



# **“Business opportunities between Bulgaria and Uzbekistan”**

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Services InvestBulgaria Agency



# About us

- One-stop-shop
- End-to-end support
- Enhance investment climate
- Synergies with the ecosystem
- Support for future expansions



Tailor-made solutions



Long-term partnership approach



Added Value



Agility



# Competitive in the EU

- In Q2 2022, GDP **grows by 4.0%**
- Top three in terms of annual **growth of industrial production** in June in the EU - **17.4%**
- Bulgaria is the third biggest exporter **of electricity** for the first half of 2022
- One of the **strongest engineering and IT** talent pools in Europe
- The **most competitive operational costs** in the EU

## Did-you-know

Bulgaria is in Top 10 countries in the world with fastest mobile internet connection

49,5 % of the population speaks at least one foreign language

Bulgaria ranks 3rd in terms of IT specialist per capita

Bulgarian Olympiads are at the top of the world rankings in mathematics, informatics and physics



# Bulgaria – Uzbekistan



- Bilateral Trade volume (2021) amounted to **~40 161 in thousands of USD;**
- FDI inflow from Uzbekistan to Bulgaria accumulated to **EUR -0,2 M (2021);**  
FDI for 2019 reached record **EUR 1,9 M;**
- Our exports to Uzbekistan during the period mainly consisted of devices for
- processing materials by changing the temperature, milking machines and milk processing machines, shaving preparations, body deodorants, bath preparations, depilatories, medical, surgical, dental or veterinary instruments and devices.



# Priority Sectors



**AUTOMOTIVE**



**MECHANICAL ENGINEERING**



**HEALTH & LIFE SCIENCE**



**ELECTRONICS**



**IT and BPO**



**ROBOTICS & MECHATRONICS**

# Automotive Industry

**EUR 4.3 Bn**  
Turnover



**11%**  
of GDP



**270+**  
Companies



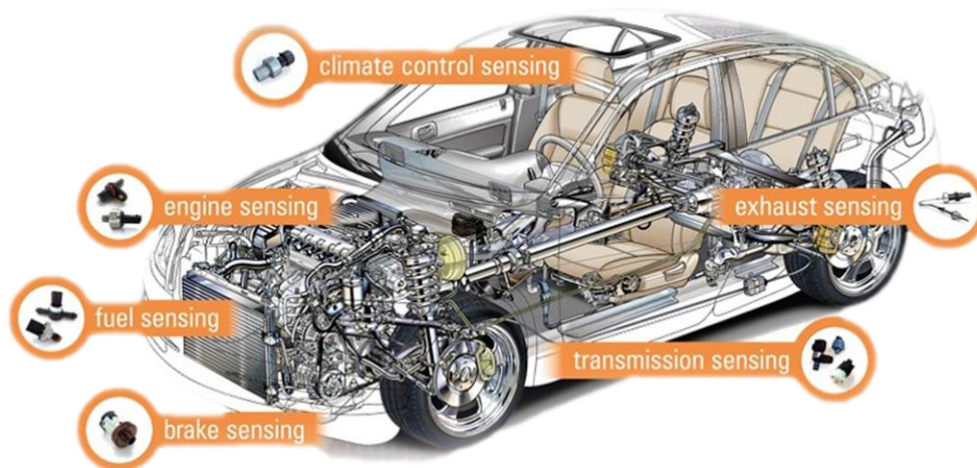
**35**  
R&D Centers



**67 000+**  
Workers



**80% OF THE SENSORS**  
IN ALL EUROPEAN CARS ARE MADE IN BULGARIA



# Mechanical Engineering

**EUR 1.2 Bn**  
4% of total exports



**EUR 0.6 Bn**  
83% of FDI



**950**  
Companies



**EUR 1.5 Bn**  
Production



**32 000**  
Workers



# IT & BPO

**EUR 3.3 Bn**  
Turnover



**6.6%**  
of GDP



**35**  
Universities



**EUR 1 669**  
Average gross salary



**12 000**  
Students enrolled in ICT  
specialties



**UNICORN**  
First unicorn in the field  
of FinTech



# Robotics & Mechatronics

Productivity grows by 6% year-on-year

**€ 500+ M**

Revenues

**5 000+**

Workers engaged

**↑40%**

Automated warehouse  
solutions integration (y/y)\*

Presence of Professional  
Association of Robotics  
and Automation

**60+**

Companies

**11+**

Startups



PARA ROBOTICS  
INCUBATOR

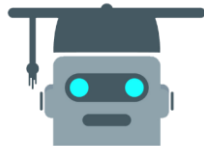


**1 371**



Classes in the country

**60**



Academies for kids and teens  
across the country teaching  
robotics and developing interest in  
STEM field





# RESEARCH & DEVELOPMENT

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**650**

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Start-ups  
&  
Scale-ups

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**63**

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Research centers  
and independent  
software schools

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**20**

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Private  
software  
academies

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**Institute for Computer Science, Artificial Intelligence and  
Technology (INS**AI**T)**

Established in partnership with ETH Zurich and EPF Lausanne

**Supported by Google and Amazon**

# Certification Criteria

Under the Investment Promotion Act (IPA)



## EMPLOYMENT ESTABLISHMENT

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

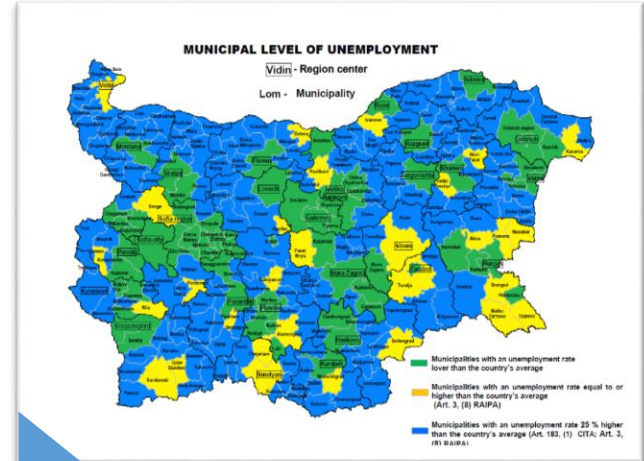
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## ECONOMIC ACTIVITY

The targeted sectors are defined by the State and high-tech, high-value-added projects are prioritized.

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## LOCATION

Locations with higher unemployment rates are prioritized and more incentives could be provided by the State.

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# Government incentives

## Financial incentives

- Financial support for training;
- Social security cash back;
- Financial support for construction of the elements of the technical infrastructure;
- Acquisition of private-municipal or private-state owned land.



**Provision of Tailor-made Incentive package for Priority Investment Projects**

## Non-financial incentives

- Shortcut on administrative terms;
- Individual administrative and information support; Interdepartmental task force for institutional support;
- Establishment of public-private partnership with municipalities, universities and other organizations;
- Acquiring real estate (private state or private municipal property) without a tender or a competitive bidding procedure.

# What Bulgaria offers?



## STABILITY

- ❑ EU, NATO & WTO member
- ❑ Currency board
- ❑ Low budget deficit and government debt



## EDUCATED AND SKILLED WORKFORCE

- ❑ 80 000 students abroad
- ❑ 25 % of population hold university degree
- ❑ 49.5 % of population speak at least one foreign language



## EASY MARKET ACCESS

- ❑ European Union
- ❑ Turkey
- ❑ Middle East



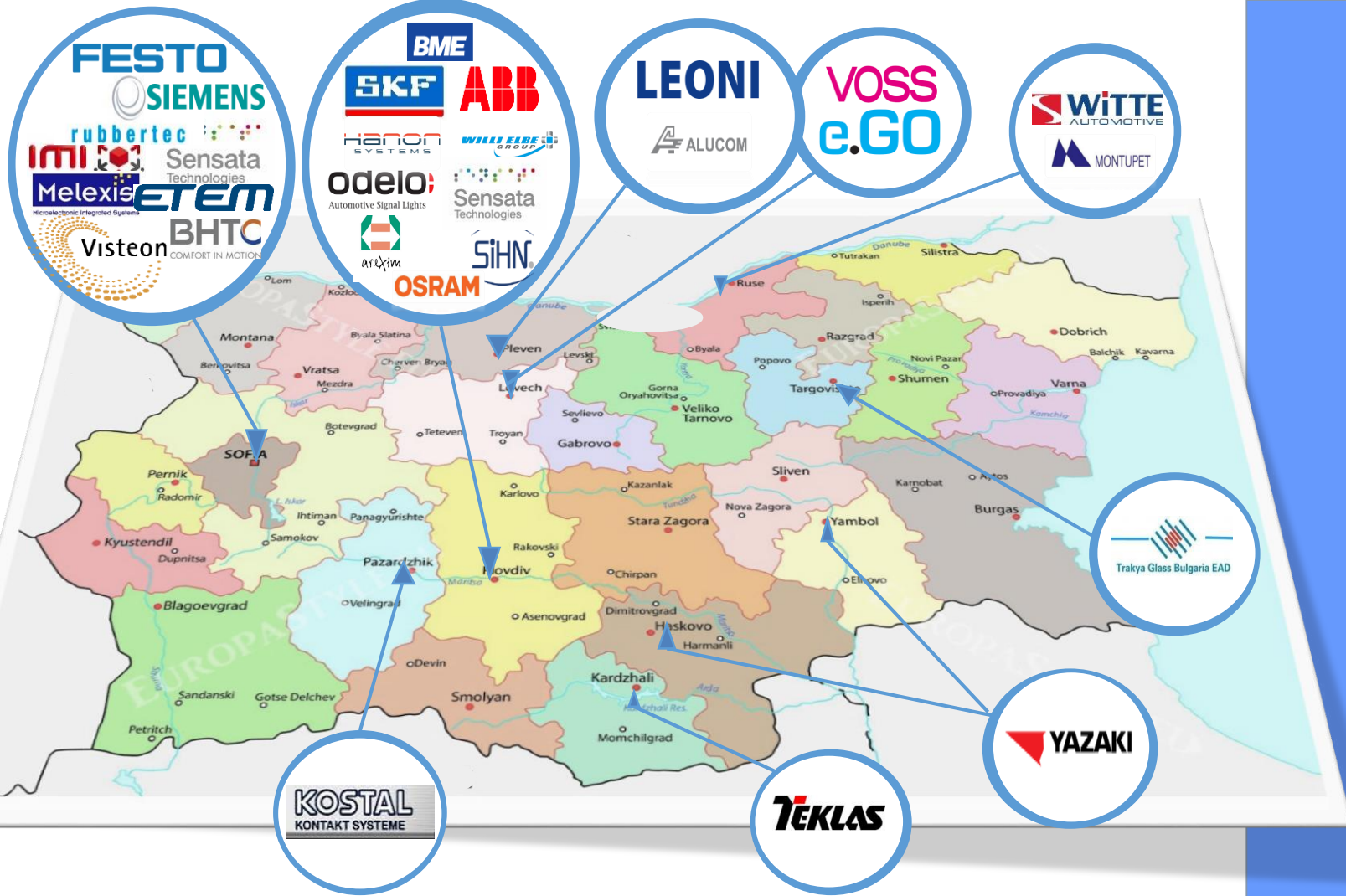
## REDUCED COST AND RISK

- ❑ Attractive taxation system
- ❑ Competitive cost of labor
- ❑ Favorable office rents and low cost of utilities



## GOVERNMENT INCENTIVES

- ❑ Social security benefits
- ❑ Tax benefits
- ❑ Vocational education benefits



STORIES OF SUCCESS

# Investor References



Alcomet

"...We were supported by **InvestBulgaria Agency** during the implementation of our investment program, with all possible financial and human resources."



Nestle  
Petar Stoilov  
Member of the directors board

"...**Bulgaria** has a huge potential to attract more **strategic investors** to develop and implement innovations with the support of the highly qualified Bulgarian specialists."



Schneider Electric Bulgaria  
Radoslav Koshkov  
Manager

"...**Schneider Electric** has an excellent relationship with InvestBulgaria Agency since the time of our first investment in production, more than **20 years ago**. We are successfully partnering with IBA in the mission to show advantages of Bulgaria as an investment destination."



Victor Karadjov  
Head of GBS Center



Acronis  
Stanislav Protassov  
Technology President and Co-founder

"...The country has good traditions in IT and experienced specialists in the field of computer science and software engineering. Bulgaria is a unique place for **Acronis**, as this is where the company's main and largest **R&D center** is located."

"...**Palfinger** chose **Sofia** for its Global Business Service Center because of the accumulated knowledge in the field of business services and presence of established specialists in the industry."



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# THANK YOU!