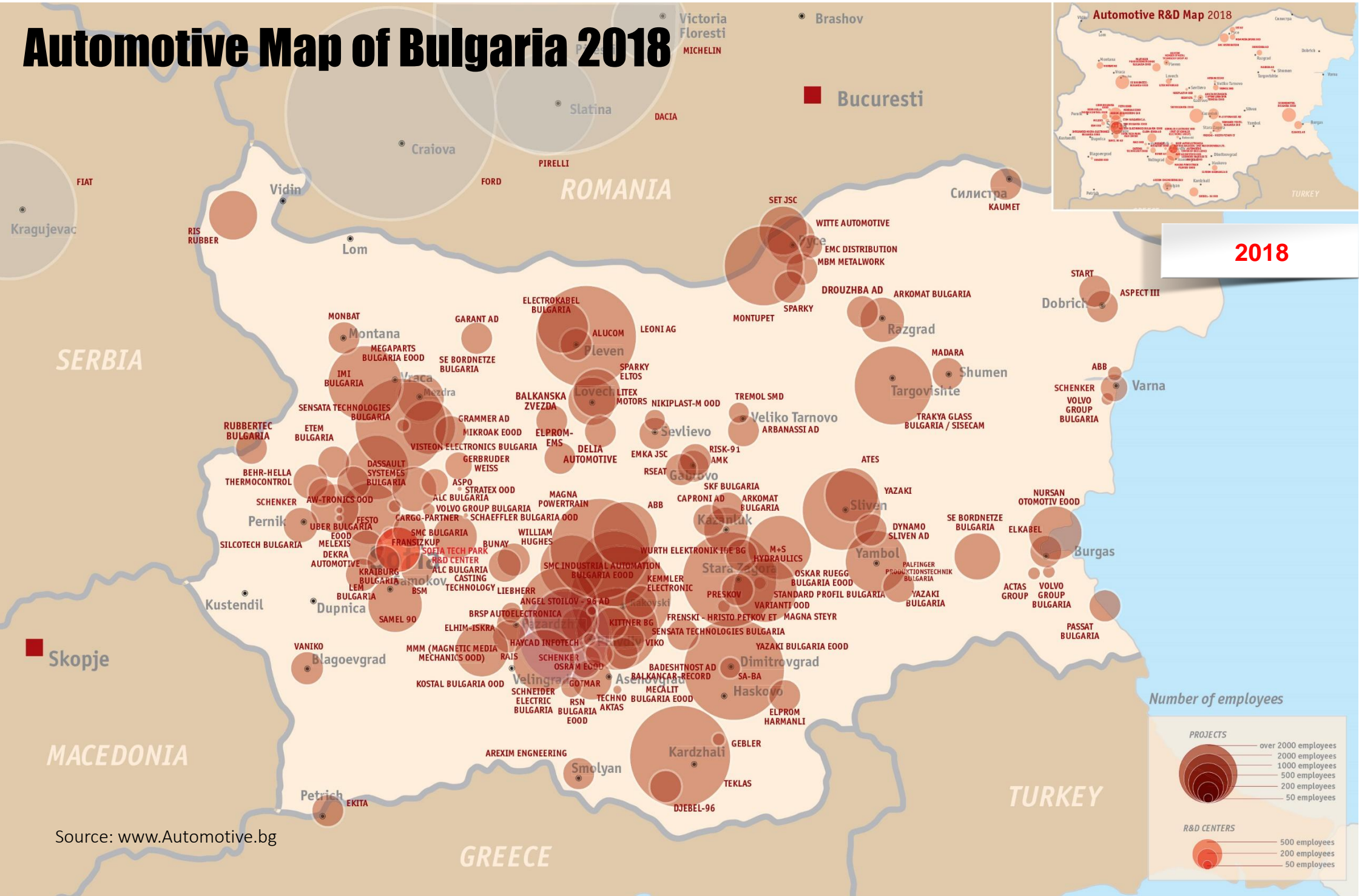
Due to its location Bulgaria provides direct access to the following key markets:

- European Union – zero tariff market with population of 500 million
- CIS – still not well penetrated market with a high potential
- Turkey – zero tariff market of near 80 million population
- Middle East – a market with high purchasing power
- North African market





# Bulgarian Automotive Industry Overview: Automotive Map of Bulgaria 2000 - 2018



## Human resources

- Work force is well educated, highly skilled and multilingual;
- 62.2 % of the total population is in working age (approx. 4.6 million);
- 60.000 students annually graduate from 51 universities;
- 98% of the high school students study a foreign language (usually English) and 73% study a second language (mainly German, French, Spanish, Russian);
- 98% of the schools have Internet access;
- Partnership with Technical Universities in Burgas, Ruse & Sofia in the field of mechatronics and automotive;
- Partnership with Technical Schools for Dual Education in the field of mechatronics and automotive;
- Automotive Cluster Training Center;

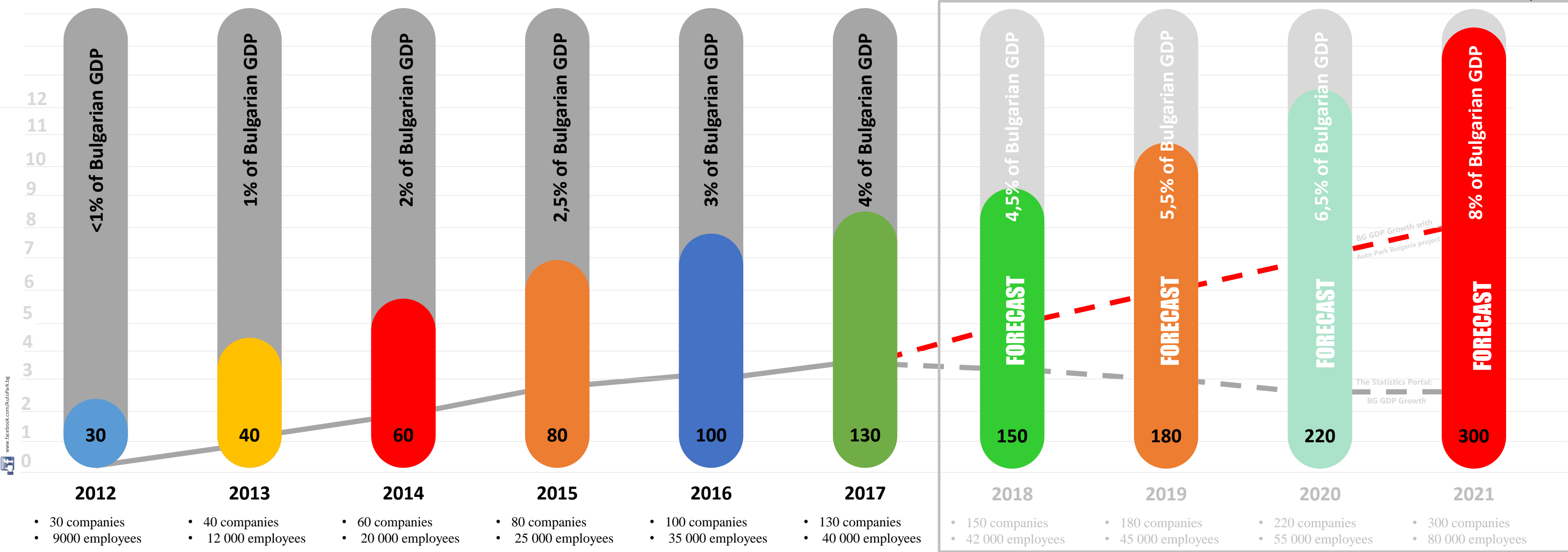
Sources: Invest Bulgaria Agency (IBA) & Automotive Cluster Bulgaria





# Bulgarian Automotive Industry Overview: Development 2012 - 2021

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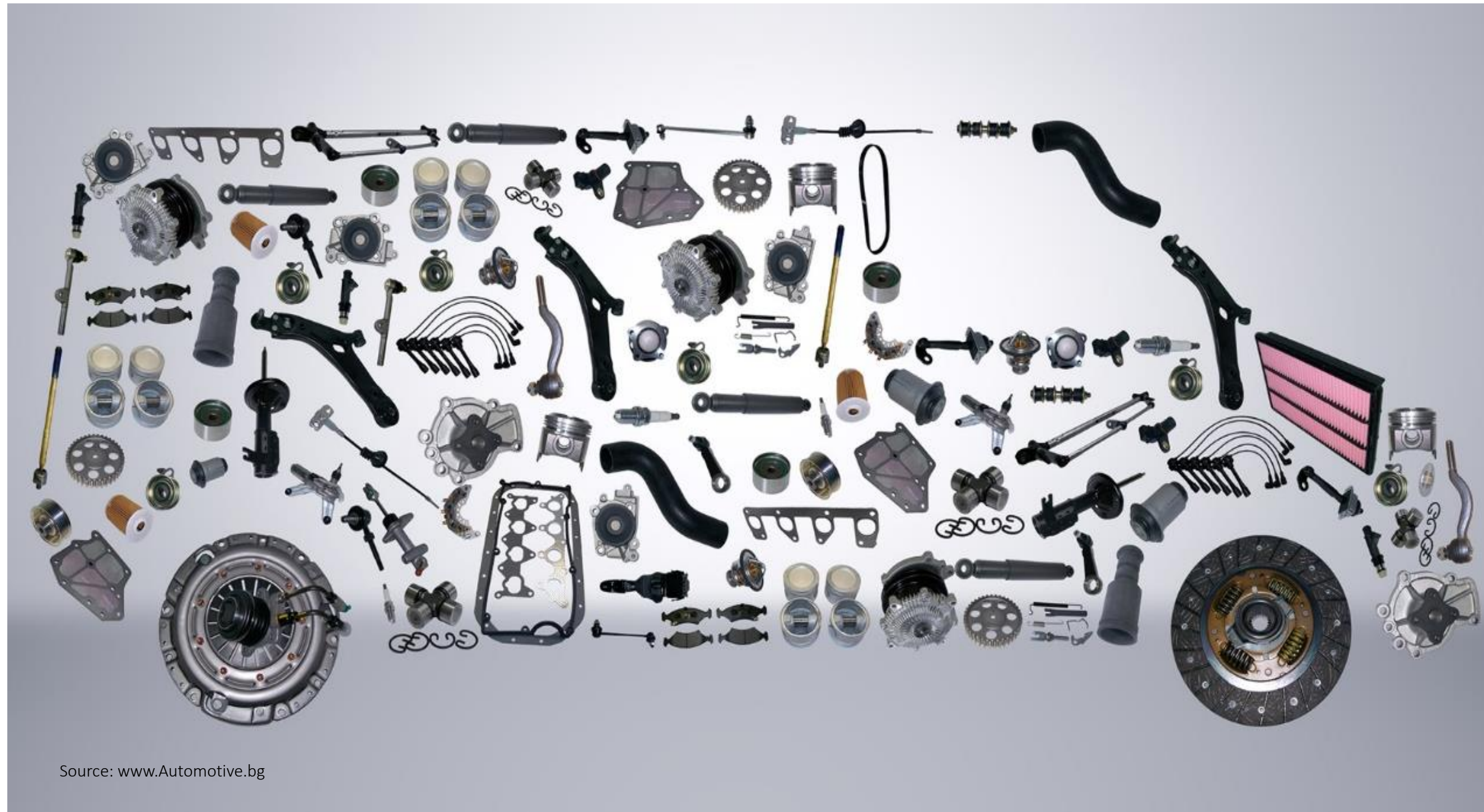


Source: [www.Automotive.bg](http://www.Automotive.bg)



# Bulgarian Automotive Industry Overview: Successful Bulgarian Automotive Examples

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Source: www.Automotive.bg

→ More than 130 large enterprises from the automotive industry in Bulgaria produce parts for almost any brand of the global automotive industry

→ Most of the companies are Tier 1, 2 and 3 suppliers, there is one producer with assembly plant. The export is for 9 of 10 of the biggest carmakers in the world.

**220+ Automotive suppliers**

→ R&D companies are focused on improving the automation of manufacturing as well as designing contemporary electronic systems

→ With over 4% of Bulgaria's Gross Domestic Product and around 40 000 occupied, the automotive industry is surely taking the leading position in the economy of the country.

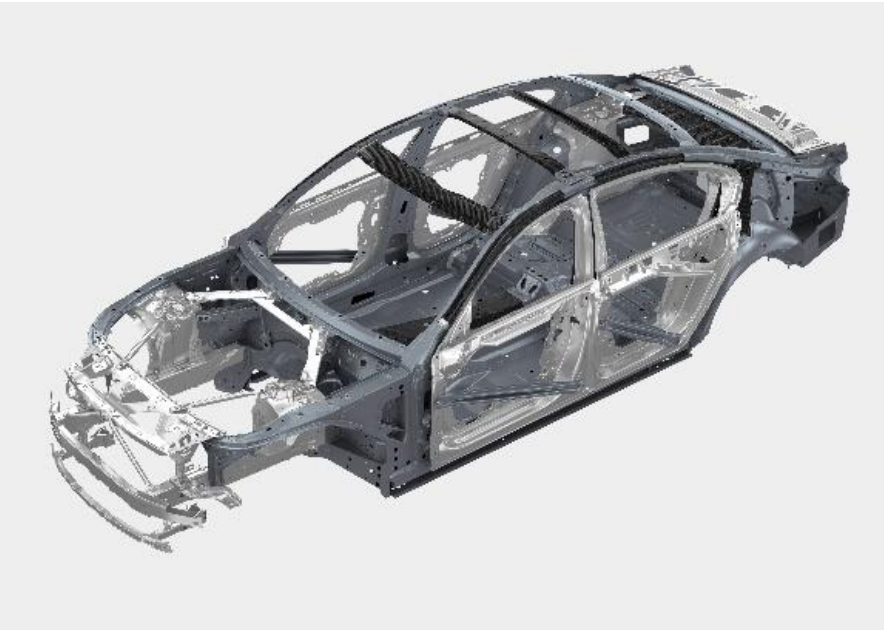




# Bulgarian Automotive Industry Overview: Automotive Innovations from Bulgaria



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G11/G12 BMW 7-SERIES  
ALUMINIUM BODY DETAILS



**BG Aluminum  
Frame**

**50 MILLION € NEW  
INVESTMENT IN BG**



Source: [www.Automotive.bg](http://www.Automotive.bg)

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# Bulgarian Automotive Industry Overview: Automotive Innovations from Bulgaria



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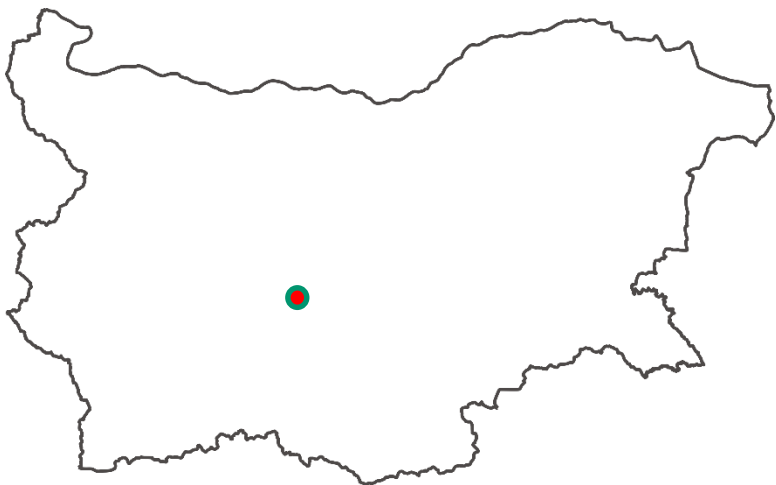


MERCEDES-BENZ C-CLASS OIL PUMP



**BG Oil & Servo Pumps**

**100 MILLION € NEW INVESTMENT IN BG**



Source: [www.Automotive.bg](http://www.Automotive.bg)

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# Bulgarian Automotive Industry Overview: Automotive Innovations from Bulgaria



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## 2018 AUDI A8 IC SYSTEMS



**ELECTRONIC  
AUTO CHIPS**

**75 MILLION € NEW  
INVESTMENT IN BG**



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# Bulgarian Automotive Industry Overview: Automotive Innovations from Bulgaria

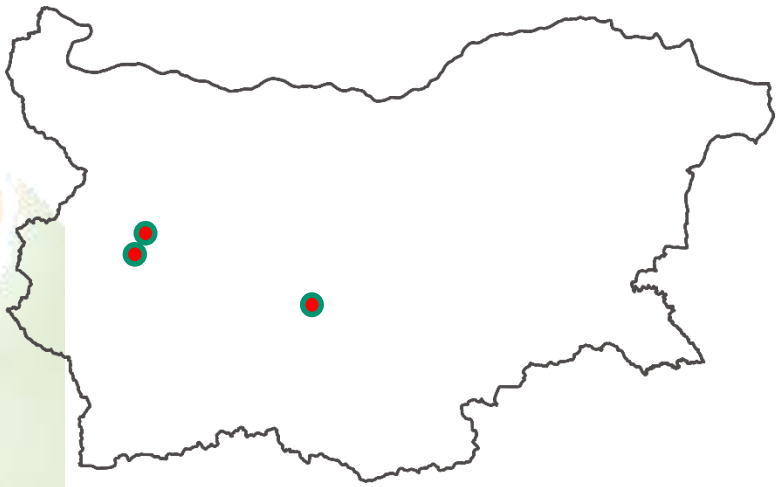


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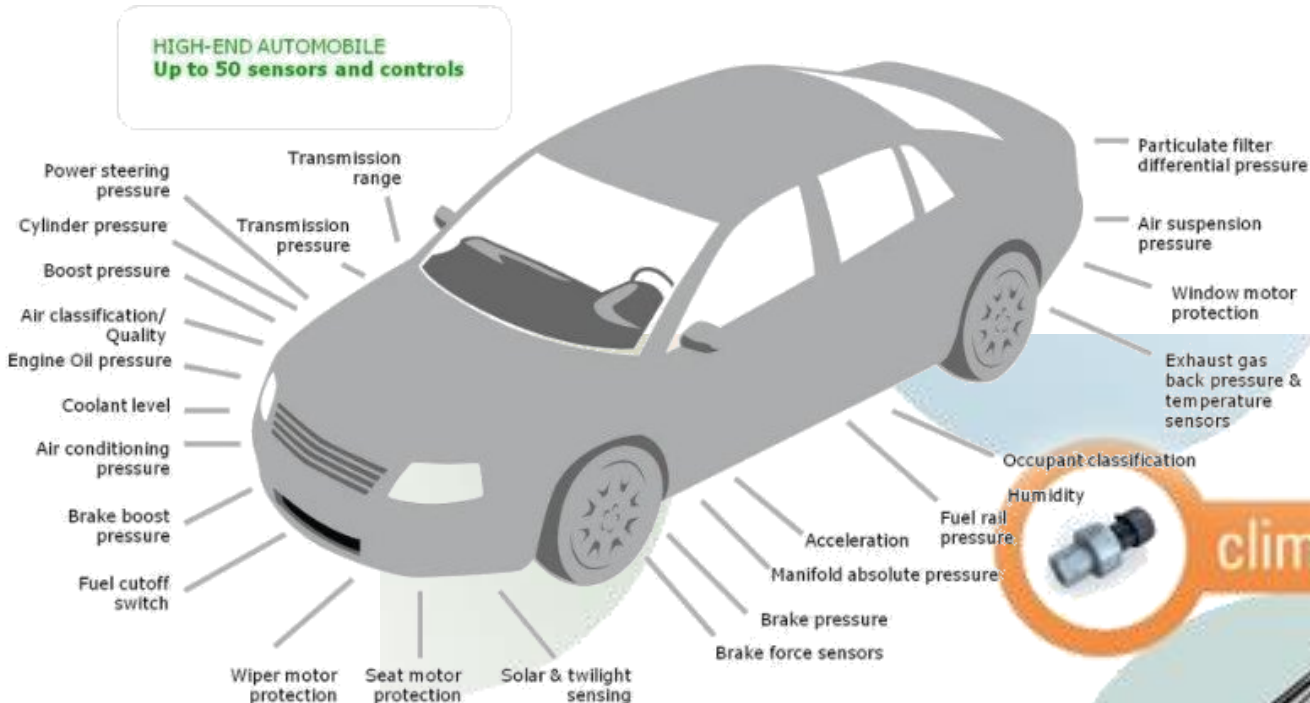
**AUTOMOTIVE SENSORS**

**100 MILLION € NEW INVESTMENT IN BG**



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**80% OF SENSORS IN ALL EUROPEAN CARS MADE IN BG**



**climate control sensing**

**engine sensing**

**exhaust sensing**

**fuel sensing**

**transmission sensing**

**brake sensing**

Source: [www.Automotive.bg](http://www.Automotive.bg)





# Bulgarian Automotive Industry Overview: Automotive Innovations from Bulgaria



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## ALUMINIUM BATTERY BOXES FOR ELECTRIC VEHICLES



**Battery  
Cases**

**50 MILLION € NEW  
INVESTMENT IN BG**



Source: [www.Automotive.bg](http://www.Automotive.bg)

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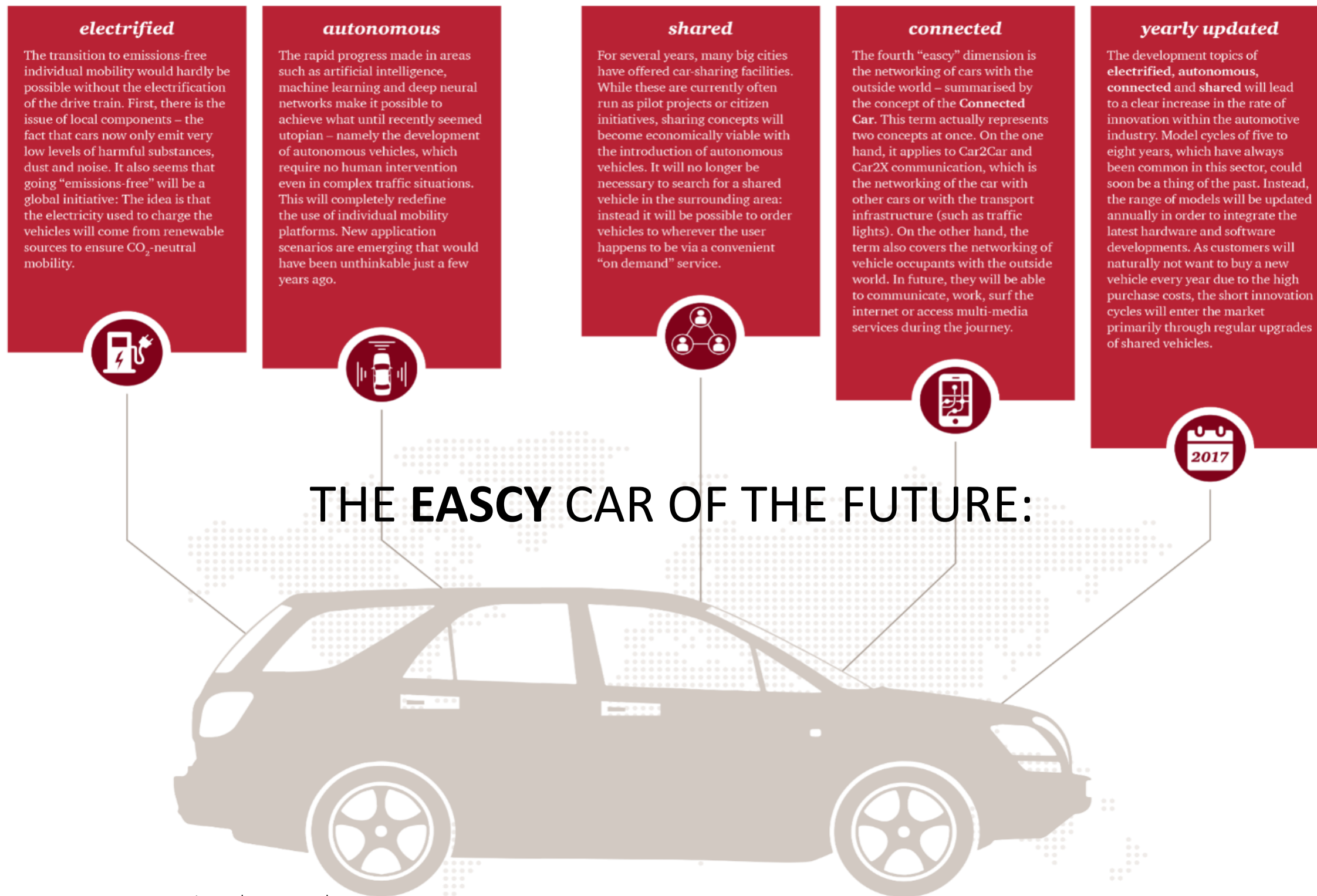
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# Bulgarian Automotive Industry Overview: Future trends & technologies

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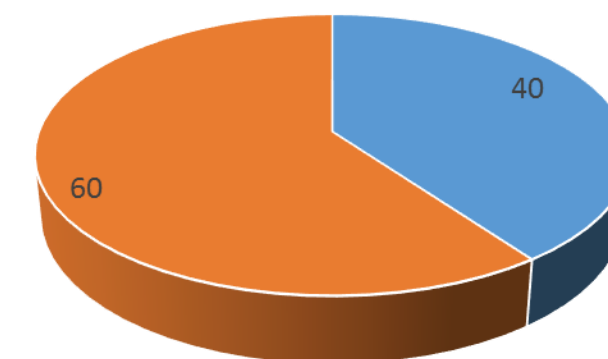
The car of the future is **electrified, autonomous, shared, connected and yearly updated** – or “EASCY” for short.

- It will emit less exhaust fumes and noise into its environment because it is electric;
- It will take up less personal time and space because it moves autonomously;
- It will be more accessible because users will not need a driving licence to use it;
- It will be more affordable because it will no longer have to be bought outright but can instead be paid for in small amounts per use;

**Future trends & technologies**

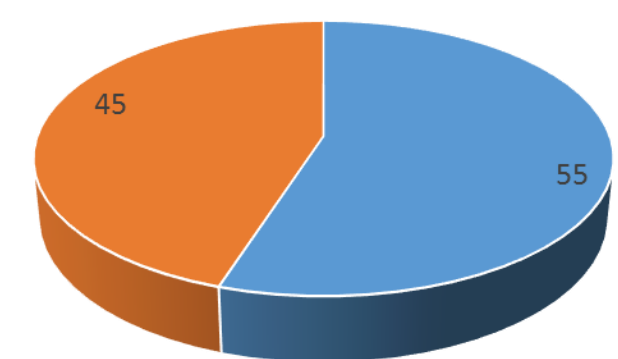
## What does 2030 mobility look like?

Autonomous vs Driver



■ Autonomous vehicles ■ Traditional cars

New car sales



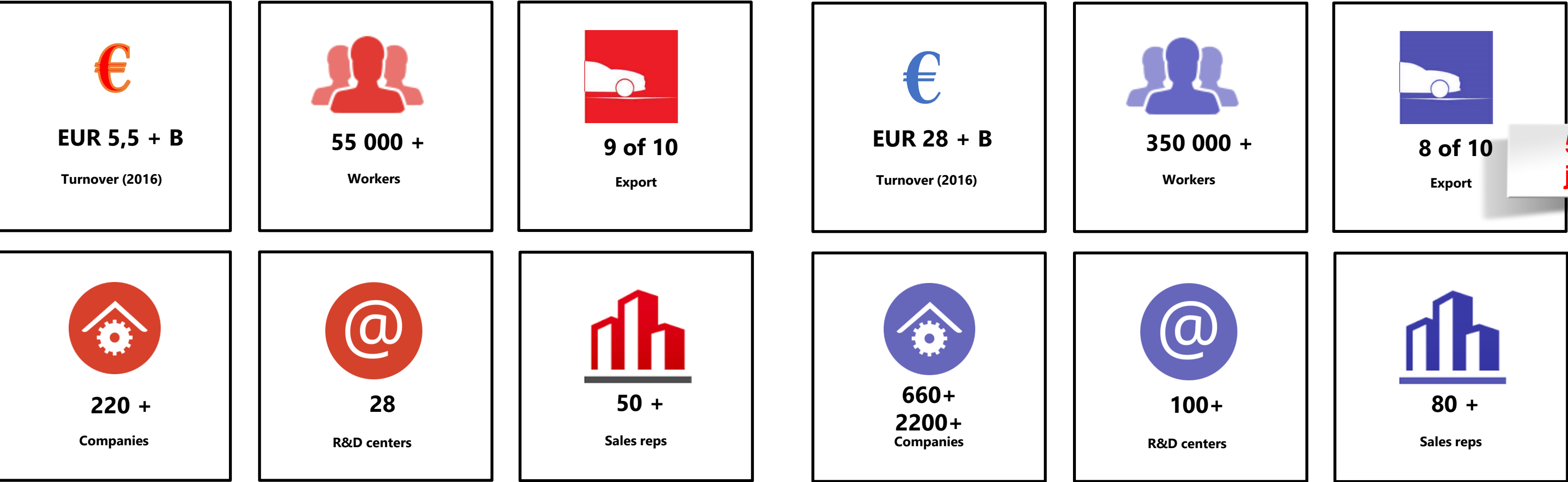
■ Electric vehicles ■ Gasoline/Diesel

Source: PWC Automotive Industry Trends Report

Source: PWC Automotive Industry Trends Report



# Bulgarian Automotive Industry Overview: Bulgarian & Romanian Auto Industry



50 000+ new jobs by 2020



Source: Automotive Cluster Bulgaria





# Bulgarian Automotive Industry Overview: List of automotive companies in Bulgaria



- ABB Bulgaria
- ALC Bulgaria
- Alucom
- AMK
- Arbanassi
- Arexim Engineering
- Arkomat Bulgaria
- Aspekt - III
- ASPO
- Ates
- Aurubis Bulgaria
- Badeshtnost
- Balkancar Record
- Balkanska Zvezda
- Behr-Hella Thermocontrol
- BRSP Autoelectronica
- BSM
- Bunay
- Caproni
- Cargo-partner

- Casting Technology
- Dekra Automotive
- Delia Automotive
- Djebel - 96
- Drouzhba
- Dynamo Sliven
- EKITA
- Elhim-Iskra
- Elkabel
- Elprom Harmanli
- Elprom-Elhovo Bulgaria
- ETEM BULGARIA
- FESTO
- Fransizkup
- Garant
- Gebrüder Weiss
- Gotmar
- Grammer
- Haycad Infotech
- IBB

- Integrated Micro-electronics BG
- KAUMET
- KEMMLER Electronic
- Kittner Anlagen-und Maschinenbau
- Kostal Bulgaria
- Kraiburg Bulgaria
- Lem Bulgaria
- Leoni
- Liebherr-Hausgeräte Marica
- Litex Motors
- M+S Hydraulic
- Madara
- Magna Powertrain Plovdiv
- MBM Metalwork
- Melexis
- Magnetic Media Mechanics
- Monbat
- Montupet
- Nexans Autoelectric

- Nursan Otomotiv
- Oskar Ruegg Bulgaria
- Palfinger Produktionstechnik Bulgaria
- Passat Bulgaria
- Preskov
- RAIS
- RIS Rubber Bulgaria
- RISK-91
- Rommtech
- RSEAT
- Rubbertec Bulgaria
- Samel 90
- Schenker
- Schneider Electric Bulgaria
- SE Bordnetze-Bulgaria
- Sensata Technologies Bulgaria
- SET
- SKF Bulgaria
- SMC Industrial Automation

- Bulgaria
- SPARKY
- Standard Profil Bulgaria
- Start
- STRATEX
- Techno Aktas
- Teklas Bulgaria
- Trakya Glass Bulgaria
- Trelleborg Sealing Solutions Silcotech Bulgaria
- Tremol
- Vaniko
- Viko
- Visteon Electronics Bulgaria
- William Hughes Bulgaria
- Witte Automotive Bulgaria
- Würth Elektronik
- Yazaki Bulgaria

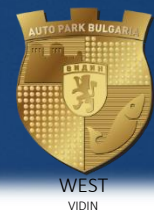
**220+  
Companies**



# WHY INVEST IN BULGARIA?



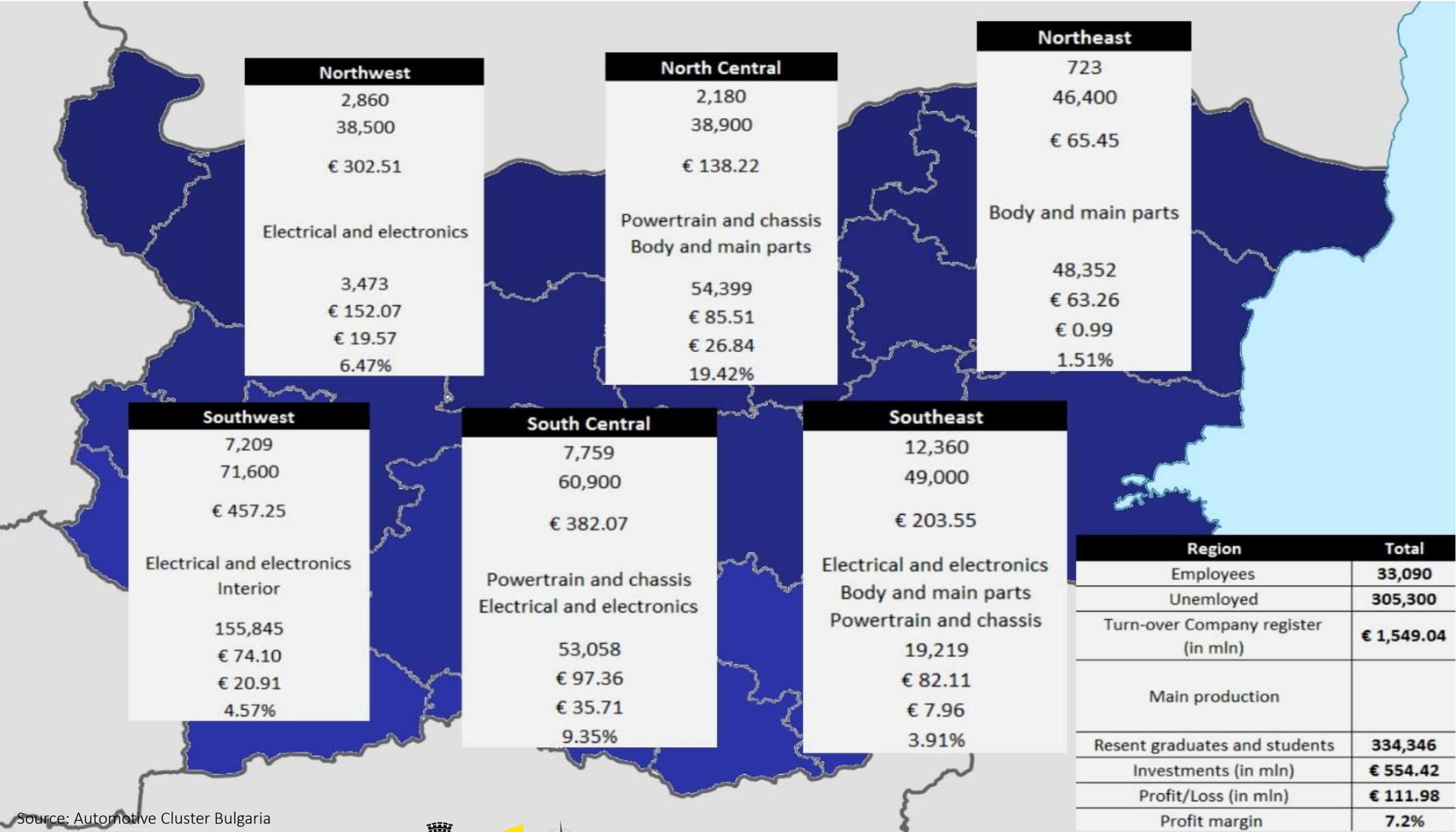
Source: Automotive Cluster Bulgaria



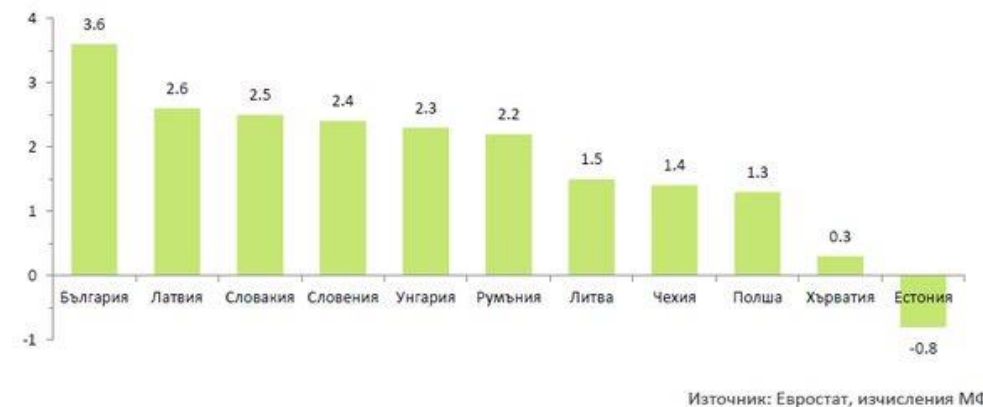


# Why invest in Bulgaria? Regional distribution & Advantages

## AUTO PARK BULGARIA PROJECT – VIDIN REGION - PRESENTATION, 2018



Граф. 2-9: Поток на ПЧИ в страната – ЕС-10 (% от БВП, 2015 г.)



### Advantages

- Advantages of tax policy – 10% tax
- Stable rate of the Bulgarian Lev (BGN), pegged to the Euro
- Young and qualified staff – already established as specialists in the automotive industry
- Existing manufacturing bases
- Scientific capacity and access to universities
- Geopolitical advantages and EU membership
- Relatively stable and predictable economic and investment environment
- Foreign investors in the sector with over 25 years of experience in Bulgaria
- Low cost of labour of average and highly qualified staff



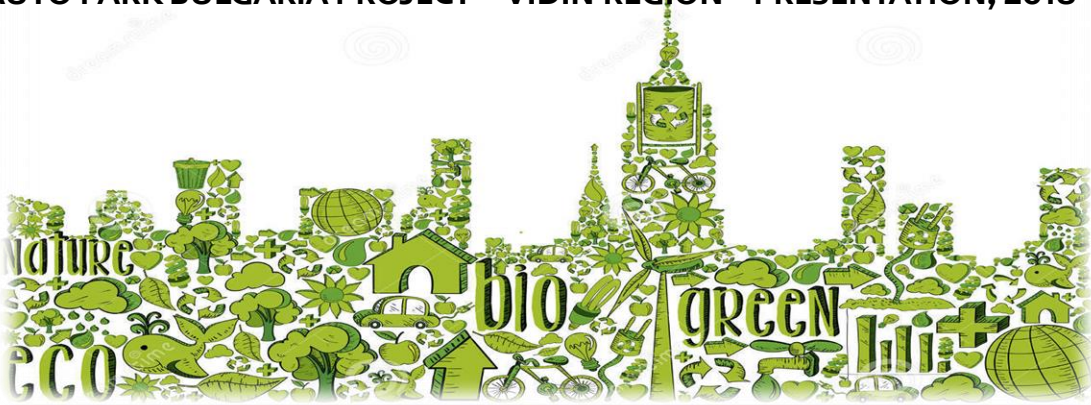
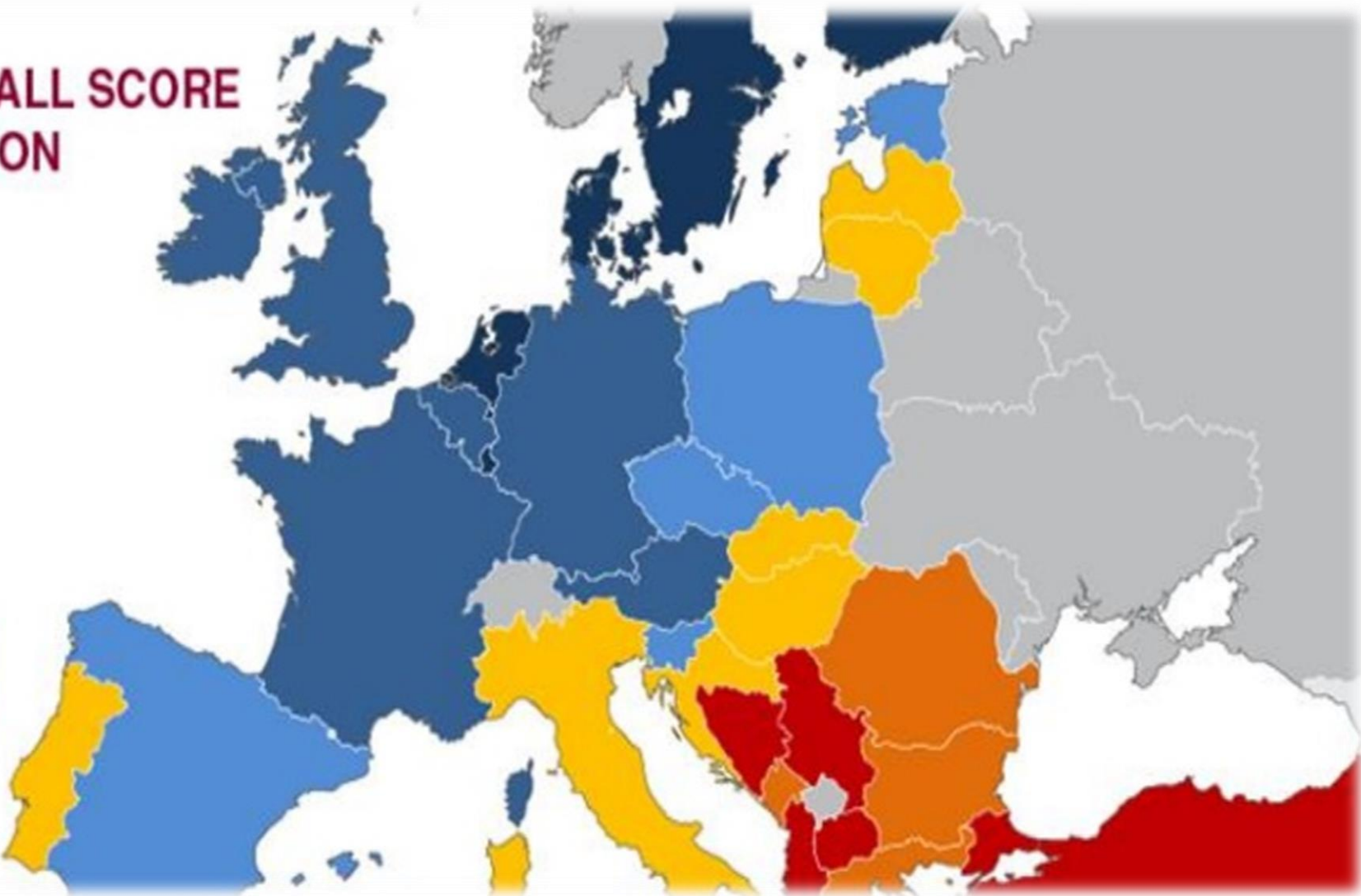
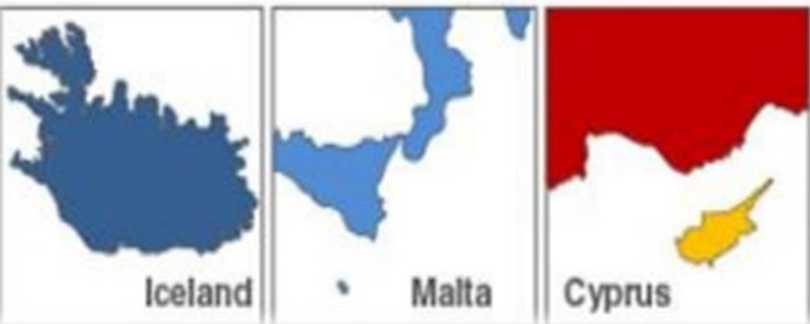
Source: Automotive Cluster Bulgaria



# Why invest in Bulgaria? Regional distribution & Advantages

## CLUSTERS IN EUROPE BY OVERALL SCORE THE CATCH-UP INDEX 2015 EDITION

Cluster	1
Cluster	2
Cluster	3
Cluster	4
Cluster	5
Cluster	6

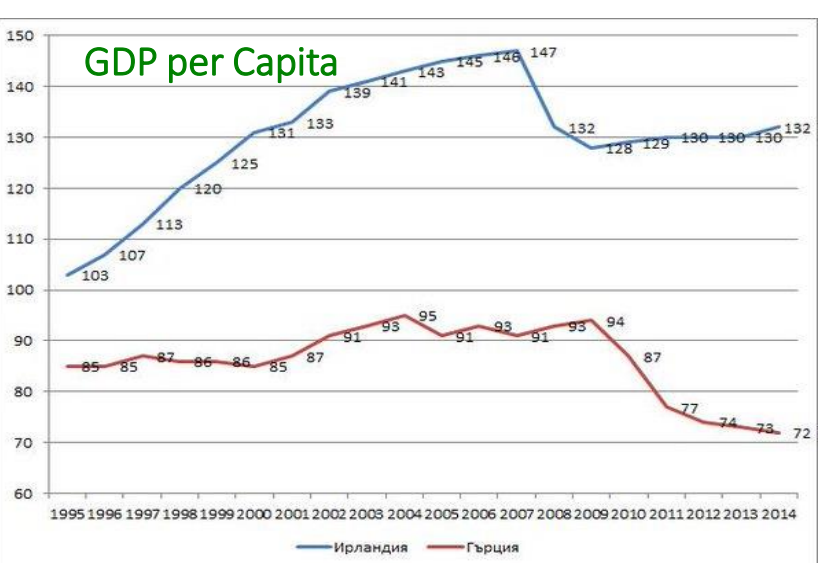
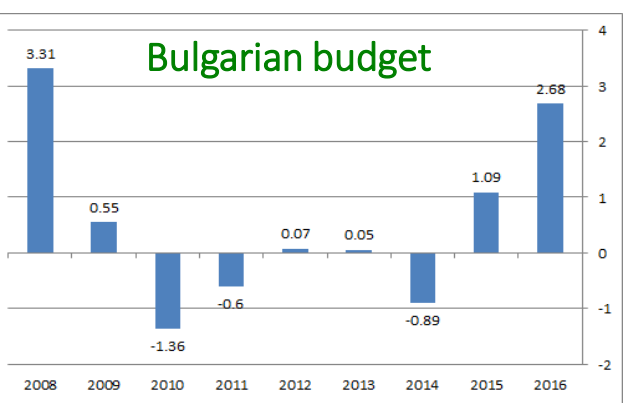
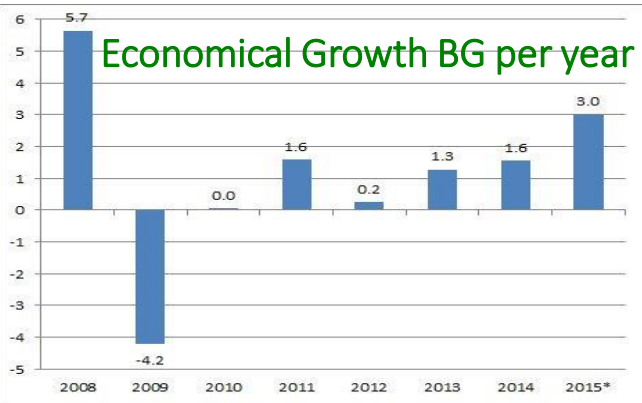
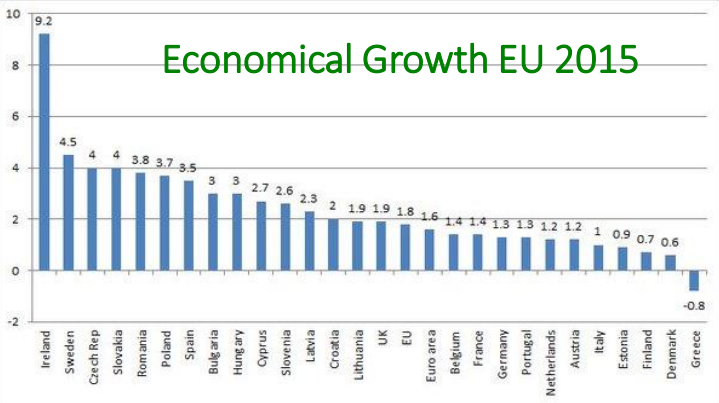


New Green city in a totally green district with very high recreational value

Residential area, hospital, hotel & SPA, event location, marina, golf, shopping areas, international schools and kindergartens, international university, center for dual education, restructuring and many cultural heritages.

### Sustainable investment opportunity

Hot springs for energy production. Together with Solar Energy Cells on the roofs of the plants buildings we plan to realize a nearly 100% renewable energy drive investment. This will help very much to improve the sustainability of the balances of an investor and will create the “First green city in Europe”



**GDP Growth  
2017 – 3,8%**

Source: Automotive Cluster Bulgaria





# AUTO PARK BULGARIA

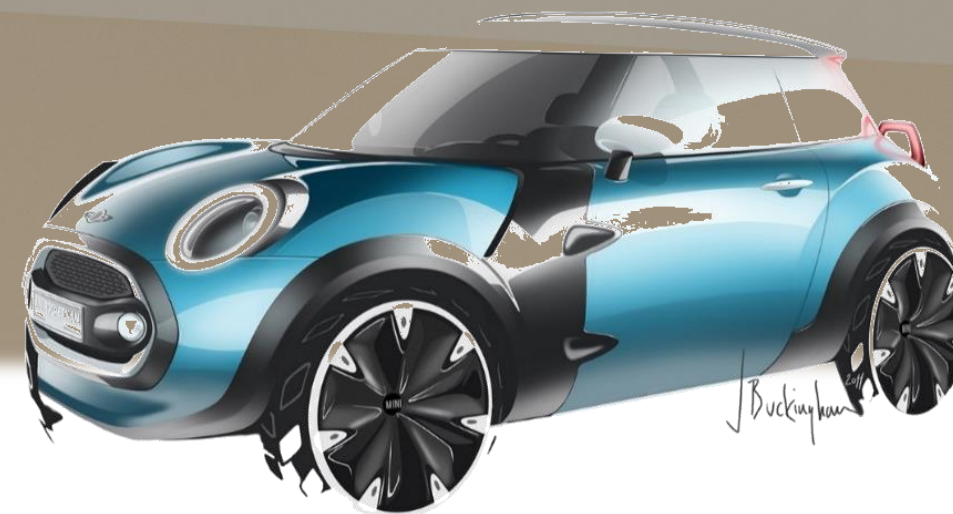
PROJECT FOR CREATION OF BIG INDUSTRIAL & AUTOMOTIVE ZONES, TO ATTRACT BIG OEM & TIER 1 COMPANIES

- Auto Park Bulgaria
- Auto Park Bulgaria PPP
- Green City of the Future
- Auto Park Bulgaria Services



## VIDIN - BULGARIA

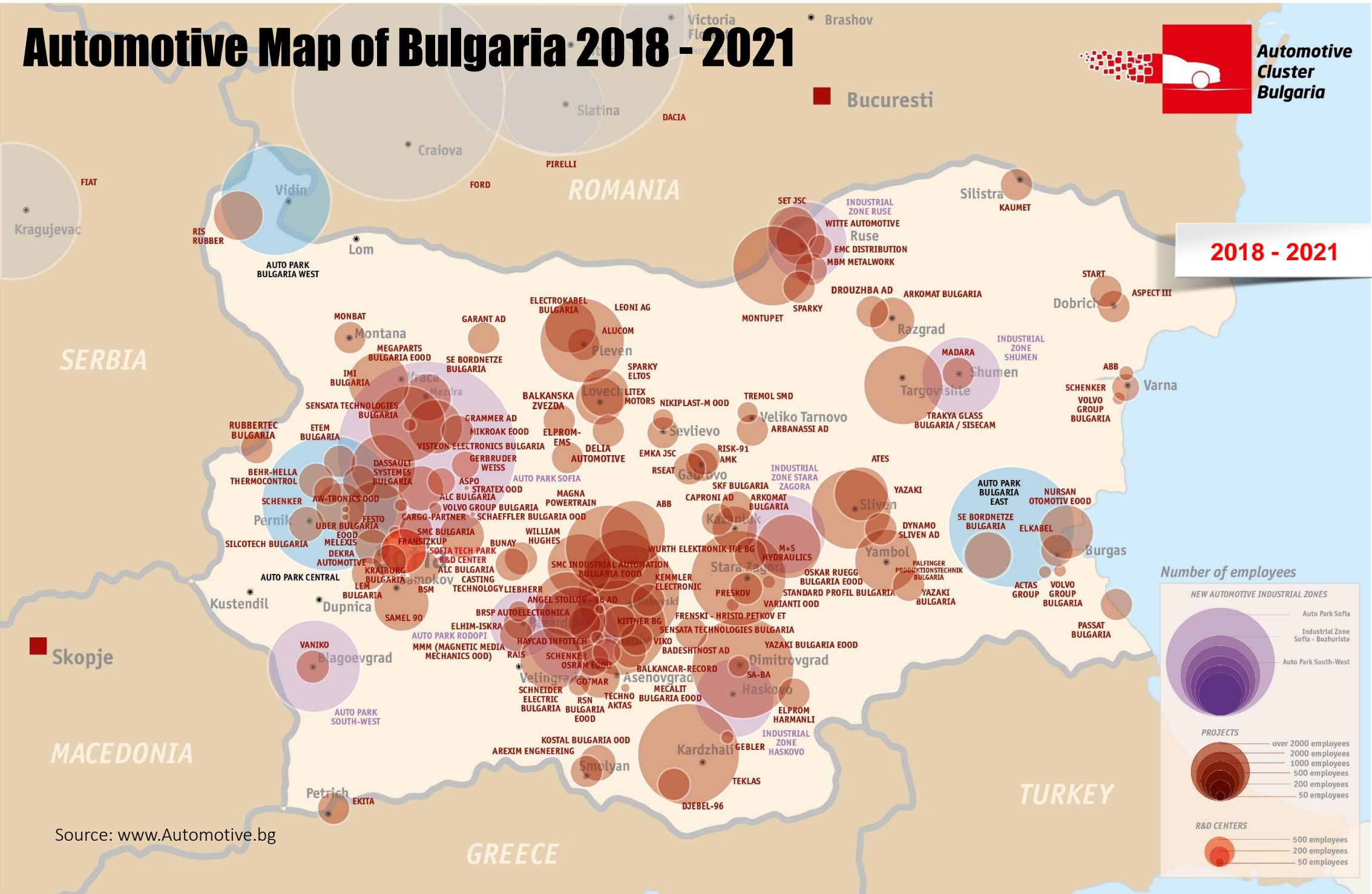
ENGLISH PRESENTATION, 2018





# Auto Park Bulgaria: Locations

AUTO PARK BULGARIA PROJECT – VIDIN REGION - PRESENTATION, 2018





## Bulgarian Government

### Bulgaria is a parliamentary republic

and conforms with the Constitution of the Republic passed by the Grand National Assembly in July 1991. The Constitution of the Republic of Bulgaria is the supreme law of the country and may not be contravened by any other law. All international treaties, which are ratified pursuant to the constitutional procedure, are considered part of domestic legislation.

The National Assembly is a unicameral parliament. It consists of 240 Members of Parliament, who are directly elected every four years. The National Assembly is a permanent acting body, directed by a board of Chairpersons, including the Speaker of the National Assembly. The Speaker of the National Assembly represents the National Assembly externally. The position is currently held by Mrs. Tsveta Karayancheva.

The head of the state is the President, who embodies the unity of the nation and represents the Republic of Bulgaria in international relations. The current President of the Republic of Bulgaria is Mr. Rumen Radev.

The Council of Ministers represents the executive branch and decides on the domestic and foreign policy of the country. The government manages the implementation of the state budget, governs state property and approves or rescinds certain categories of international treaties as as postulated by the Constitution. The current Prime Minister of the Republic of Bulgaria is Mr. Boyko Borissov.

Area: 110 994 km<sup>2</sup>

Population: 7 101 859 (31.12.2016)

To the North Bulgaria borders Romania, to the South - Greece and Turkey, to the West - Serbia and Republic of Macedonia, to the East - the Black Sea.

Capital city: Sofia (population: 1 323 637)

Sofia is situated in the Western part of the country, at the foot of the Vitosha mountain.

[www.Government.bg](http://www.Government.bg)

Official language: Bulgarian

Alphabet: Cyrillic

Religion: Eastern Orthodox Christians (76%), Muslims (10%), Protestants (1%), Catholics (1%) - National statistical institute, 2011

Currency: Lev (BGN)

BGN is pegged to the Euro at the rate of BGN 1 per EUR 0.511292.

Time: GMT+2;

Tel. Code: +359 (2 for Sofia)

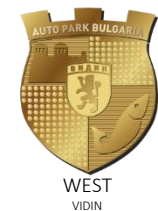
The average altitude in the country is 470 m.

The highest peak is Musala at 2925 m altitude.

Bulgaria is located at the borderline between the temperate and the Mediterranean climatic areas. The climate is temperate continental in its Northern part, while the Mediterranean climatic influence is strongly felt in its Southern part.



Bulgaria is situated in the South-Eastern part of Europe





# Auto Park Bulgaria Supporting Partners: Vidin Municipality



AUTO PARK BULGARIA PROJECT – VIDIN REGION - PRESENTATION, 2018



## Vidin Municipality:

Vidin is a port town on the southern bank of the Danube in north-western Bulgaria. It is close to the borders with Romania and Serbia, and is also the administrative centre of Vidin Province, as well as of the Metropolitan of Vidin (since 870). An agricultural and trade centre, Vidin has a fertile hinterland renowned for its wines.

Vidin is the westernmost important Bulgarian Danube port and is situated on one of the southernmost sections of the river. The New Europe Bridge, completed in 2013, connects Vidin to the Romanian town of Calafat on the opposite bank of the Danube.

Vidin has a humid subtropical climate transforming to temperate continental climate. In the winter months, inversions are very common. The average annual temperature is 12.2 °C.

Vidin is the 20th town by population in Bulgaria, but demographic problems have been experienced in the area during the last two decades. The number of the residents of the city reached its peak between 1988 and 1991 when the population exceeded 65,000. As of 2011, the town had a population of 48,071 inhabitants.

Bulgaria enjoys the lowest corporate and dividend tax rates of any country in the region, so with adequate promotion it could entice European businesses to do their logistics work in the country. For example, the recently opened bridge linking the Bulgarian city of Vidin with Romania provides an opportunity to attract transport towards Central Europe that previously was going through Serbia and Hungary. Now, commerce can originate in the ports of Greece, pass through Bulgaria, where goods are repackaged or assembled, and then travel through Romania and Hungary into Austria, Germany, and other points north.

Crossing of logistic route 4 (Middle East to West Europe) and 7 (Danube river). The first location in Europe where cars can be produced directly to be shipped world wide. Transport facilities: street, rail, waterway (Danube, harbour exists), business airport (7km in front of the city). Industry plants and city are very close (about 3 km). This avoids transport costs and energy and safes a lot of time for the experts and workers to reach the plant.

Vidin maintains two well-preserved medieval fortresses, Baba Vida and KaletO, as well as many old Orthodox churches such as St Pantaleimon, St Petka, and St Dimitar, the Vidin Synagogue (1894), the Osman Pazvantoglu Mosque and library, the late 18th-century Turkish ruler of north-western Bulgaria, the Krastata Kazarma of 1798, and a number of old Renaissance buildings. Also remarkable is the theatre building which was the first Bulgarian theatre in "European model" and was built in 1891.

Province (Oblast)	Vidin
Municipality	Vidin
Mayor	Ognian Tsenkov
Area	63.218 km²
Elevation	34
Population (2014-31-12)	
• Total	48,071 (within city limits)
• Urban	63,257

[www.Vidin.bg](http://www.Vidin.bg)



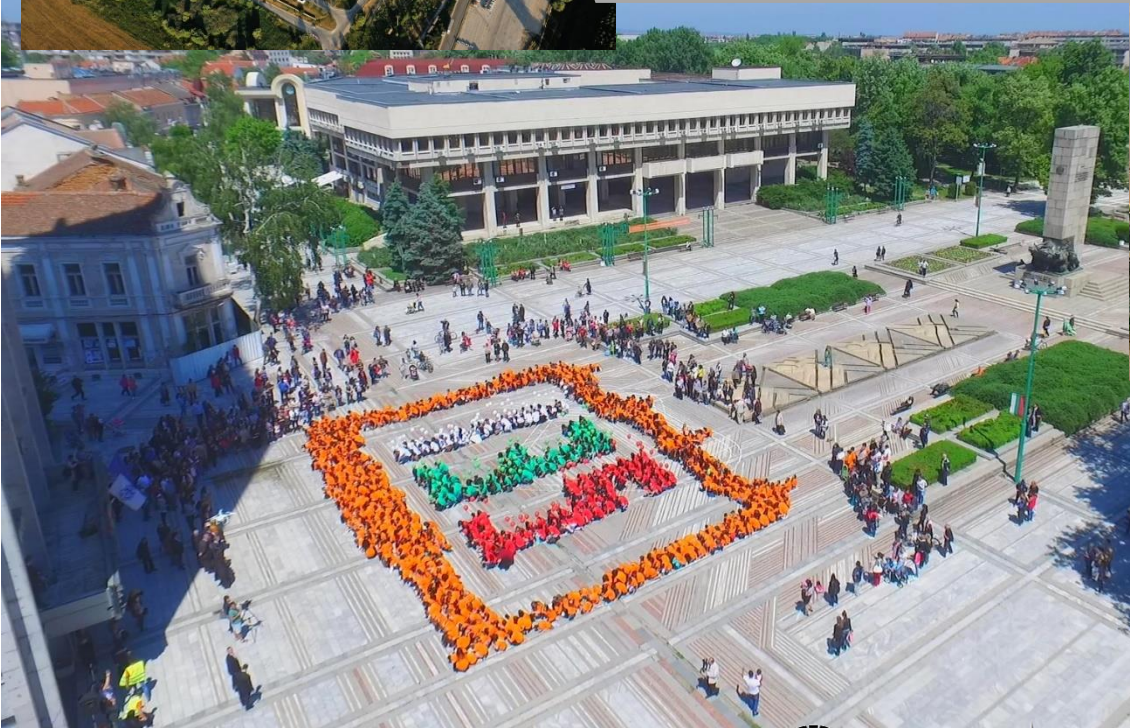
**AUTO PARK BULGARIA EAD**

[www.AutoPark.bg](http://www.AutoPark.bg)

December 2018



## Vidin Municipality



EUROPEAN  
COMMISSION  
ec.europa.eu



BULGARIAN  
GOVERNMENT  
www.GOVERNMENT.bg



AUTOMOTIVE  
CLUSTER BULGARIA  
www.AUTOMOTIVE.bg



DANUBE  
REGION STRATEGY  
www.Danube-Region.eu



VIDIN  
MUNICIPALITY  
www.VIDIN.bg



EY  
BULGARIA  
www.EY.com



ARCHITECTURAL TEAM  
S-A-T  
www.S-A-T.eu



# Auto Park Bulgaria Partners: Automotive Cluster Bulgaria

## Automotive Cluster Bulgaria History:

The Automotive Cluster Bulgaria (ACB), founded in July 2012, is a non-profit organization which represents the interests of automotive manufacturers, suppliers and organizations providing services for the automotive industry. It fosters synergies between the cluster members and supports their business growth and competitiveness through participation in international joint projects, case studies and professional automotive qualification programs.

The ACB currently boasts 140 nationally and internationally renowned automotive companies which employ over 40 000 people in Bulgaria and over 2 000 000 worldwide.

## Core objectives of Automotive Cluster Bulgaria (ACB):

- Support automotive industry companies with headquarters or subsidiaries in Bulgaria in setting-up and further development of production, assembling, R&D, sales or service.
- Attract car manufacturers, manufacturers of special vehicles and leading international suppliers of automotive components to Bulgarian market; demonstrate locational advantages of Bulgaria over other Eastern European countries, the Middle East and North Africa. All these tasks aiming to make a major contribution to the future growth of the Bulgarian industry.
- Support projects of ACB members on introduction of technical improvements and innovations, optimization of quality, structures and processes to reduce costs and increase competitiveness in international markets.
- Represent interests of ACB members in all matters, for example via design and implementation of actions and measures for development of favorable legal, financial and fiscal conditions for ACB companies. Major goal of these efforts: deliver an attractive investment climate and hence encourage creation of new jobs.
- Stimulate ethical market relationships, i.e. corporate government and compliance to be in line with European directives.
- Develop and support implementation of measures together with government, universities, private training providers and ACB members in matters pertaining to education and training, development of technology centers.

[www.Automotive.bg](http://www.Automotive.bg)

## Automotive Cluster Bulgaria

## Leadership in the BG automotive industry

### Why Bulgaria:

- Political and business stability
- Favourable tax law
- Strategic location, ensure market access
- Easy company start-up
- Human resources





# Auto Park Bulgaria Partners: EARNST & YOUNG Bulgaria EOOD

EY | Assurance | Tax | Transactions | Advisory

## About EY

EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

EY refers to the global organization, and may refer to one or more, of the member firms of Ernst & Young Global Limited, each of which is a separate legal entity. Ernst & Young Global Limited, a UK company limited by guarantee, does not provide services to clients. For more information about our organization, please visit [ey.com](http://ey.com).

Our Global Automotive Center is focused on the key business issues in the global automotive industry. It brings together 7,000 professionals around the globe to help our clients achieve their potential — a team with deep technical experience in providing assurance, tax, transaction and advisory services.

The Global Automotive Center works to anticipate market trends, identify the implications and develop points of view on relevant industry issues. Ultimately, the Center assists in helping clients meet their goals and compete more effectively.

[www.ey.com/automotive](http://www.ey.com/automotive)

EY is a global leader in Assurance, Tax, Transaction and Advisory Services with 175,000 people, forming a worldwide network of professionals.

Our leadership in the automotive industry features a dedicated Global Automotive Center with over 7,000 automotive-focused professionals collaborating and sharing industry knowledge around the world, to provide consistent, high-quality service to our automotive clients.

Our areas of concentration touch all sub-sectors of the industry including light vehicle manufacturers; component suppliers — original equipment and aftermarket; commercial vehicle manufacturers; retailers and dealers, as well as electric vehicle and advanced mobility.

EY is the leading provider of audit services to the automotive sector:

- EY is the #1 auditor of companies on *Automotive News'* 2013 Top Global OEM Suppliers list, auditing 27.5% of companies;
- EY audits 36% of the 2013 Fortune 1000 automotive sector corporations

EY has strong local presence in Bulgaria and the region supporting with a wide range of assurance and advisory services the local affiliates of automotive component suppliers.

## EY's Global Automotive Center

Ernst & Young (EY)

## EY's leadership in the automotive industry





# Auto Park Bulgaria Partners: S ARCHITECTURAL TEAM LTD.



AUTO PARK BULGARIA PROJECT – VIDIN REGION - PRESENTATION, 2018

Urban Planning | Project Execution | Project Management

## About SAT

- Architecture
- Construction Contract Administration
- Design development
- Engineering design
- Initial Studies
- Preliminary design
- Project Management
- Supervising and tendering
- Urban and master planning
- 3D Visualization

## S Architectural Team Ltd.



NDK – National Palace of Culture – reconstruction  
Total built-up area: 123 000 sq. m.

## S Architectural Team Capability:

S Architectural Team is a leading architectural firm based in the Republic of Bulgaria. Its office is located in the capital city of Sofia. Our professional objectives are to deliver on time cost effective projects, iconic designs through a partnership approach with our clients. Our company values are founded on concepts of customer service, innovation, teamwork, experience and ownership. Senior management fosters these values through a co-operative management style reinforced through project management leadership.

[www.S-A-T.eu](http://www.S-A-T.eu)

## SAT Project Execution and Planning Methodology:

Our projects are complex in every respect, however, we believe that such complexity can be tackled in a predetermined and methodical manner employed in our profession and the constructions industry. Planning and coordination will be the major key components of success in all phases of design and construction. This is not to detract from the other important ingredients such as qualified personnel know-how and resources, which will be made available in our office in Sofia.

## SAT Architectural Expertise:

To make the process of building a home as simple as possible, S Architectural Team has a team with a high level of design expertise and a clear understanding of the unique environment in Bulgaria. Those interested in building in Bulgaria are free to contact our office for design advice. The concept ideas at S Architectural Team translate extremely well, where the aim of development is for building structures to aesthetically blend with the landscape and thus provide long-term value for the investors and residents of Bulgaria.



## Project examples:

HYUNDAI BUSINESS CENTER  
Total built-up area: 45 000 sq.m



INFINITI CENTER SOFIA  
Total built-up area: 6600 sq.m



SERDIKA CENTER  
Total built-up area: 178 000 sq.m



**AUTO PARK BULGARIA EAD**

[www.AutoPark.bg](http://www.AutoPark.bg)

December 2018



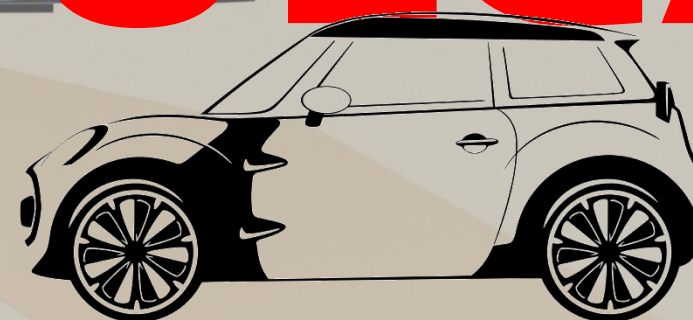
PROJECT FOR CREATION OF BIG INDUSTRIAL & AUTOMOTIVE ZONES, TO ATTRACT BIG OEM & TIER 1 COMPANIES



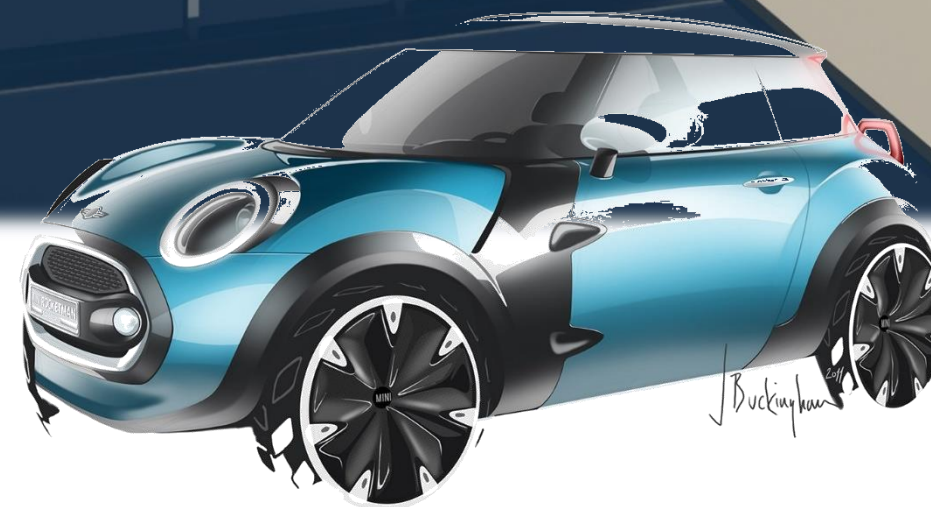
# AUTO PARK BULGARIA

VIDIN REGION, BULGARIA

ENGLISH PRESENTATION, 2018



- Auto Park Bulgaria West – Vidin North
- Auto Park Bulgaria West – Vidin South
- Intermodal Terminal Vidin
- City of the Future



**AUTO PARK BULGARIA EAD**

[www. AutoPark.bg](http://www.AutoPark.bg)

December 2018



# Auto Park Bulgaria West: Parameters



## AUTO PARK BULGARIA PROJECT – VIDIN REGION - PRESENTATION, 2018

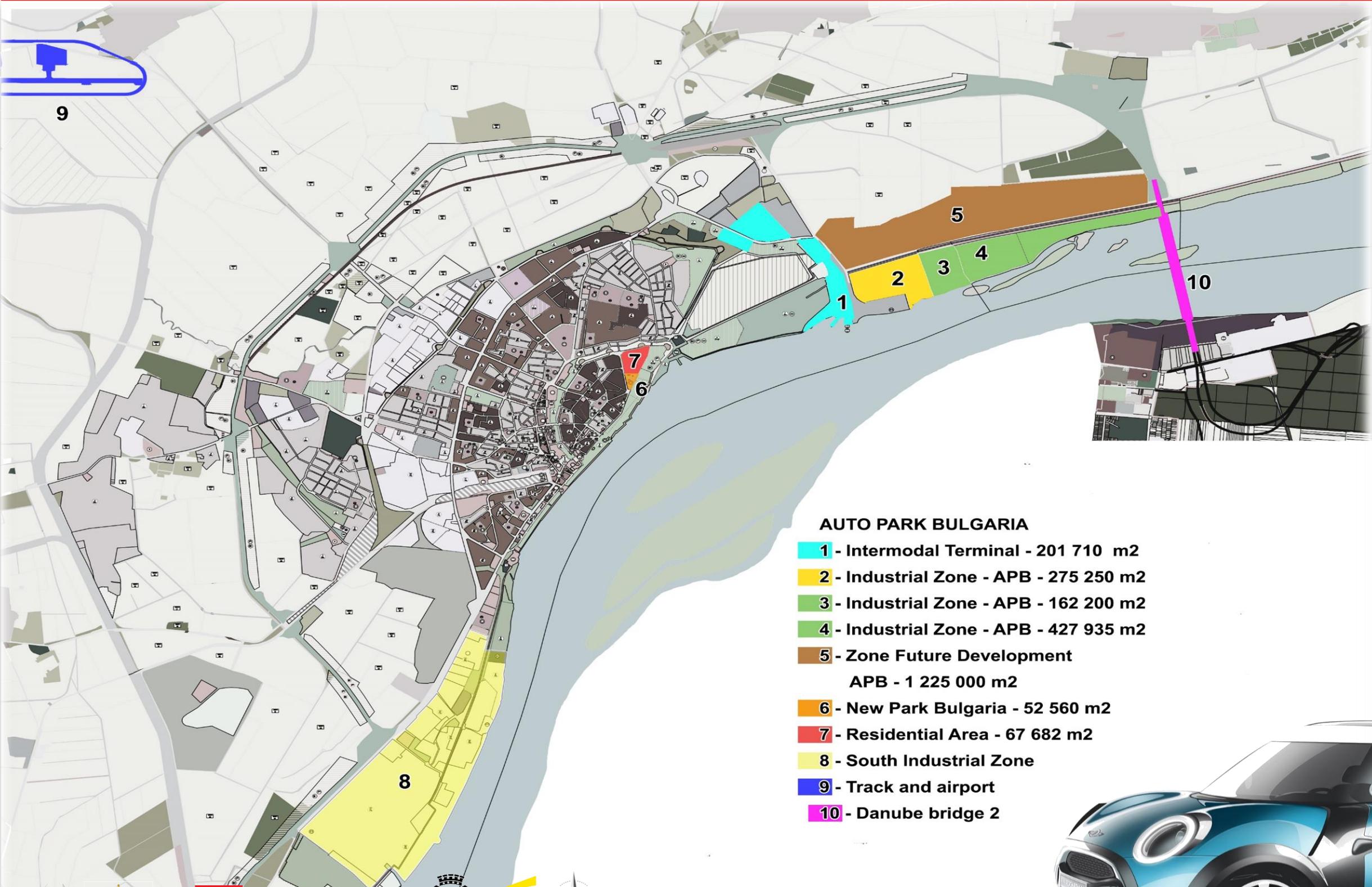
Auto Park Bulgaria West – Vidin North  
Size (2, 3, 4): 865 dKA  
Size (2, 3, 4, 5): 2 000 dKA\* - including private lands

Auto Park Bulgaria West – Vidin South (VidaChim AD)  
Size: 1 500 dKA

Intermodal Terminal Vidin – Public Private Partnership:  
Partners: LKW, Renus, LTE, Vienna Real Estate, Bulgarian Port Authorities

City of the Future – New Green Residential Area & 5 Star Hotel  
Size: 35 dKA

Total - Auto Park Bulgaria West – Vidin  
Size (North + South + City of the Future): 2 500 dKA



### AUTO PARK BULGARIA

- 1 - Intermodal Terminal - 201 710 m2
- 2 - Industrial Zone - APB - 275 250 m2
- 3 - Industrial Zone - APB - 162 200 m2
- 4 - Industrial Zone - APB - 427 935 m2
- 5 - Zone Future Development  
APB - 1 225 000 m2
- 6 - New Park Bulgaria - 52 560 m2
- 7 - Residential Area - 67 682 m2
- 8 - South Industrial Zone
- 9 - Track and airport
- 10 - Danube bridge 2



**AUTO PARK BULGARIA EAD**

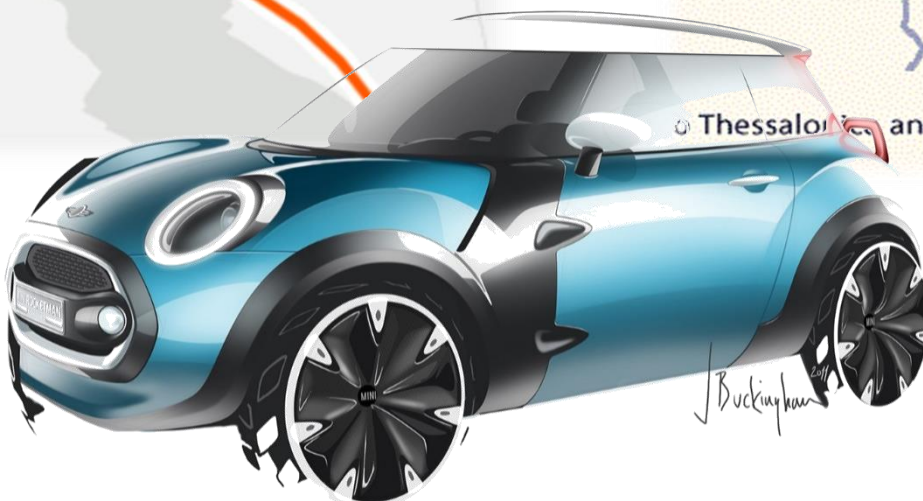
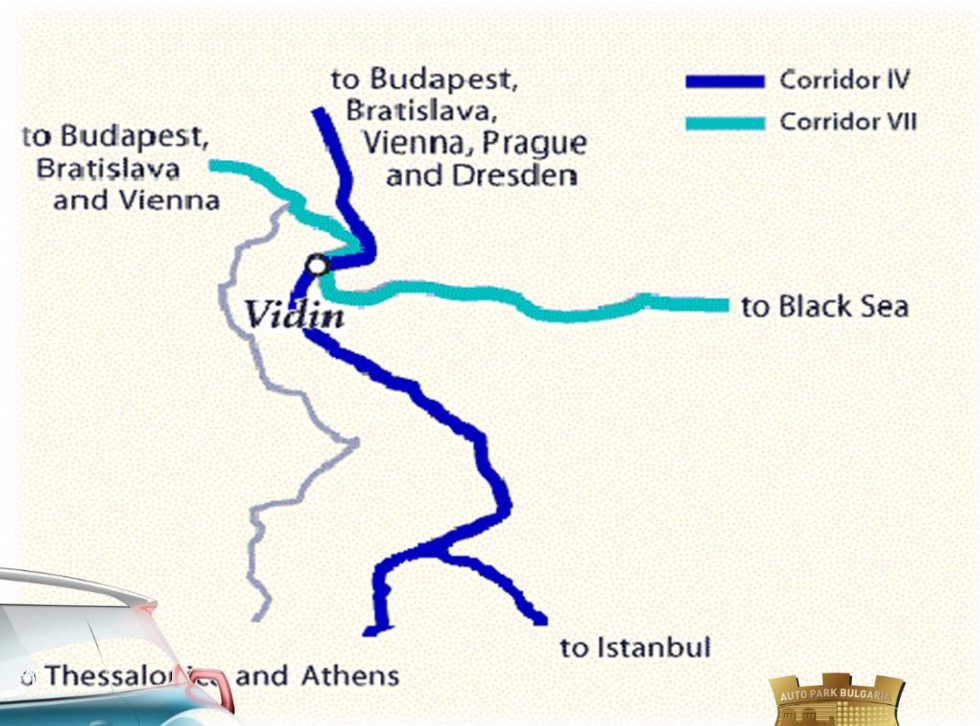


# Auto Park Bulgaria West: Existing Infrastructure



AUTO PARK BULGARIA PROJECT – VIDIN REGION - PRESENTATION, 2018

Crossing of logistic route 4 (Middle East to West Europe) and 7 (Danube river). The first location in Europe where cars can be produced directly to be shipped world wide. Transport facilities: street, rail, waterway (Danube, harbour exists), business airport (7km in front of the city). Industry plants and city are very close (about 3 km). This avoids transport costs and energy and safes a lot of time for the experts and workers to reach the plant.



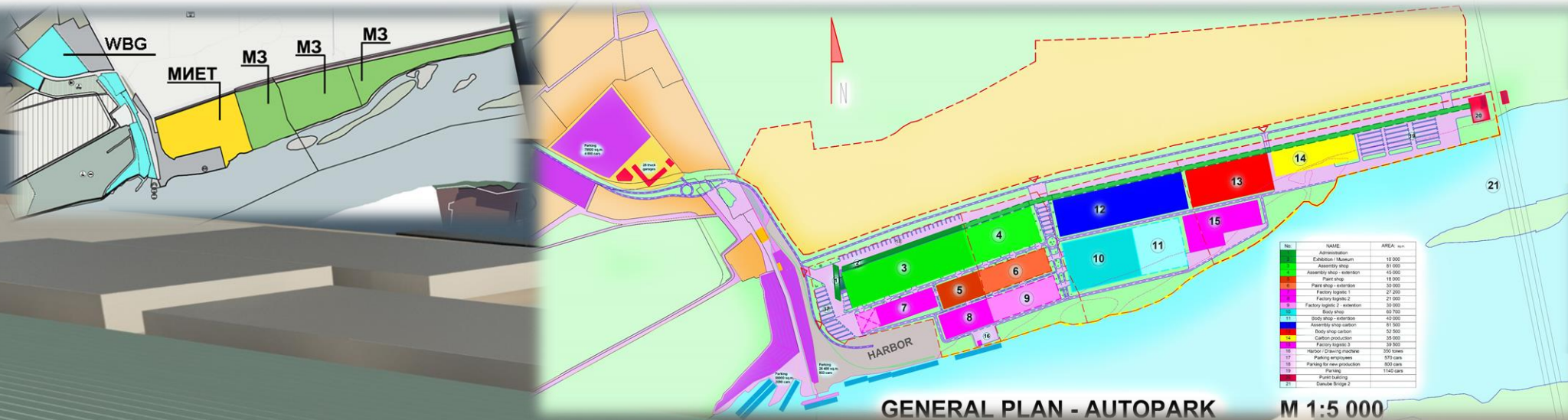


# Auto Park Bulgaria West: Industrial Site Vidin North



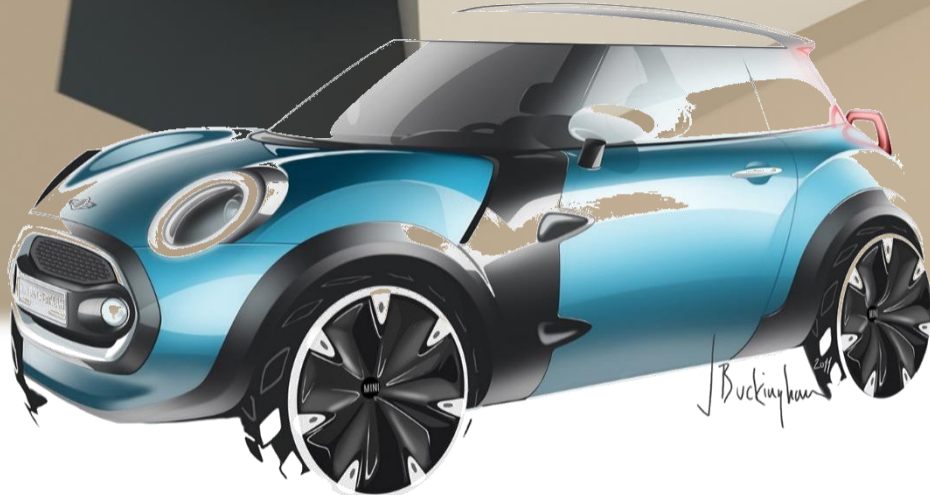
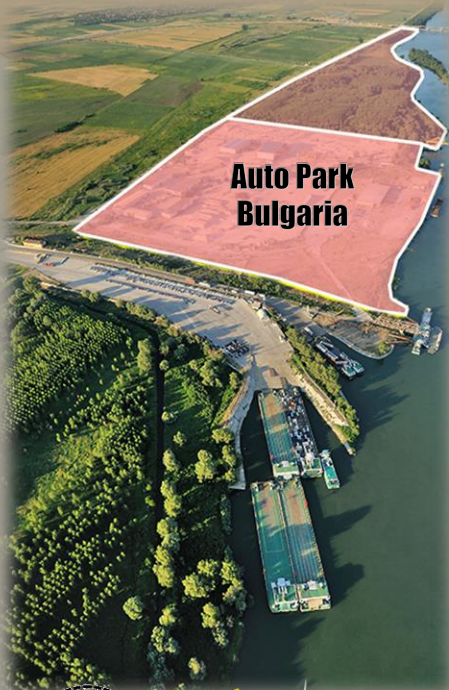
AUTO PARK BULGARIA PROJECT – VIDIN REGION - PRESENTATION, 2018

The first stage of the project Auto Park Bulgaria consists only of terrains owned by the Bulgarian state and at the disposition of Ministry of Economy, Energy and Tourism and the Ministry of Agriculture and Food with a view to faster and easier conducting of all the procedures for land status change needed for the investment.



		MAX T. built-up area	MAX Int. c	MAX Built-up area	MAX Total built-up area
1.	275 250 m <sup>2</sup>	60 %	1,5	165 150 m <sup>2</sup>	412 875 m <sup>2</sup>
2.	162 200 m <sup>2</sup>	70 %	2,4	113 540 m <sup>2</sup>	389 280 m <sup>2</sup>
3.	226 225 m <sup>2</sup>	70 %	2,4	158 300 m <sup>2</sup>	542 940 m <sup>2</sup>
4.	201 710 m <sup>2</sup>	70%	2,4	141 010 m <sup>2</sup>	484 100 m <sup>2</sup>
5.	320 000 m <sup>2</sup>	70%	2,4	224 000 m <sup>2</sup>	768 000 m <sup>2</sup>
Total				max 802 000 m <sup>2</sup>	approx. 2 500 000 m <sup>2</sup>

No:	NAME:	AREA: sq.m.
1	Administration	
2	Exhibition / Museum	10 000
3	Assembly shop	81 000
4	Assembly shop - extention	45 000
5	Paint shop	18 000
6	Paint shop - extention	30 000
7	Factory logistic 1	27 200
8	Factory logistic 2	21 000
9	Factory logistic 2 - extention	30 000
10	Body shop	60 700
11	Body shop - extention	40 000
12	Assembly shop carbon	81 500
13	Body shop carbon	52 500
14	Carbon production	35 000
15	Factory logistic 3	39 500
16	Harbor / Drawing machine	350 tones
17	Parking employees	570 cars
18	Parking for new production	800 cars
19	Parking	1140 cars
20	Punkt building	
21	Danube Bridge 2	



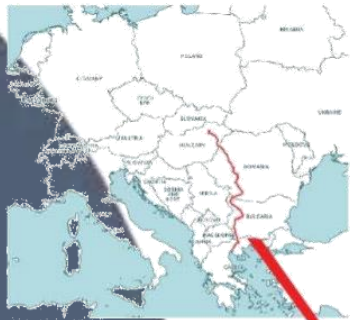
**AUTO PARK BULGARIA EAD**



# Auto Park Bulgaria West: Industrial Site Vidin South – VidaChim AD



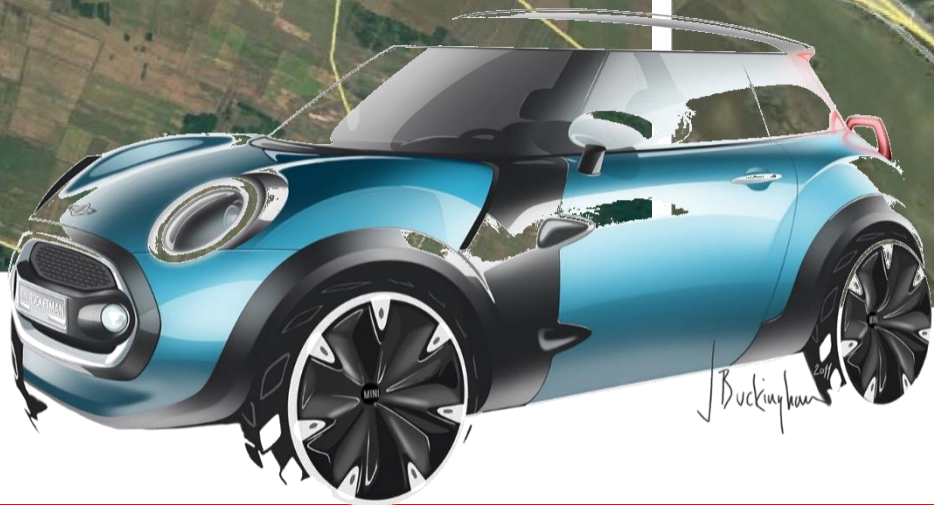
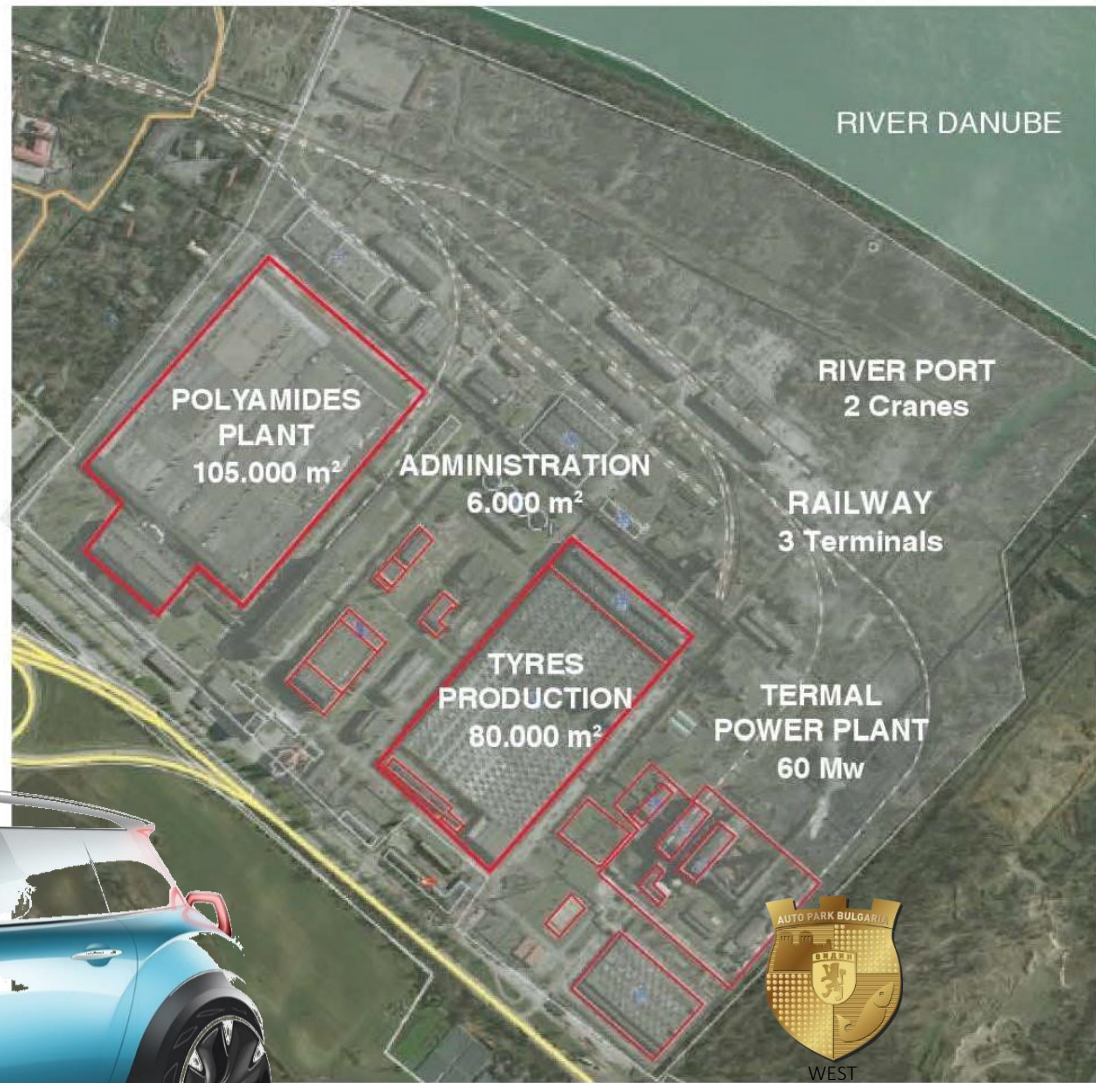
AUTO PARK BULGARIA PROJECT – VIDIN REGION - PRESENTATION, 2018



DISTANCES	
Craiova ✈	100 km
Sofia	200 km
Belgrade	250 km
Bucarest	250 km



DESCRIPTION	
Total surface	1.500.000 m²
Built up surface	300.000 m²
Largest building	105.000 m²
Port	Own, 2 cranes
Built in	1969 - 1970



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December 2018



# Auto Park Bulgaria West: Intermodal Terminal Vidin



AUTO PARK BULGARIA PROJECT – VIDIN REGION - PRESENTATION, 2018

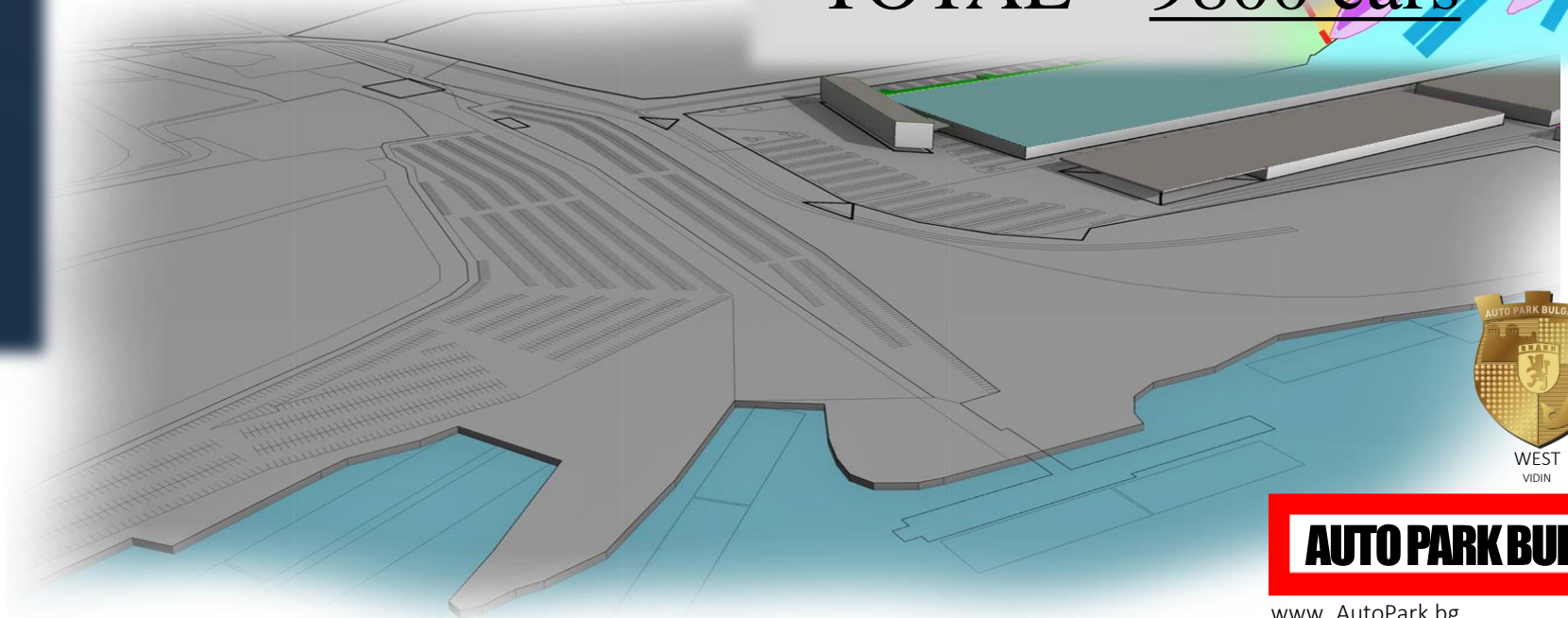
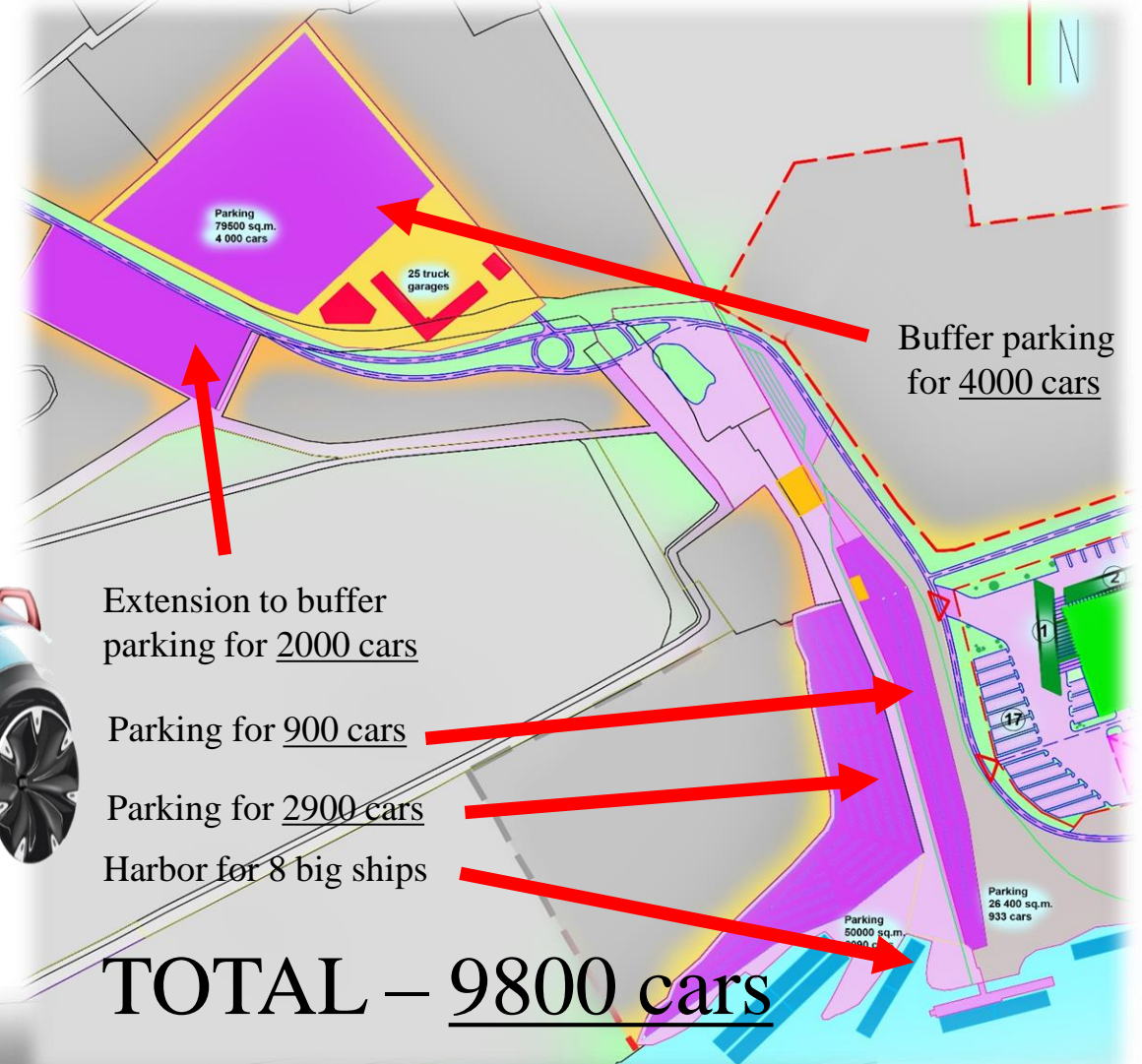


**Intermodal  
Terminal  
Vidin**



The first stage of the project Auto Park Bulgaria consists only of terrains owned by the Bulgarian state and at the disposition of Ministry of Economy, Energy and Tourism and the Ministry of Agriculture and Food with a view to faster and easier conducting of all the procedures for land status change needed for the investment.

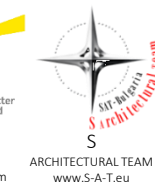
- Terrain ownership
- Urban planning indicators
- International transport corridors
- Cargo traffic and distribution via Vidin Intermodal Terminal
- Parts and capacity of the terminal
- Possibilities for future development of an intermodal terminal



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# Auto Park Bulgaria West: Green City of the Future



AUTO PARK BULGARIA PROJECT – VIDIN REGION - PRESENTATION, 2018



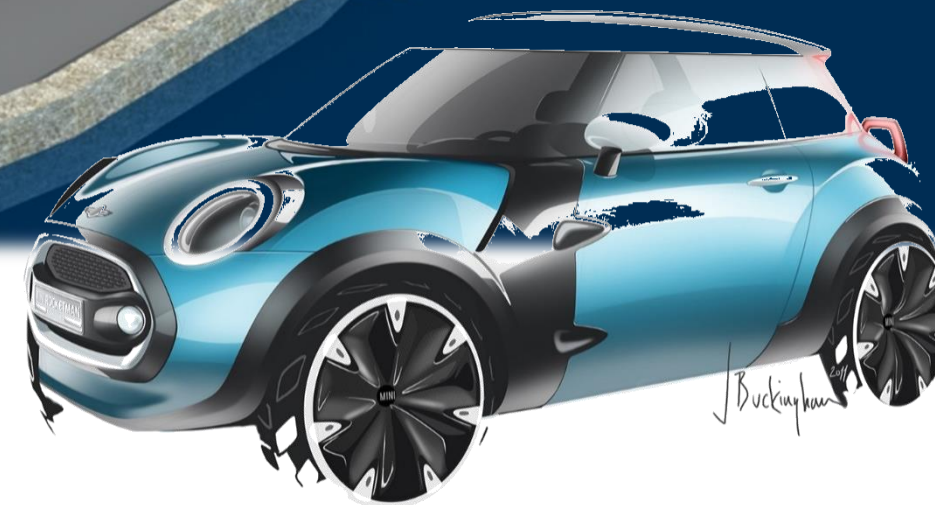
- ✓ **Autopark**
- ✓ **Danube**
- ✓ **Mineral Water**
- ✓ **Baba Vida Fortress**
- ✓ **The Venetian warehouse**
- ✓ **The Vidin Synagogue**
- ✓ **The Central beach**
- ✓ **Town park Vidin**
- ✓ **Future Marina yacht harbor**



The entire complex consists of a large basement level and total organic curve on top. The curve is segmented by slots in which enters vegetation. Number of floors is organized for maximum landscape views from all apartments.



Realizing investment projects of such a large scale on the territory of Vidin is unbreakably connected to building a modern residential area with Western European quality and standards. Luckily the town has an ideally preserved area that is exceptionally suitable for developing a new residential area. At present, the territory of the former military barracks is owned by the Vidin Municipality and is next to the biggest cultural and historic landmarks, the Danube river, the town garden and the other objects of the town of Vidin.



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## SERVICES FOR INVESTORS

### CONSTRUCTION

CONSTRUCTION IS THE PROCESS OF CONSTRUCTING A BUILDING OR INFRASTRUCTURE. CONSTRUCTION DIFFERS FROM MANUFACTURING IN THAT MANUFACTURING TYPICALLY INVOLVES MASS PRODUCTION OF SIMILAR ITEMS WITHOUT A DESIGNATED PURCHASER, WHILE CONSTRUCTION TYPICALLY TAKES PLACE ON LOCATION FOR A KNOWN CLIENT.[2] CONSTRUCTION AS AN INDUSTRY COMPRISES SIX TO NINE PERCENT OF THE GROSS DOMESTIC PRODUCT OF DEVELOPED COUNTRIES.[3] CONSTRUCTION STARTS WITH PLANNING, DESIGN, AND FINANCING; IT CONTINUES UNTIL THE PROJECT IS BUILT AND READY FOR USE. LARGE-SCALE CONSTRUCTION REQUIRES COLLABORATION ACROSS MULTIPLE DISCIPLINES. A PROJECT MANAGER NORMALLY MANAGES THE JOB, AND A CONSTRUCTION MANAGER, DESIGN ENGINEER, CONSTRUCTION ENGINEER OR ARCHITECT SUPERVISES IT. THOSE INVOLVED WITH THE DESIGN AND EXECUTION MUST CONSIDER ZONING REQUIREMENTS, ENVIRONMENTAL IMPACT OF THE JOB, SCHEDULING, BUDGETING, CONSTRUCTION-SITE SAFETY, AVAILABILITY AND TRANSPORTATION OF BUILDING MATERIALS, LOGISTICS, INCONVENIENCE TO THE PUBLIC CAUSED BY CONSTRUCTION DELAYS AND BIDDING. LARGE CONSTRUCTION PROJECTS ARE SOMETIMES REFERRED TO AS MEGAPROJECTS.

### BUILD TO SUIT

A WAY OF LEASING PROPERTY, USUALLY FOR COMMERCIAL PURPOSES, IN WHICH THE DEVELOPER OR LANDLORD BUILDS TO A TENANT'S SPECIFICATIONS. THE LANDOWNER PAYS FOR THE CONSTRUCTION TO THE SPECIFICATIONS OF THE TENANT, AND THE TENANT THEN LEASES THE LAND AND BUILDING FROM THE LANDOWNER, WHO RETAINS OWNERSHIP. BUILD TO SUIT IS FREQUENTLY USED BY TENANTS WHO WISH TO OCCUPY A BUILDING OF A CERTAIN TYPE BUT DO NOT WISH TO OWN THE BUILDING.



### INFRASTRUCTURE SUPPORT

THE SUPPLIES AND SERVICES NEEDED TO KEEP THE DAY-TO-DAY OPERATIONS OF AN ORGANIZATION GOING. SERVICES AND SUPPLIES NEEDED TO SUSTAIN AN ORGANIZATION IN ITS DAY TO DAY OPERATIONS, SUCH AS COMMUNICATIONS, LABOR, POWER, TRANSPORT, WATER.

### AUTOMOTIVE TRAINING CENTRE

AUTOMOTIVE TRAINING CENTRES (ATC) OFFERS COURSES AND PROGRAMS THAT ARE DESIGNED TO GIVE STUDENTS THE SKILLS THEY NEED TO BECOME THE BEST CAR EXPERTS OUT THERE. WITH FULL-TIME, PART-TIME AND ONLINE STUDY OPTIONS RANGING FROM MECHANICS TO SALES, CAR-LOVERS CAN CHOOSE WHICH CAREER PROGRAM SUITS THEM BEST.

### AUDIT & CERTIFICATION

THE GLOBAL AUTOMOTIVE INDUSTRY UPHOLDS RIGOROUS AND SPECIFIC STANDARDS OF QUALITY FOR VEHICLE ORIGINAL EQUIPMENT MANUFACTURERS (OEMS) AND SUPPLIERS OF PRODUCTS AND PRODUCTION MATERIALS. OEMS AND SUPPLIERS RECOGNISE THE IMPORTANCE OF COMPLYING WITH THESE STANDARDS TO REMAIN COMPETITIVE. ALIGNING TO A QUALITY MANAGEMENT SYSTEM WITH ISO 9001 AS A BASIS IS ALSO IMPORTANT FOR INCREASING PROFITABILITY BY REDUCING PROBLEMS AND RISKS IN THE SUPPLY CHAIN. THE REVISED AUTOMOTIVE INDUSTRY STANDARD FOR QUALITY MANAGEMENT - IATF 16949 - WAS PUBLISHED IN OCTOBER 2016, REPLACING THE FORMER STANDARD ISO/TS 16949. IATF 16949 SPECIFIES THE REQUIREMENTS OF ISO 9001 FOR AUTOMOTIVE PRODUCTION. BORN FROM THE NEED FOR A GLOBALLY HARMONISED QUALITY MANAGEMENT SYSTEM REQUIREMENTS DOCUMENT, IATF 16949 WAS DEVELOPED BY THE INTERNATIONAL AUTOMOTIVE TASK FORCE (IATF) AND THE ISO TECHNICAL COMMITTEE. THIS TECHNICAL SPECIFICATION COMBINES ALL PREVIOUS AND PUBLISHED NATIONAL AUTOMOTIVE QUALITY STANDARDS SUCH AS QS-9000, VDA 6.1, EAQF 94 AND AVSQ.

### THE EVOLUTION OF IATF 16949

(THE AUTOMOTIVE QUALITY STANDARD)



### PROJECT MANAGEMENT

SUPPORT OF INITIATING, PLANNING, EXECUTING, CONTROLLING, AND CLOSING THE WORK OF A TEAM TO ACHIEVE SPECIFIC GOALS AND MEET SPECIFIC SUCCESS CRITERIA AT THE SPECIFIED TIME. SERVICE WITH A DEFINED BEGINNING AND END UNDERTAKEN TO MEET UNIQUE GOALS AND OBJECTIVES, TYPICALLY TO BRING ABOUT BENEFICIAL CHANGE OR ADDED VALUE. THE TEMPORARY NATURE OF PROJECTS STANDS IN CONTRAST WITH BUSINESS AS USUAL, WHICH ARE REPETITIVE, PERMANENT, OR SEMI-PERMANENT FUNCTIONAL ACTIVITIES TO PRODUCE PRODUCTS. IN PRACTICE, THE MANAGEMENT OF SUCH DISTINCT PRODUCTION APPROACHES REQUIRES THE DEVELOPMENT OF DISTINCT TECHNICAL SKILLS AND MANAGEMENT STRATEGIES.



### PERMANENT & TEMPORARY PERSONAL RENT

ECONOMIC RENT IS AN EXCESS PAYMENT MADE TO OR FOR A FACTOR OF PRODUCTION OVER THE AMOUNT REQUIRED BY THE PROPERTY OWNER TO PROCEED WITH THE DEAL. THIS OFTEN OCCURS WHEN A BUYER, WORKING TO ATTAIN A GOOD OR SERVICE THAT IS CONSIDERED EXCLUSIVE, MAKES AN OFFER PRIOR TO HEARING WHAT A SELLER CONSIDERS AN ACCEPTABLE PRICE. MARKET IMPERFECTIONS LEAD TO THE RISE OF ECONOMIC RENT; IT WOULD NOT EXIST IF MARKETS WERE PERFECT, SINCE COMPETITIVE PRESSURES WOULD DRIVE DOWN PRICES.



**AUTO PARK BULGARIA EAD**





PROJECT FOR CREATING LARGE INDUSTRIAL & AUTOMOTIVE ZONES FOR ATTRACTING IMPORTANT OEM & TIER 1 COMPANIES

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REGION STRATEGY  
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EY  
BULGARIA  
www.EY.com



ARCHITECTURAL TEAM  
www.S-A-T.eu

arch. Lubomir Stanislavov

CEO & Member of Board

[www.AutoPark.bg](http://www.AutoPark.bg)

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