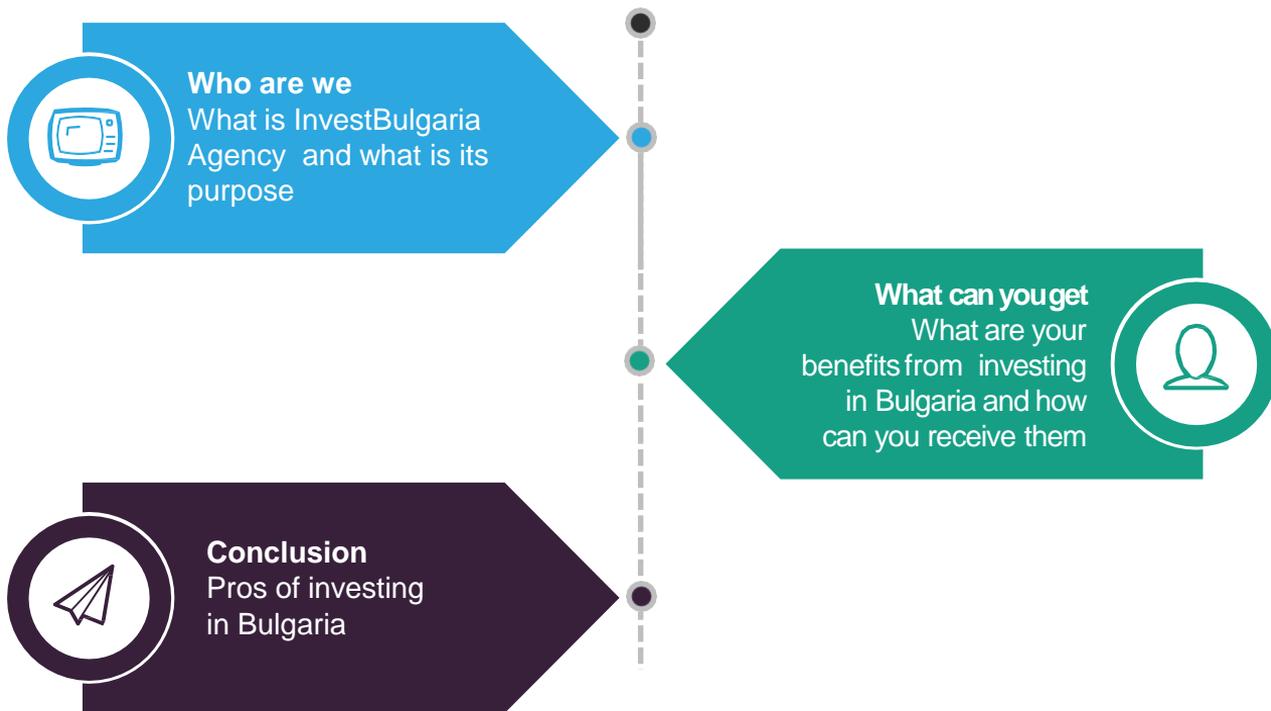


InvestBulgaria Agency

Empower your Investment



Content



What is InvestBulgaria Agency



About us

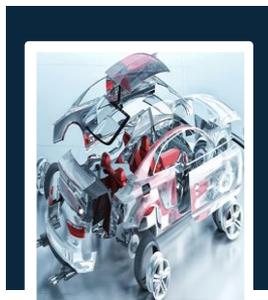
InvestBulgaria Agency (IBA) is a government organization, established to attract investments to Bulgaria, to assist project set-up and to ensure successful project development resulting in new jobs, exports and know-how transfer for the Bulgarian economy. We help potential and existing investors explore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

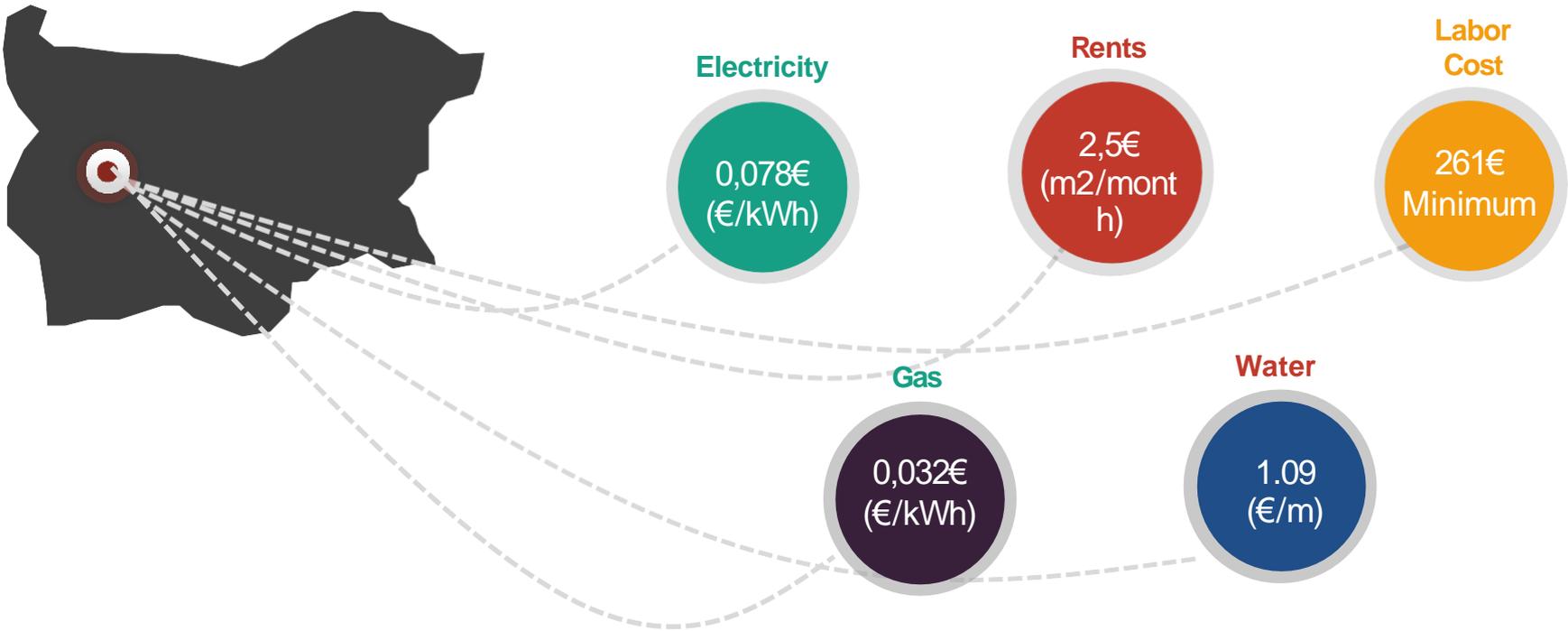
Points of success

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

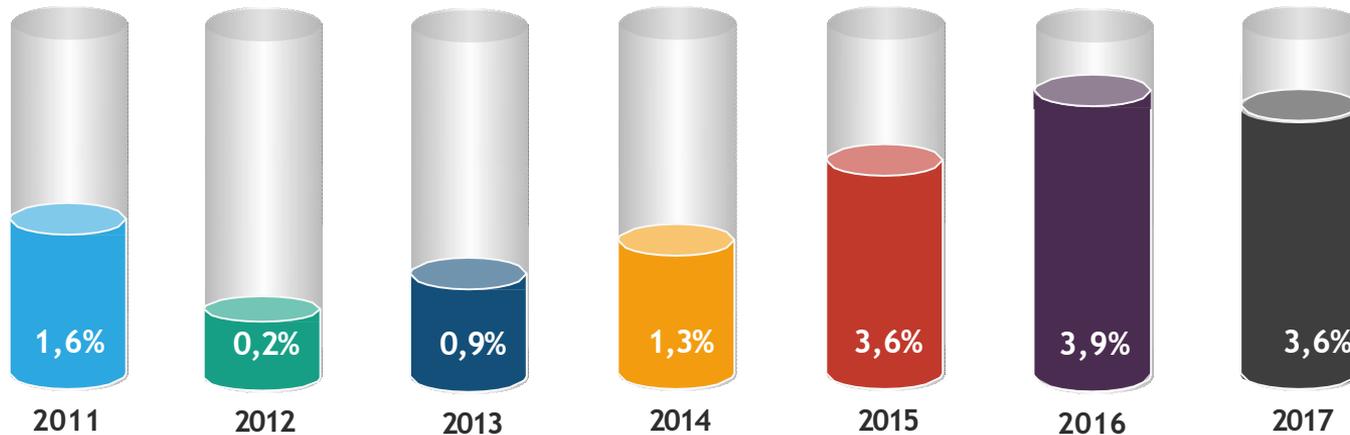
-  **Government Incentives**
Social security and tax benefits
-  **Educated and Skilled Workforce**
High staff qualification and improvement in the production capacity
-  **Easy Market Access**
Easy access to EU markets as well as Russia, Turkey and Middle East
-  **Reduced Cost and Risk**
Political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



Competitive cost of business

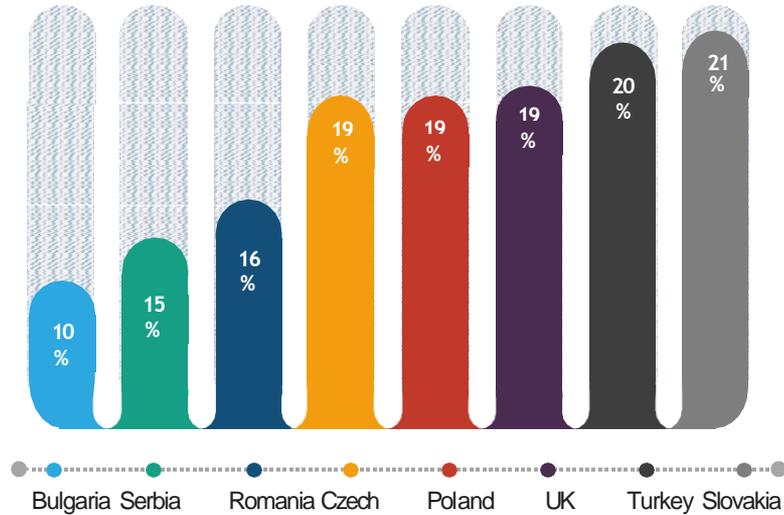


GDP Growth Rate



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.

Investment map



FDI by host country
Millions of Euro
2017

-  Netherlands – 885
-  Germany – 131
-  Switzerland – 130
-  Turkey – 81
-  Greece – 75

China and Bulgaria



China

In the first nine months of 2017, bilateral trade was USD 1440.6 million (a growth of 19.8% compared to the same period in 2016), of which Bulgarian exports amounted to USD 513.9 million (an increase of 57.5%) and imports of USD 926.7 million (an increase of 5.8%).

FDI	
China to Bulgaria (mln. EUR)	Bulgaria to China (mln. EUR)
● 2017 → 3.6	● 2017 → 2.5
● 2016 → -20.9	● 2016 → 0.8
● 2015 → 2.5	● 2015 → 5.2

Traditional goods and resources of bilateral exchange

Exports from Bulgaria	Imports from China
Refined copper and copper alloys	Lighting
Copper ores and their concentrates	Electrical machinery and equipment
Converters, casting buckets, casting machines in the metallurgical, steel and foundry industries	Parts and accessories for motorcycles and bicycles

IT & BPO



Education



01

Inspiration



02

Development



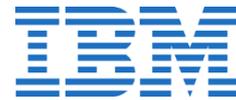
03

IT & BPO

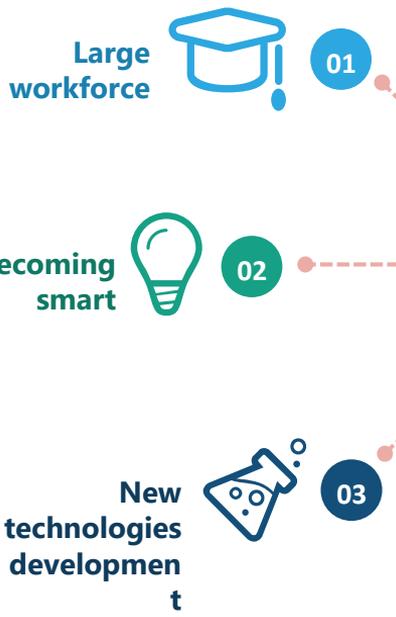
IT & BPO sectors are currently the fastest growing sectors in Bulgaria. Aiming towards the high tech workforce, the sectors have reached average salary of 1350 euro, which is way above the average for the country. According to the branch, the workplaces in the sectors are growing by nearly 5% each year, 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



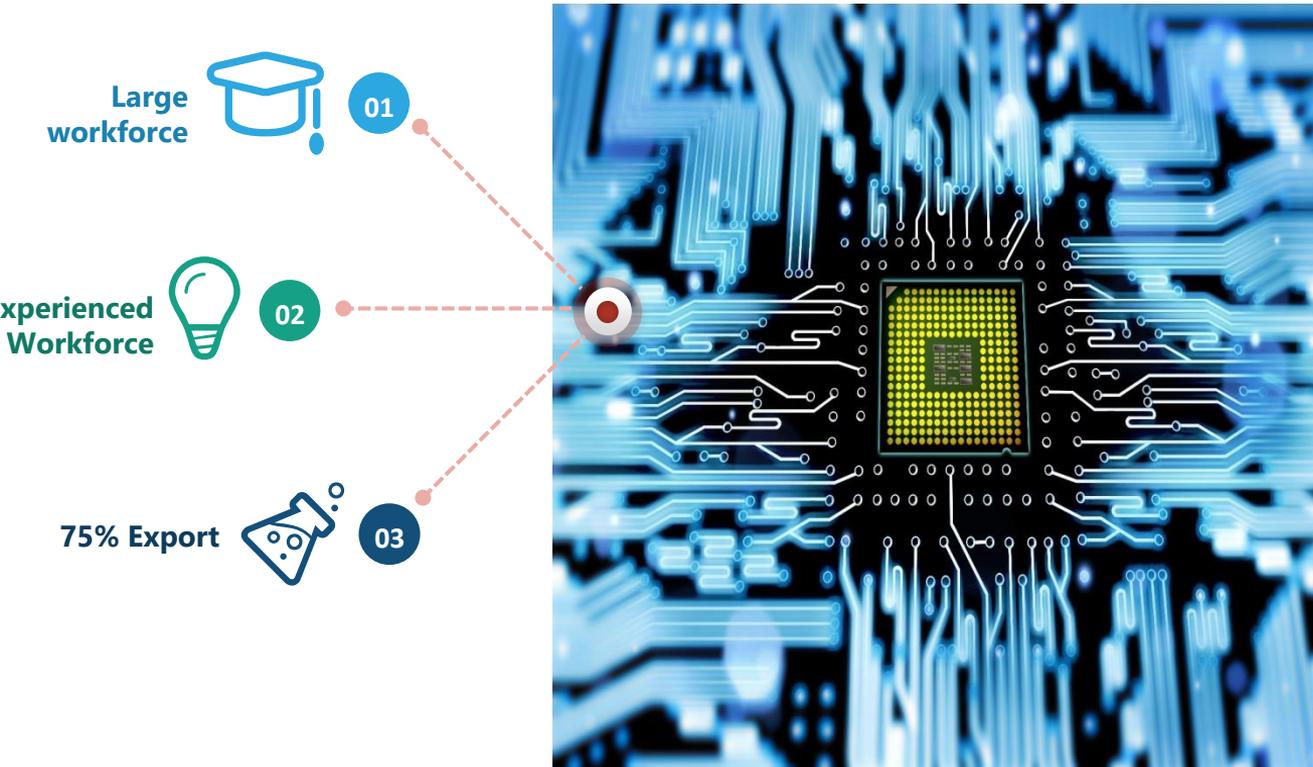
BHTC



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

FESTO



ZTE中兴



OSRAM

LIEBHERR

SIEMENS

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



Certification Criteria



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
INCENTIVES	€ 50.00 M 50 – 150 Jobs	€ 1.00 M – 5.00M 25 – 150 Jobs	€ 500 K– 2.50 M 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	✓		

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.



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