

BULGARIAN – JAPANESE ECONOMIC COUNCIL

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Bulgarian priorities

FDI in Energy, Infrastructure, IT
sectors, Water – Supply and
Sewerage,
Agriculture, Tourism

Priority Economic Sectors

WHAT?

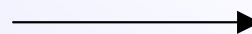
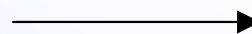
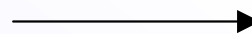
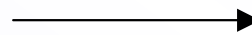
⇒ Hi-tech

⇒ Energy

⇒ Mechanical Engineering

⇒ Automotive Industry

⇒ Tourism



WHY?

Uses best resource of Bulgaria

Uses low cost & position

Uses excellent conditions

Greater product quality

Uses excellent conditions

ICT

“These Central and Eastern European countries represent an enormous opportunity for HP and we plan to invest heavily in these regions... Many of our competitors are asleep at the wheel.”

Jeff Clarke, Executive Vice President of global operations at Hewlett-Packard

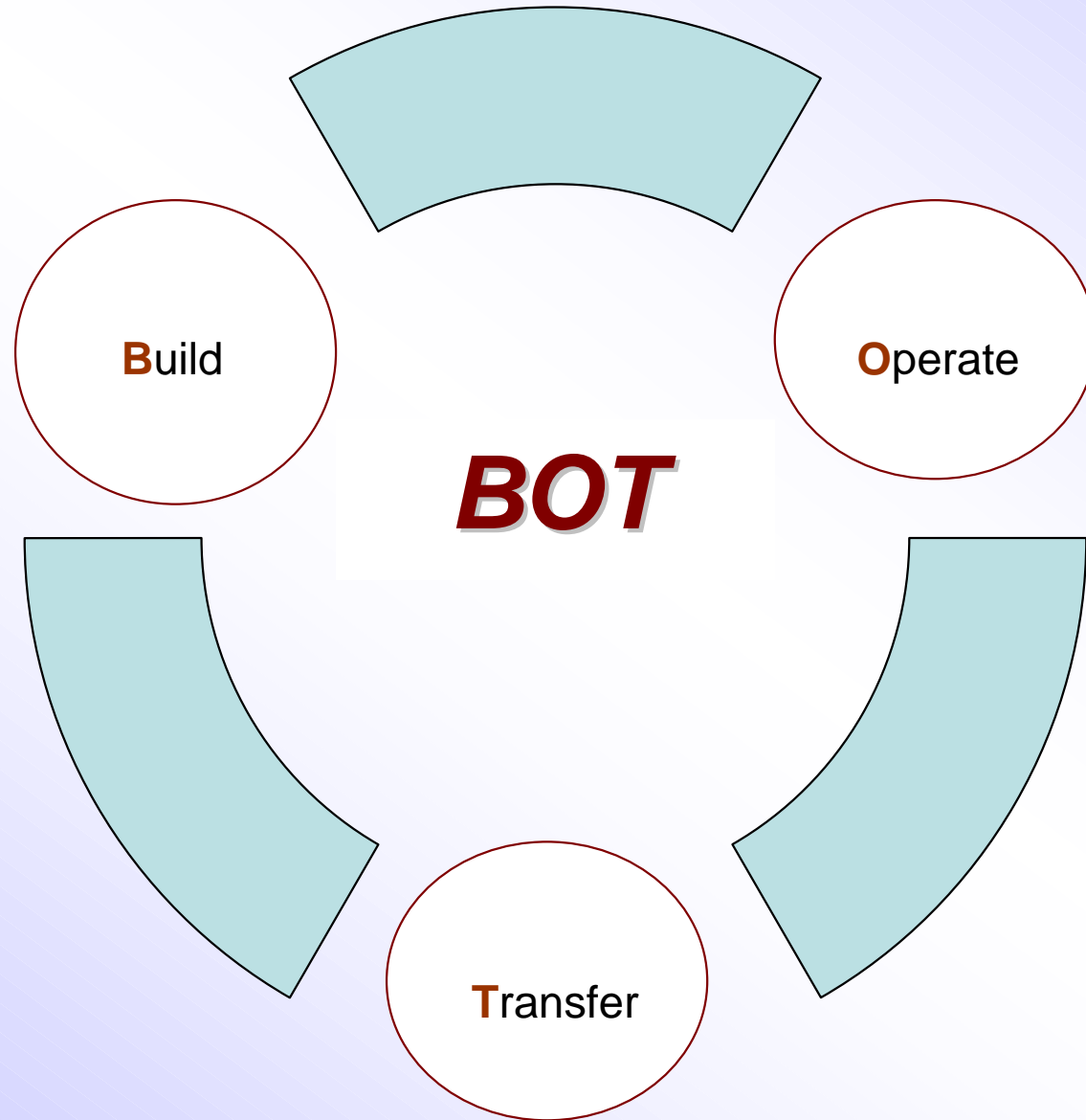
Country with highly qualified and skilled IT experts at competitive remuneration:

- ↙ Regional centre of the European Software Institute
- ↙ Ranking 8th in the world according to the number of certified professionals in the sphere of information technologies;
- ↙ Ranking 3rd in Europe according to the number of certified professionals in the sphere of information technologies;
- ⇒ Lowest corporate and personal income tax levels
- ⇒ IT is top economic priority of the Bulgarian government
- ⇒ Strategy for competitiveness of IT to be adopted soon
- ⇒ No VAT for software exports

Policy on modernization of infrastructure

- ⇒ Budget;
- ⇒ International grant schemes;
- ⇒ EU pre-accession funds;
- ⇒ Foreign investments;
- ⇒ Public-private partnerships.

Public Private Partnership in big investment projects



Innovation Strategy

and measures for stimulating innovative and research potential

The goals of the Strategy:

⇒ Stimulus for research, related to industry and the co-operation among R&D units, universities and business;

⇒ Improvement of the innovations funding, evolving mechanisms for attracting private equity/capital;

⇒ encouraging implementation of new technologies;

⇒ support for the establishment of clusters in sectors, traditional for our country;

⇒ support for newly established companies and firms that develop successfully in view of enhancing their innovative potential;

⇒ creating mechanisms for attracting foreign investment in the spheres of science and technology.

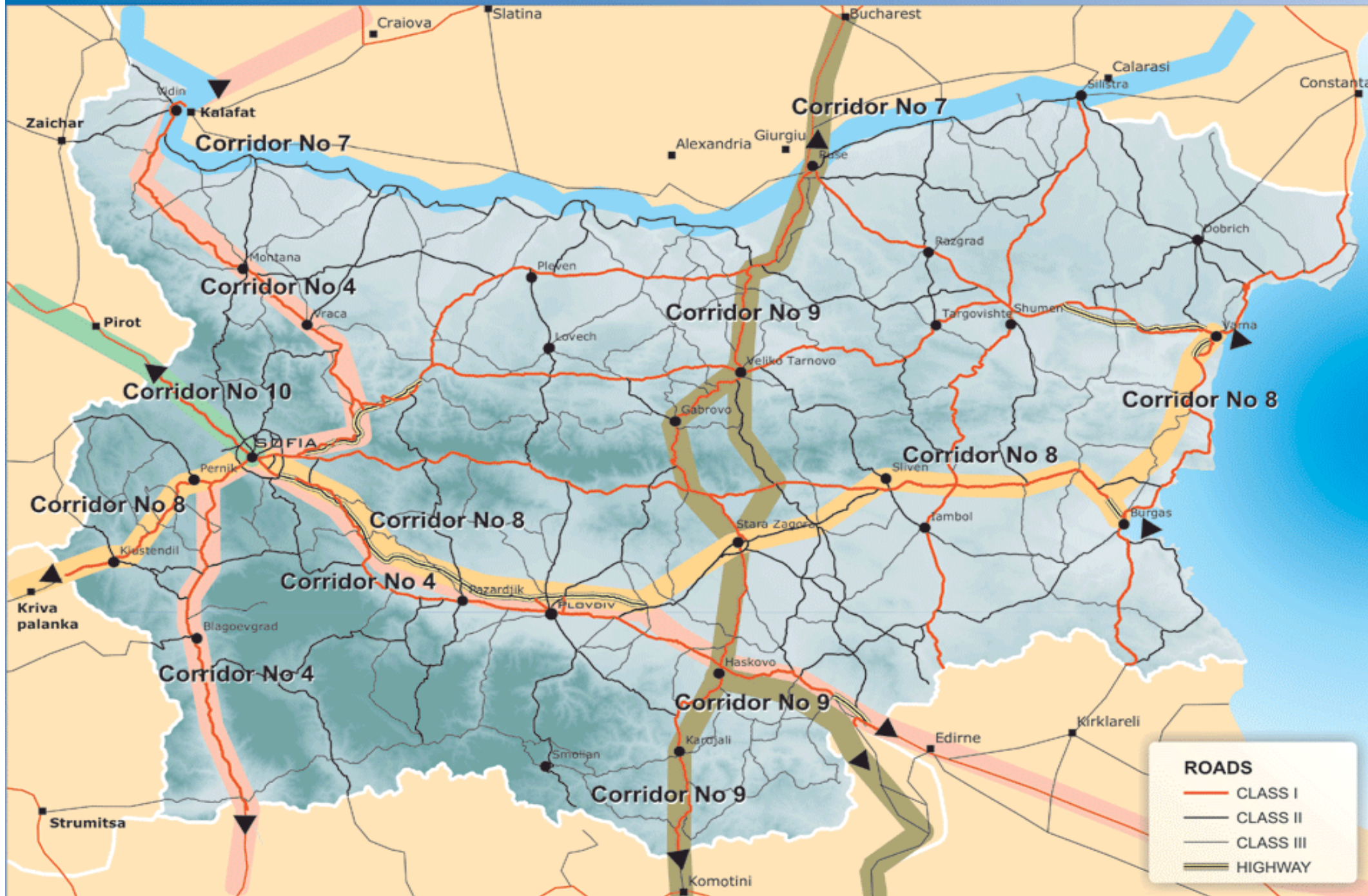
Economic Policy Priorities

- ✓ Increasing the competitiveness of Bulgarian economy through measures for improving the business environment;
- ✓ Support for investments and innovations by creating the requisite infrastructure;
- ✓ Reforms in the sphere of education and development of science as essential elements in building a knowledge-based economy.

Energy Sector Overview

- ⇒ Positioning of Bulgaria as a reliable base for the transit of oil, natural gas and electric power and as a regional dispatching center
- ⇒ Biggest exporter of electricity on the Balkans
- ⇒ Till 2012 – 10%, 2020 – 20% of electricity generation capacity should be from reclaimable and ecological sources
- ⇒ Trend towards greater energy independence through development of local energy resources

PAN-EUROPEAN TRANSPORT CORRIDORS BULGARIAN ROAD NETWORK



WATER – SUPPLY & SEWERAGE

Purposes:

- ❖ Optimization of management
- ❖ Ensuring of financing for improvement of water infrastructure

Investments necessary for development of Water - Supply & Sewerage sector are 6.9 billions EUR

PPP forms in water sector

- ❖ Service contracts
- ❖ Management contracts
- ❖ Concession contracts
- ❖ J/V for project implementaton



Main investment projects in water sector

- ❖ **Water supply system “Panagyurishte”**
 - Level of project completion - 80%
 - Required funding for project completion - €32 million
- ❖ **Water supply system “Madan – Rudozem “, Hydro-engineering complex “ Plovdivtsi “**
 - Level of project completion - 65%
 - Required funding for project completion - €15 million
- ❖ **Water supply system “ Kiustendil “, Hydro-engineering complex “ Kiustendil “**
 - Level of project completion - 55%
 - Required funding for project completion - €33 million
- ❖ **Water supply system “ Tryavna “, Hydro-engineering complex “ Neykovtsi “**
 - Level of project completion – 65%
 - Required funding for project completion – €10 million



Main investment projects in water sector

- ❖ **Water supply system “ Sevlievo – Veliko Turnovo,
“ Byala “ dam**
 - Level of project completion – 2%
 - Required funding for project completion – €40 million
- ❖ **Water supply system “ Cherni Ossam “,
“ Cherni Ossam “ dam**
 - Level of project completion – 0%
 - Required funding for project completion – €80 million
- ❖ **Water supply system “ Blagoevgrad “,
“ Rakochevitsa “ dam**
 - Level of project completion – 0%
 - Required funding for project completion – €25 million

e-Government Priorities

- Develop Internet-based services for access to public sector information
- Improve transparency
- Involve citizens and business in interactive ways
- Full exploitation of ICT in administrations including e-signatures and open source software
- E-markets for public sector procurement

OUTSOURCING – JAPAN

- The Bulgarian IT industry dates a long time back. The existence of most local companies is direct result of IT outsourcing during the best part of the past 10 years. The professionals are experienced working together with foreign partners.
- There are a number of companies that are capable of creating complete solutions and they have the history of doing so.
- The areas of technical expertise cover most of the IT spectrum. Some of the major strengths include application and web development based on Microsoft technologies, server-side Java/J2EE development and more recently various mobile platforms like Palm and Symbian.
- Good English language skills. The local IT industry requires them.
- A pool of highly professional and capable individuals who could create organizations to fit nicely the client requirements and culture.

E-government www sites in Bulgaria

- Government portal

www.portal.government.bg

- BULSTAT

www.bulstat.nsi.bg

- Register of Government procurements

www1.government.bg/rop

- Register of small government procurements

www.asme.bg/bg/mop/default.asp

- Register of the Bulgarian Administrative structures

www1.government.bg/ras

- Public register - Bulgarian National Statistics

www.ssec.bg/pubreg/index.html

- Labor market Agency of Employment

www.nsz.government.bg/elmnt4/NSZ_40.htm

Sayrix - www.sayrix.com

BCCI - www.bcci.bg



BULGARIAN CHAMBER OF COMMERCE AND INDUSTRY
offers activities and services facilitating the operation of business in Bulgaria

About BCCI

- Executives
- Council with BCCI
- Regional Chambers
- Sectorial Organizations with BCCI

Participation of BCCI in International Organizations

- World Trade Center
- International Chamber of Commerce, Paris
- Eurochambres
- Economic Survey 2004
- Association of the Balkan Chambers of Commerce
- Association of the Black Sea Zone CCI
- BSEC Business Council
- International Council on Cooperation
- CEFTA
- SECI
- CEI
- Euro Info Centre
- EAN International

Partnership Project DIHK

BCCI in Service to Bulgarian Business and its Members

- Code of Ethics
- Main activities and services
- Arbitration Court at BCCI
- BCCI - World Trade Center Sofia - Affiliate

OFFERS

Members of BCCI

Trade representation offices in the Republic of Bulgaria

Trade Directory

EAH Bulgaria Members Directory

Rate of exchange - since June 1998

Electronic marketplace for investment projects

Web Pages of Bulgarian Companies

Association of the Organisations of Bulgarian Employers

Another Institutions with BCCI

- Vezni Publishing and Information House
- Bulgarian-Bavarian Centre on Quality Management
- National Centre for Vocational Training within BCCI
- Sofia Commodity Exchange

Headlines

Court of Arbitration at BCCI in 1953 and 107 Years of Arbitration Activity within the System of BCCI (Published July 17, 2003)

September 12, 2003

Trade, Duties, Taxes - ABC Partneriat, Sofia, 05-07.03.2003

Reconstruction and Humanitarian Assistance for Iraq

News Forthcoming Events

BULGARIA - Country Profile

Documents from the BCCI Extraordinary General Assembly

Economic News

- 100 Companies, 50 Holdings Leading in the Bulgarian Economy for 2002
- Bulgarian foreign trade for 2002

Publications

- Bulletin BULGARIA ANALYTICA
- Infobusiness Bulletin
- Border Crossing Guide

Delegation of the EC to Bulgaria
The World Bank, Sofia Office

Useful Information
Telephone Directory

Thank you!

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