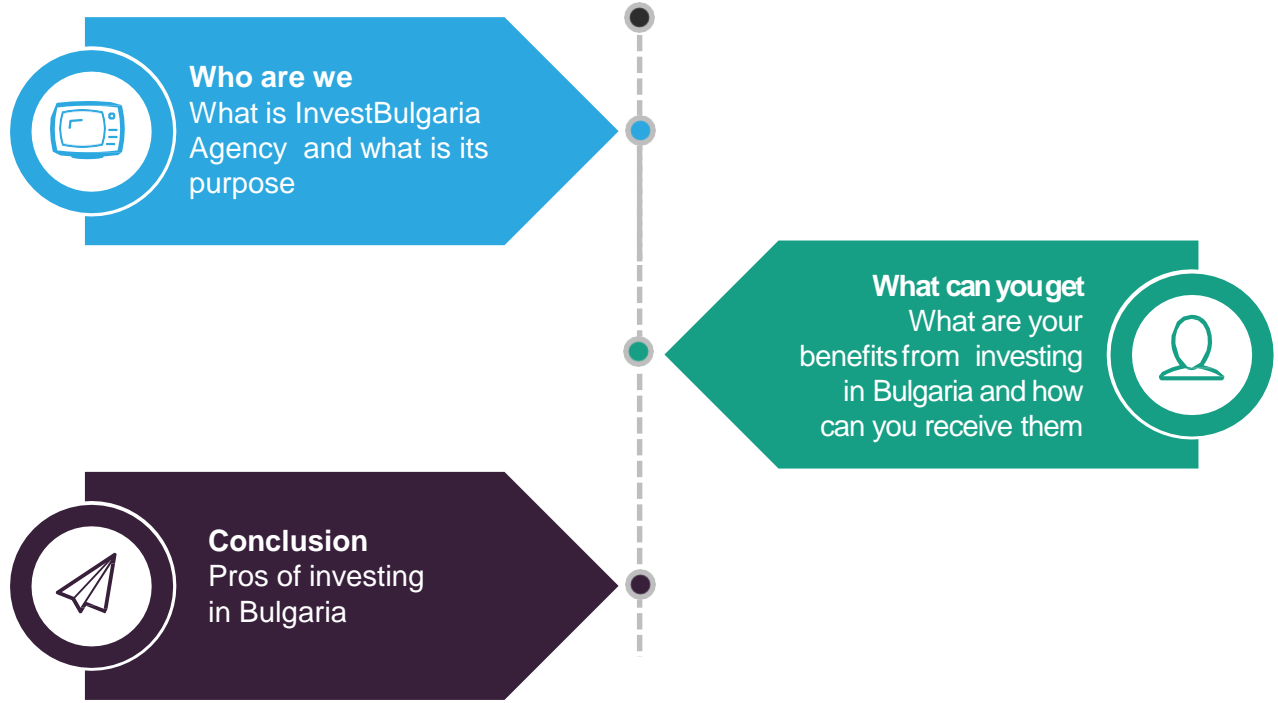




**InvestBulgaria**  
**Agency**  
Empower your Investment



# Content



# What is InvestBulgaria Agency

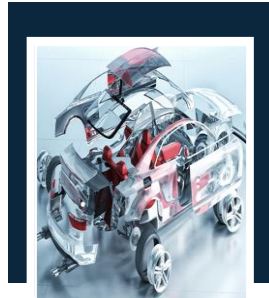
---



## 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?



**In automotive sector**  
in Bulgaria  
work  
more than 200 companies

**Automotive producer**  
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

---

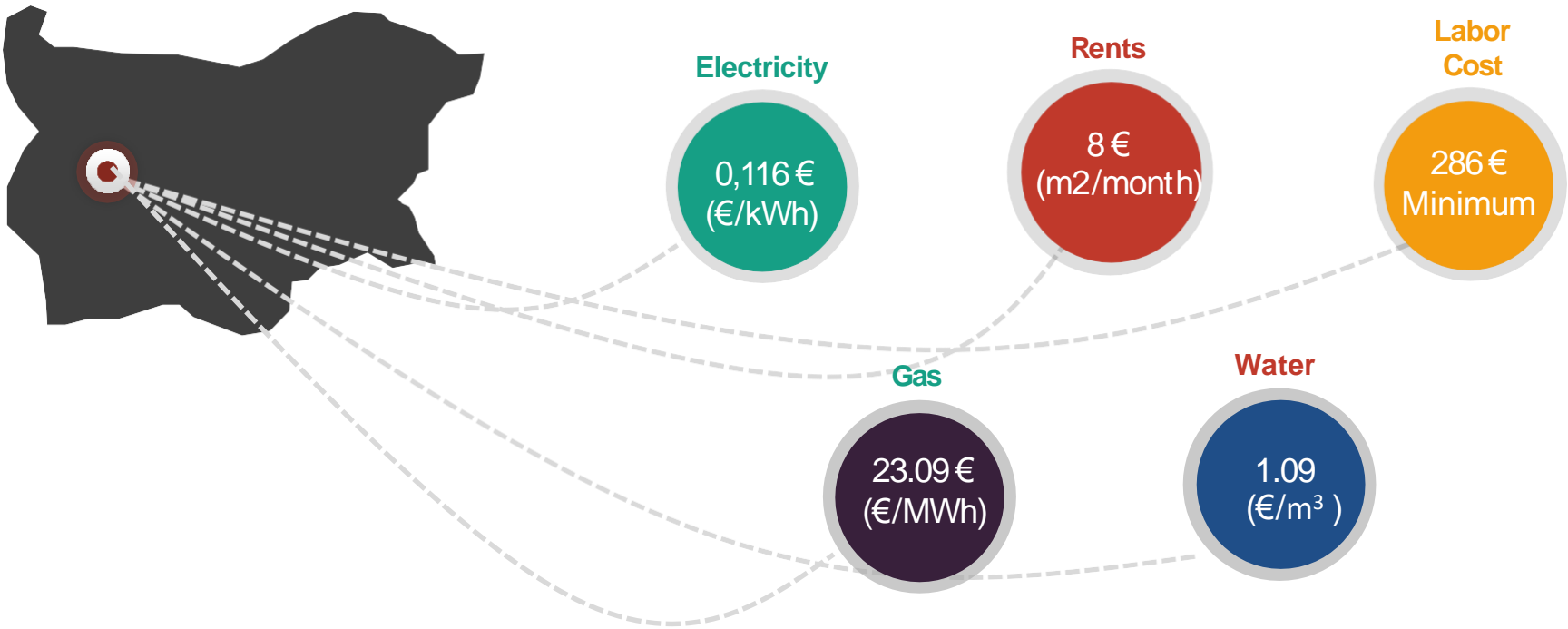
## Points of success

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 market 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



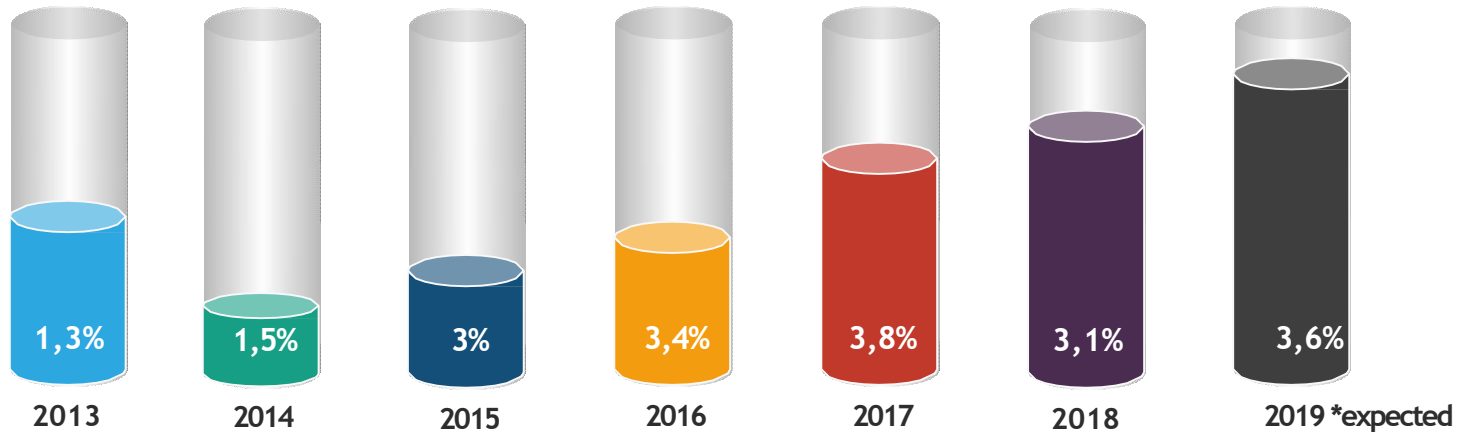
# Investment map



FDI by host country  
Millions of Euro  
2018

- Netherlands – 1087
- Hungary – 585
- Germany – 154
- Norway – 114
- Belgium – 94

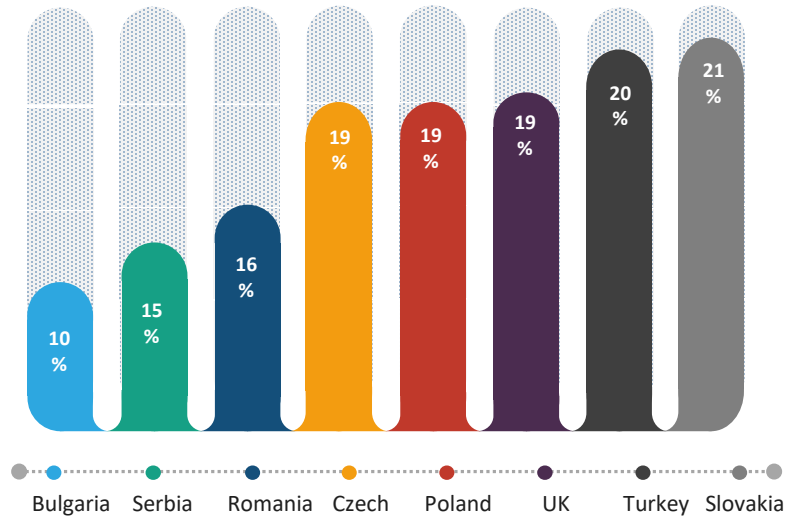
# GDP Growth Rate



**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**



# Taxation Rates



**Bulgaria has attractive taxation system.**

# IT & BPO



Education 01

Inspiration 02

Development 03

## IT & BPO

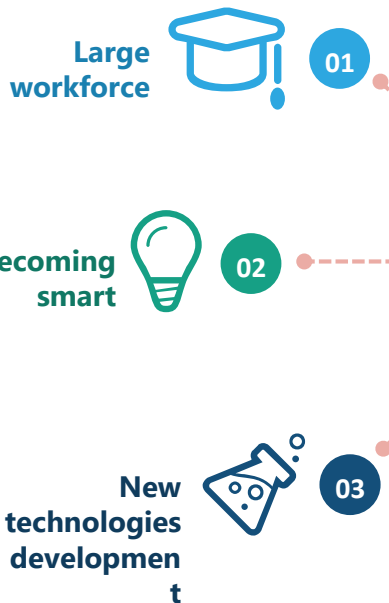
IT & BPO sectors are currently the fastest growing sectors in Bulgaria. Aiming towards the high tech workforce, the sectors have reached average salary of 1350 euro, which is way above the average for the country. According to the branch, the workplaces in the sectors are growing by nearly 5% each year,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

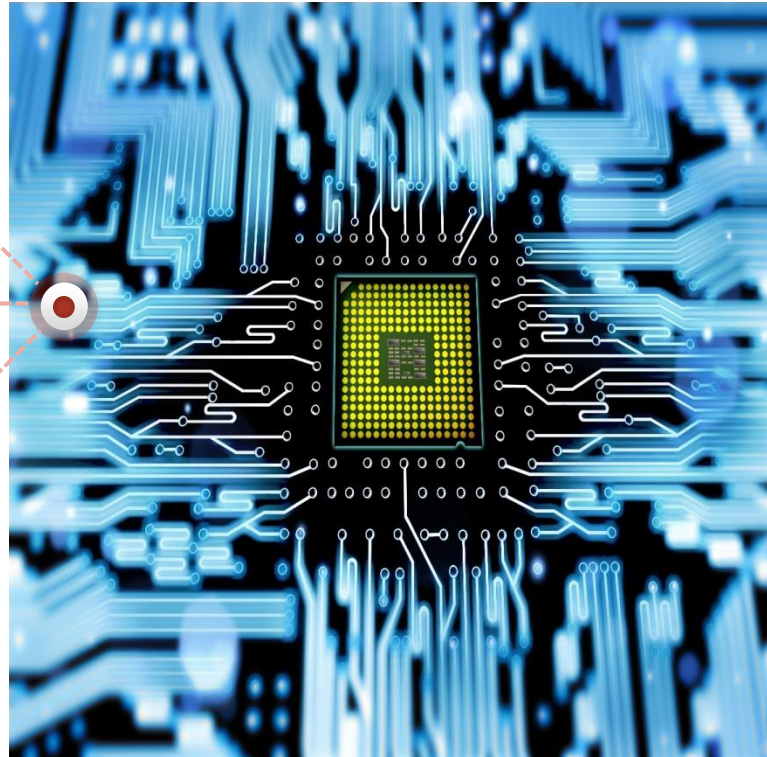
The sector is expected to grow in the following years due to the constantly developing and smart-seeking technologies.



# SUCCESSFUL COMPANIES



# Electronics



Large workforce  01

Experienced Workforce  02

75% Export  03

## 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



# OSRAM



# 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 11 projects**

- 7 392 021 m<sup>2</sup> total area
- 76 409 m<sup>2</sup> built-up area
- 240 500 m<sup>2</sup> open-air warehouses

## Six operating zones

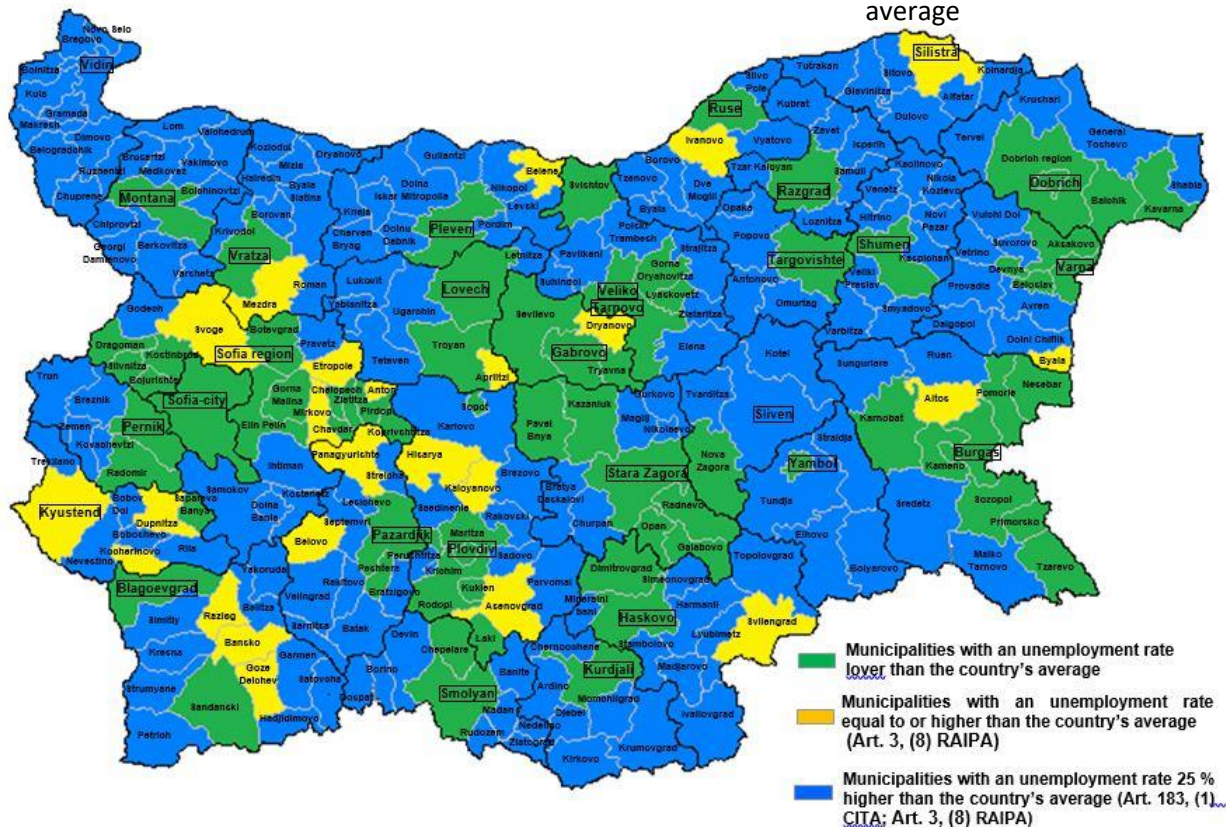
- **Sofia-Bozhurishte** Economic Zone
- Industrial & Logistics Park – **Bourgas**
- Free Zone **Rouse**
- Free Zone **Svilengrad**
- Industrial Zone **Vidin**
- **Transit Trade Zone** – Varna

## Five zones under development

- Industrial Zone **Karlovo**
- Industrial Zone **Telish /Pleven/**
- Industrial Zone **Varna West**
- Industrial Zone **Kardzhali**
- Industrial Zone **Stara Zagora**

# Unemployment map

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



## Municipal unemployment

According to the Bulgarian legislation any taxable person shall be allowed to retain up to 100% of the corporate tax in respect of the tax profit derived from the manufacturing activities in municipalities with unemployment rate over 25% higher than the country's average.

# 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
<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

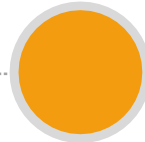
**Reduced Cost and Risk**  
Political and economic stability along with competitive cost labor and low tax rate



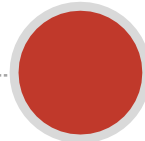
**Educated and Skilled Workforce**  
High staff qualification and improvement in the production capacity



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



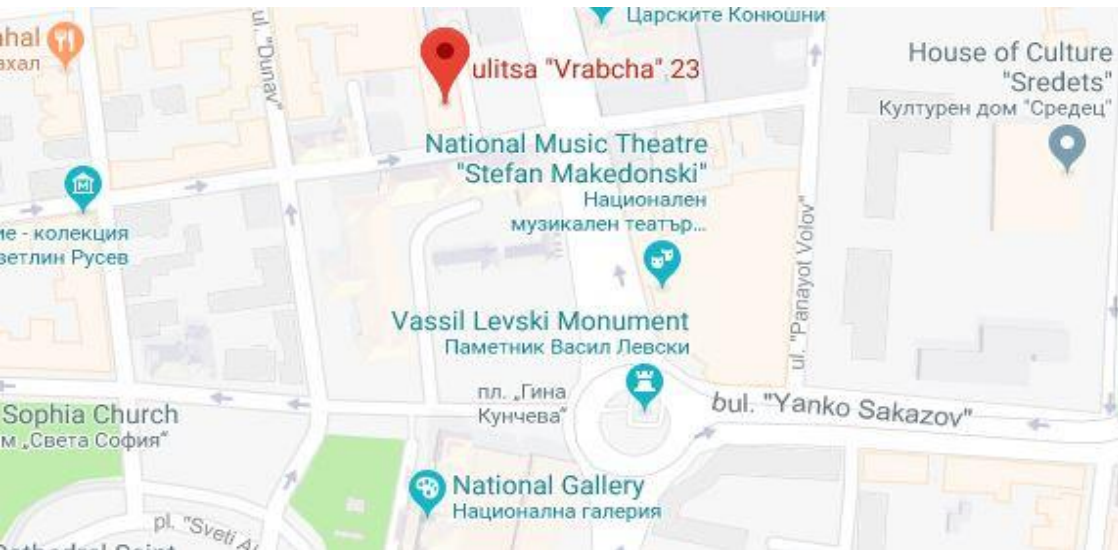
**Government Incentives**  
Social security and tax benefits



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 Map

Where are we



Head Office

InvestBulgaria Agency

23 Vrabcha Street

Sofia 1000, Bulgaria

Tel.: ( +359 2 ) 985-5500

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