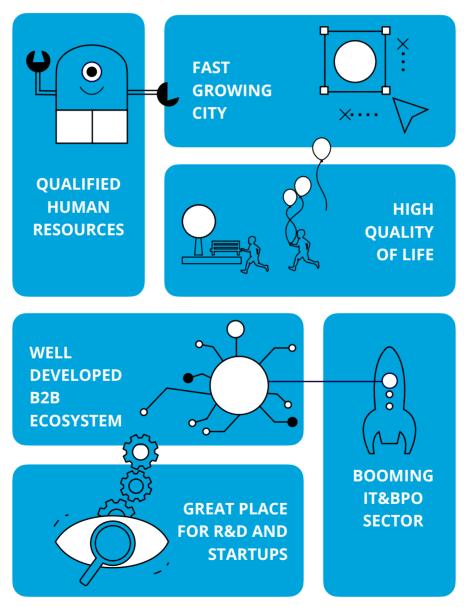
# **PLOVDIV** TECHNOLOGY DESTINATION



2023/2024



## PUBLISHED BY PLOVDIV MUNICIPALITY

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# WELCOME TO PLOVDIV



As the mayor of Plovdiv, I am proud to introduce the latest report on the technological industry in the second largest center for IT&BPO in Bulgaria.

KOSTADIN DIMITROV Mayor of Plovdiv

Plovdiv's population is one of the fastest growing among the big cities in Bulgaria. The Metropolitan area is currently home to 505 000 people who live less than 30 minutes away from the city center, most of them between 20-64 years of age.

The city is also an attractive destination for expatriates and has experienced positive net migration vis-à-vis other countries since 2017. The local expat community grows with over 10% per year and reached 32 000 in 2022.

As the second largest university center in Bulgaria, Plovdiv attracts future talent from all over the country and abroad. There are over 33 700 university students currently enrolled in the city's 8 universities - 8200 of them in technical studies.

The influx of qualified human resources and the strong educational system in the city have contributed to the rapid growth of the IT and BPO sector, whose labor productivity increases by almost 10% on an annual basis. The sector's 200+ companies employ over 8500 people. It is also one of the fastest growing and most important elements in the local economy.

If this is the first source of information about the economy of the region that you come across, we strongly suggest looking at the **Investment Destination Plovdiv 2023-2024** research booklet.

## Table of contents

| INTERNATIONAL RECOGNITION | 4  |
|---------------------------|----|
| HUMAN CAPITAL             | 6  |
| NURTURING TALENT          | 8  |
| UNIVERSITY EDUCATION      | 10 |
| LABOR COSTS               | 12 |
| IT&BPO ZOOM               | 14 |
| MAJOR COMPANIES           | 16 |
| EMPLOYMENT CONTRACTS      | 20 |
| STARTING A BUSINESS       | 22 |
| R&D ECOSYSTEM             | 24 |
| OFFICE SPACE              | 26 |
| QUALITY OF LIFE           | 27 |

## **PLOVDIV AIRPORT**

25 minutes from the Plovdiv city center



Regular passenger flights with Wizz Air, Ryanair and Arkia to:

<u>4 times a week:</u> LONDON STANSTED, UK: 3 h 10 min LONDON LUTON, UK: 3 h 45 min

#### Twice a week:

ISTANBUL, Turkey: 1 h 10 min MEMMINGEN, Germany: 2 h 20 min TEL AVIV, Israel: 3h 10 min

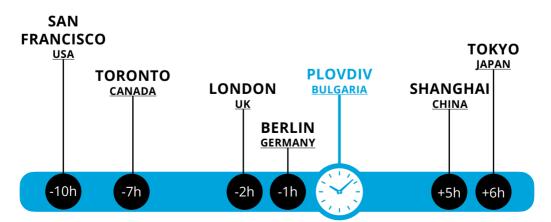
<u>Once a week:</u> MANCHESTER, UK: 3 h 40 min

## SOFIA INTERNATIONAL AIRPORT

ت المعنى 75 minutes from the Plovdiv city center

Main Bulgarian airport with direct flights to over 90 destinations

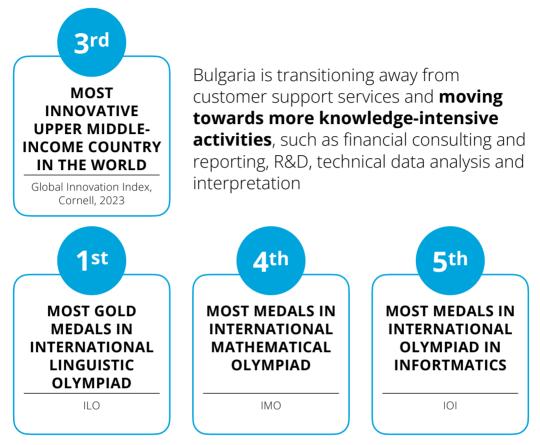
## **TIME ZONE DIFFERENCE**



## **BULGARIA**

Plovdiv

# **International recognition**



**Plovdiv presents ideal environment** for the establishment of product development companies, fintech and blockchain startups, global business service hubs, and companies specializing in financial outsourcing

### Finalist In the "PROSPERITY" category for its digitalisation of education in municipal schools

Emerging Europe Summit and Awards, 2023



4<sup>th</sup>

#### Best cost-effectiveness among small European cities

Financial Times, fDi Intelligence, 2022/23

SMART 50 international award for the successful digitalization of the local <u>education system</u>

Smart Cities Connect, 2021

## Why Plovdiv?

OVER 200 IT COMPANIES, SHARED SERVICE CENTERS AND TECH STARTUPS HAVE CHOSEN PLOVDIV AS THEIR INVESTMENT DESTINATION

LEADING UNIVERSITY CENTER WITH 8 UNIVERSITIES AND OVER 33 700 STUDENTS

MORE THAN 8500 JOBS IN THE BOOMING IT&BPO SECTOR A VIBRANT EXPAT COMMUNITY IN THE CITY, THAT CONSISTS OF 32 000 FOREIGNERS

THE IT&BPO SECTOR MORE THAN DOUBLED ITS SHARE IN THE TOTAL VALUE ADDED IN THE LAST 7 YEARS

IN THE LAST 7 YEARS

STRONG GROWTH POTENTIAL OF ABOUT 5000 JOBS IN THE IT&BPO SECTOR IN THE NEXT 5 YEARS

DIRECT ACCESS TO A SINGLE POINT OF CONTACT AND AN ALL-IN SERVICE PACKAGE FOR INVESTORS STUDENTS IN ADVANCED OR INTERMEDIATE STUDY OF FOREIGN LANGUAGES

**19 000 HIGH SCHOOL** 

TIME PROXIMITY AND CULTURAL SIMILARITIES WITH TARGET MARKETS

EUROPEAN CAPITAL OF CULTURE 2019 AND EUROPEAN BEST CULTURAL DESTINATION 2022, PLOVDIV IS A GREAT PLACE TO LIVE, STUDY AND WORK

# HUMAN CAPITAL ONE OF THE FASTEST GROWING POPULATIONS IN BULGARIA

## Plovdiv has a strategic location and good transport connectivity that create great opportunities for everyday commuting. A total of 505 000 people live within a 30 minutes distance of downtown

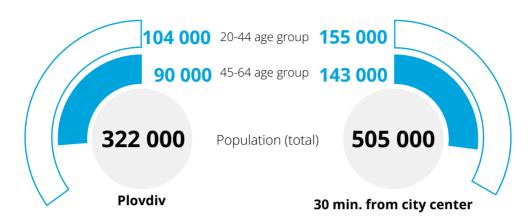
- Plovdiv and its nearby settlements offer a significant pool for young and well-educated professionals. Downtown Plovdiv and its office parks are accessible in less than 30 minutes by 155 000 people between the ages of 20 and 44
- Plovdiv is particularly appealing to university students, young professionals and families with kids. The net migration rate in the 20-29 years age group is the second highest in the country

## Plovdiv is known for its

cosmopolitan atmosphere and openness towards people from various countries, cultures, ethnic backgrounds and religions. It is no surprise that the city's unique vibe, high quality of life and tranquility have attracted over 32 000 foreigners who chose Plovdiv as their new home and place of work

The great work-life balance and vibrant local economy constantly attract new citizens. Plovdiv has experienced a **positive net migration vis-à-vis other countries since 2017**, and an overall positive net migration since 2013

## Large labor pool in wider Plovdiv region



Plovdiv has higher demograpahic replacement rate than the the country average



## Migration trends at district level

| 2900   | 2700   | 1000       | 2000  |
|--|--|------------|---|
| from abroad  | from closest districts   | from Sofia | others  |
| +4400<br>NET ANNUAL<br>CHANGE<br>More than half of them<br>aged less than 29 years | <ul> <li>8600</li> <li>NEW INHABITANTS<br/>FROM OTHER<br/>REGIONS</li> </ul> | NET        | D.2‰o<br>MIGRATION<br>RATIO<br>0-29 age group |

# NURTURING TALENT

## LEADER IN INNOVATIVE EDUCATION AND DIGITALIZATION OF SCHOOL PROCESSES

More than 15 300 students are in advanced or intermediate study of English language,

followed by 1900 in German, 900 in French, 500 in Spanish and 400 in Italian and other languages

The first municipality in Europe to partner with Intel Corporation on the implementation of Intel's STEM program "Skills for Innovation".

The lessons include learning through AI, machine learning, 3D modeling and creating computer simulations

Plovdiv is **recognized by Google as a role model** for its digitalization of the educational process. There are 7 Google reference schools in Plovdiv, as well as 360 Google certified teachers

Over 215 teachers work daily with 2300 children in Montessori groups in preschool and primary education

- **11 600 students** are enrolled in **STEM** programs, with more than 2/3 of them just in the city of Plovdiv
- All 52 municipal schools have **fully** integrated cloud platforms, where all learning content is readily available through any device
- Over 100 classes use the 1:1 technology in the classroom, where every student has their own personal device
- 26 schools in the city and 17
   other schools in the district are part of the Innovative Schools
   Program of the Ministry of Education
- Plovdiv is one of the pioneers in dual education in Bulgaria and Southeast Europe. 1200 students are enrolled in 57 dual education classes in the city

## High school network in Plovdiv district

| <b>19 000</b> Stu<br>in advanced<br>intermediat | or GENERA  | AL HIGH                 | 28<br>VOCATIONAL HIGH<br>SCHOOLS |
|---|--|-------------------------|----------------------------------|
| of foreign<br>languages                         | FOREIGN L<br>& MATH S                                    | 7<br>ANGUAGE<br>SCHOOLS | 26 100<br>STUDENTS               |
| <b>5600</b><br>students                         | students with<br>software engineering<br>& math profiles | 280<br>student          | authinistration                  |

## Leading schools in Plovdiv

| High School  | Major fields                                    | Number of<br>students |
|--|---|-----------------------|
| Language School "Plovdiv"                                    | English, German                                 | 1300                  |
| Language School "Ivan Vazov"                                 | English, Spanish, Italian,<br>German, French    | 1200                  |
| Vocational High School of<br>Electrotechnics and Electronics | Electrical Engineering,<br>Software Engineering | 1100                  |
| Math High School "Acad. Kiril Popov"                         | Mathematics, Software<br>Engineering            | 1000                  |
| National High School of Commerce                             | Accounting, Banking,<br>Business Management     | 900                   |

Source: Ministry of Education (data on district level for 2022/2023)

## Number of vocational training centers offering courses in:

**47** Business & Marketing **32** Finance & Accounting **25** Electrical Engineering **21** Software Engineering 9

# UNIVERSITY EDUCATION

A REPUTABLE CENTER FOR THE TRAINING OF IT&BPO PROFESSIONALS

- Plovdiv stands as the secondlargest university hub in Bulgaria, home to 8 universities and a student population exceeding 33 700
- The city is known for the training of **specialists in information technology, finance, accounting**, legal and language studies. The number of students in IT&BPO related fields exceeded 11 000 during the 2022/23 academic year
- The high-quality training is a result of the collaboration between universities and businesses already operating in the outsourcing sector, as well as the fast pace of its development in the region

- The city hosts **12 applied science institutes and labs**, working in close cooperation with the local universities
- Plovdiv is an attractive education
   destination for foreign students.
   Almost 10% of all students in
   the city are foreigners
- In 2022 alone the local universities brought over 7600 university graduates to the labor market
- There are close to 95 000 people in the district, aged 25-64 years, with university education
- Plovdiv actively supports the practice of lifelong learning and is the only Bulgarian city in the UNESCO global network of learning cities

| 8<br>UNIVERSITIES | <b>33 700</b><br>STUDENTS | <b>11 000</b> students in IT&BPO related |
|-------------------|---------------------------|--|
| <b>3300</b>       | <b>7600</b>               | fields for                               |
| FOREIGN STUDENTS  | GRADUATES                 | 2023/2024                                |

| Economics &<br>Accounting | Business<br>Administration | Electrical<br>Engineering | Software<br>Engineering | 00   | 0   |     |
|---------------------------|----------------------------|---------------------------|-------------------------|------|-----|-----|
| 2470                      | 2270                       | 1870                      | 1760                    | 1660 | 740 | 300 |

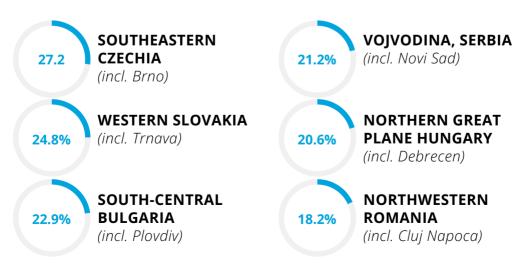
Source: Plovdiv universities (data for 2023/2024), NSI

## Population aged 25-64 with university degree



Source: NSI, 2021

Population aged 25-64 with university degree in selected outsourcing regions



Source: Eurostat, 2022

# LABOR COSTS

## ATTRACTIVE ENVIRONMENT FOR HIGHLY SKILLED PROFESSIONALS

- Plovdiv provides a skilled workforce for more than 200 IT&BPO companies, that have selected the city as their investment destination
- Bulgarian ICT labor remains costeffective by international standards. In 2022, labor costs in the sector are 38% lower than those in Czechia and 13% lower than those in Poland
  - The IT&BPO sector provides attractive wages for local talent and highly skilled workers from other regions, surpassing labor costs in other business services sectors. Hiring labor for the outsourcing sector imposes close to 3 times higher labor costs than the average for the rest of the business services in the region

- Labor costs in the local IT&BPO sector grow with 12% annually on average for the past 7 years, accompanied by a **steady growth** of labor productivity
- Despite a high wage growth rate, wages in absolute terms in the sector are with close to 10% lower than the country average for the sector
- Many of the companies operating here provide training and career development opportunities to employees in the early stages of their higher education, whose wages are below the indicated average

## Gross wages in IT&BPO in Plovdiv, €/month

| Min  | Мах   |
|------|---|
|      |   |
|      | 2600  |
| 1900 | 4600  |
|      |   |
| 1300 | 2300  |
| 1900 | 4600  |
|      |   |
| 1000 | 2000  |
| 1900 | 4100  |
|      |   |
| 1000 | 2000  |
| 1900 | 3900  |
|      |   |
|      | 1800  |
| 1800 | 3100  |
| ort  |   |
| 1000 | 1600  |
|      |   |
|      | 1300<br>1900<br>1300<br>1900<br>1000<br>1900<br>1000<br>1900<br>800<br>1800<br><b>Drt</b> |

For wages up to €1740 total labor cost includes gross wage plus 18.9% mandatory social security contributions paid by employer.

#### SHARED-SERVICES

| CENTERS | Min | Мах |
|---------|-----|-----|
|         |     |     |

## Reporting

| • Junior Level | 600 | 1500 |
|----------------|-----|------|
| • Experienced  | 800 | 1900 |

## **Payroll Specialists**

| <ul> <li>Junior Level</li> </ul> | 700 | 900  |  |
|----------------------------------|-----|------|--|
| • Experienced                    | 900 | 1600 |  |
|                                  |     |      |  |

## **General Ledger Accountants**

| <ul> <li>Junior Level</li> </ul> | 600 | 1200 |  |
|----------------------------------|-----|------|--|
| <ul> <li>Experienced</li> </ul>  | 800 | 1900 |  |
|                                  |     |      |  |

## Accounts Payable/Receivable

|                                  | ••••• |      |
|----------------------------------|-------|------|
| <ul> <li>Junior Level</li> </ul> | 700   | 1200 |
| • Experienced                    | 900   | 1500 |
|                                  |       |      |

## **Customer Support Representa**

| • Junior Level | 700  | 1200 |
|----------------|------|------|
| • Experienced  | 1000 | 1500 |

## **Sales Specialists**

| • Junior Level | 800  | 1000 |
|----------------|------|------|
| • Experienced  | 1100 | 1400 |

## For wages over €1740 total labor cost includes gross wage plus lump sum €329

# IT&BPO ZOOM

A PLACE FOR INNOVATIVE COMPANIES TO SCALE AND THRIVE

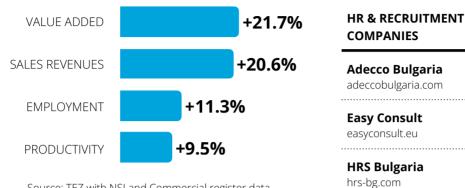
- With **over 8500 employees** spread across IT companies, tech startups, customer support centers and shared service centers, Plovdiv has solidified its position as the largest IT&BPO centre in the country, next only to the capital Sofia
- Modern business services have been enjoying rapid expansion over the past few years, as Plovdiv has become an IT&BPO centre preferred by domestic and foreign investors alike
- Experiencing a substantial **annual average growth in value added at 21.7%** over the past 7 years, the IT&BPO sector in Plovdiv has more than doubled its contribution to the total value added in the local economy

With its universities, large number or students, R&D capacities and infrastructure, Plovdiv has gradually developed into a real knowledge economy, that attracts innovative IT companies and startups

Due to its success in attracting investors, in 2022 the city was ranked 3<sup>rd</sup> best European small city in terms of FDI strategy and cost-effectiveness by Financial Times.

The 7-hour time difference from New York and the 6-hour time difference from Tokyo enable outsourcing companies to **provide services to the East and West simultaneously** 

## IT&BPO in Plovdiv: A strong growth story



Source: TEZ with NSI and Commercial register data for a 7-year period

## Latest developments

**Nemetschek Bulgaria** is a software development company, that provides broad expertise in development, distribution and implementation of smart solutions. The company opened its office in Plovdiv in March 2023.

**Liebherr** is expanding its R&D team with embedded system developers, user interface designers, software testers and electronic engineers. The team will work on more complex software solutions and electronics for the group's houshold products. **Merkle Bulgaria** inaugurated its Plovdiv office in June 2023. Merkle is a data-driven customer experience company with a team of experts in technical architecture, systems integration, machine learning/Al, and more.

**Digital Lights** opened its Plovdiv office in September 2023, near two universities. The company plans to develop innovative solutions in the field of applied sciences by collaborating with the academic community in the city.

**The European Digital Innovation Hub "Trakia"** was officially opened in April 2023. It provides a free range of services for cyber security, access to finance, education and networking for SMEs and municipal structures. **International Work Group** is set to launch 3 new co-working spaces in late 2023. The expansion signals the growing demand for flexible workspace solutions and the increasing recognition of Plovdiv as a thriving IT hub.

## **Major companies**

#### Software Support and Consultancy

The IT sector has been one of the fastest growing in the local economy. Plovdiv is a preferred investment destination by many service-based Bulgarian and foreign IT companies, **providing software support, consultancy, and software systems integration,** among others. They serve clients all over the globe, including many Fortune 500 companies.

#### **Financial Services Outsourcing**

More than 2800 high school students and 4700 university students study finances, accounting and business administration. With its well-developed educational network, the city provides a good supply of high-skilled professionals, readily available for companies specializing in more complex financial activities as credit management, financial reporting, forecasting and budgeting.

#### **Product Development**

With its high quality of life and work-life balance, Plovdiv has attracted 32 000 expats, as well as many digital nomads and small **startup teams, that develop niche solutions** in areas such as fintech, blockchain, Al and data analytics. The number of product-based companies is rapidly increasing and the portfolio of their activities is becoming more complex and advanced.

#### **Global Business Services**

The sector is transitioning from predominantly managing transactional processes to engaging in more intricate operations, **characterized by higher value-added services** and an increased emphasis on service quality.

### Knowledge-Based Process Outsourcing

The city already hosts companies that have outsourced their R&D, analytics and insight activities. Plovdiv Municipality, in close cooperation with the private sector and educational and science institutions, is creating a **suitable environment for** 

knowledge-based process outsourcing.

### Smart Factory & Industry 4.0 Solutions

With 16% of all manufacturing jobs in Bulgaria and many high-tech mechatronics & automotive companies, Plovdiv has a significant potential for process innovations and implementation of the latest Industry 4.0 solutions.

| Accenture Bulgaria | BGO Software                  | Delasport           | Eksivat Technologies             |
|--------------------|-------------------------------|---------------------|----------------------------------|
| Adastra Bulgaria   | Broadcom Bulgaria             | Delta Group - 2012  | Elders                           |
| Adecco Bulgaria    | Brosix                        | Delta Source        | Endava                           |
| Admin Corporation  | Business Inside               | Design Connected    | Enigma Software<br>Group         |
| Advance            | Cloudtech                     | Devcloud            | Enterprise Security<br>Solutions |
| Advise Tech        | Coda Consult                  | Devhost             | Euroweb (Viscomp)                |
| Akkodis            | Code Coda                     | DiaDraw             | EVN Service Center               |
| Altscale Bulgaria  | Code Nest                     | Dlgistore24         | Evolink                          |
| Amexis             | ConsultCommerce               | DIGITALL            | Execuse                          |
| App Factory        | CoreTech Bulgaria             | Digital Lights      | FFW                              |
| Arcade Retail      | CRA Services                  | Dilago              | Football Radar<br>Bulgaria       |
| Arivasoft          | Cream BG                      | Donatix             | For Creations                    |
| Arkieva            | Cryptosphere<br>Systems       | DraftKings (SBTech) | Gamaflow                         |
| Ascent Services    | Data Network<br>International | dWare               | Gec BG                           |
| Banksoft           | Data+                         | eDynamix            | Got lt                           |
| BDC Bulgaria       | Daylight Project<br>Solutions | Effortel            | GPS Systems Bulgaria             |

| Graystone Capital              | ITC Consult                   | Move Digital                 | Prime Holding<br>(Programista)           |
|--------------------------------|-------------------------------|------------------------------|--|
| Haycad Infotech                | JT Soft                       | Nemetschek                   | Proxiad Bulgaria                         |
| Heisenberg Online<br>Marketing | Kodar                         | Niset                        | Quality House                            |
| Hemisphere<br>Commerce         | Konversa                      | Nitro Bite                   | Real Time Games<br>Development           |
| Hosting Solutions              | LA Bite - Bulgaria            | Novarto                      | Repulse                                  |
| Hosting Well Done              | Language Bear                 | Orak Engineering             | ResultsCX                                |
| Hype Purified                  | Laptop Media                  | ORM                          | Retail Direct                            |
| IBS Bulgaria                   | Lead Consult                  | Outcons                      | Revauxy                                  |
| ICYGEN                         | Limacon Marketing             | Oworkers                     | Reward Gateway (UK)<br>- Bulgaria Branch |
| ІКОМ                           | M+w MediaNetworks             | Page Rules                   | Rewe Digital                             |
| llievsoft                      | Marketing Pragmatic           | Paraflow                     | RUBBER DUCK                              |
| Infinite Lambda                | Media IT Services<br>Bulgaria | Pasha Trading<br>Consultancy | Saga Tek                                 |
| Intech Group                   | Membyte                       | Pastel Studios               | Scale Focus                              |
| InterConsult Bulgaria          | MentorMate Bulgaria           | Pentagon Interactive         | Sciant                                   |
| loio.Tv                        | Merkle                        | Plutus BG                    | Seeburger Informatik                     |
| IT Factory                     | MM Solutions                  | Podix                        | SelMatic                                 |

| Serpact                      | Speed                                  | TIMIFY                               | VPA                        |
|------------------------------|--|--------------------------------------|----------------------------|
| SFB (Speedflow)              | SQA Service                            | Totemo Solutions                     | VSG Bulgaria               |
| Sibiz Bulgaria               | SSMN                                   | Triera Soft                          | Web Dreams Group           |
| Simvoly Applications         | Staello                                | TSD Services                         | Web Interactive            |
| Sirma Business<br>Consulting | Strypes                                | TTEC Eastern Europe                  | Web X Software             |
| SIS Technology               | Sutherland Global<br>Services Bulgaria | Ulpia Tech                           | Websa                      |
| SiteGround Hosting           | Swimcloud                              | Unicons                              | Wecraft Media              |
| Smart Tech Systems           | Synergy Global<br>Financial Solutions  | UNIQA Software -<br>Service Bulgaria | Westernacher<br>Consulting |
| SmartIT                      | T D Consulting                         | Updata One                           | Wisdom                     |
| Smule                        | Technology Solutions<br>2018           | Vato Soft                            | Wogi                       |
| Social Cloud                 | Tedisoft                               | Vereign Labs                         | Wool Premium               |
| Social Ecommerce<br>Bulgaria | Telelink City                          | Vertinity                            | WOW Corporation            |
| Social Freaks                | Telus International                    | Viking Lifesaving<br>Equipment GBS   | You Plus We                |
| Soft to Run                  | Tendrik (Seomax)                       | Vision Print                         | Zebrinex                   |
| Softart BG                   | Terminep Bulgaria                      | Visrez                               | Zingasoft                  |
| SoftServe                    | Think Tank BH                          | VKA Solutions                        | etc.                       |

# EMPLOYMENT CONTRACTS

ALL LABOR RELATED LEGAL ACTS OF THE EU ARE INTEGRAL PART OF THE LEGISLATION

- The employment relationships of foreign nationals working in the country is regulated by the Bulgarian Labor Code, insofar as not provided otherwise in a law or a treaty to which Bulgaria is a party
- **Remote work** as well as all special working conditions in connection with the special place of work are to be determined in the labor contract, whereby the imperative provisions of the Labor Code are to be adhered to
- The Bulgarian labor law is based on some general principles such as freedom and protection of labor, a ban on discrimination, fixed working hours, guaranteed rests and leaves, equal pay between men and women, limitation on overtime work, preservation of the labor relation in case of change of the employer, collective arrangements, etc.

- **EU citizens do not need a visa** to stay and work in Bulgaria and can obtain long-term residence permit in less than 24 hours
- Non-EU citizens, who perform highly skilled labor, can apply for the EU Blue Card. It can be obtained on the basis of acquired higher education in the relevant field or proven professional experience. The EU Blue Card holders can also work remotely and travel on business trips in other EU member states
- Non-EU entrepreneurs, willing to develop high-tech and/or innovative projects, can submit a fast-track online application for a long-term residence permit called "Startup Visa"

#### **Types of Contract**

- Indefinite period of time
- Limited period of time

#### **Regular Working Hours**

- 8 hours per day
- o nours per day
- 40 hours per week

#### **Night Work**

- Work performed between 10.00 p.m. and 6.00 a.m.
- 7 hours per night
- 35 hours per week

#### Rests

- 30 minutes minimum lunch break
- 12 hours daily rest

#### **Paid Leave**

- Minimum of 20 work days per calendar year
- 4 months minimum employment service as a condition for claiming a paid annual leave

#### **Unpaid Leave**

• Up to 30 days unpaid leave per one calendar year is recognized as a period of service

#### **Trial Period**

- 6 months maximum trial period can be stipulated in the employment contract

#### Maternity Leave

• 410 days, 45 of which are used before the birth

#### **Notice Period**

- 30 days for an indefinite period employment contract
- 3 months for a fixed term employment contract

Source: Bulgarian Labor Code

### **PERKS & BENEFITS PROVIDED BY COMPANIES IN PLOVDIV**

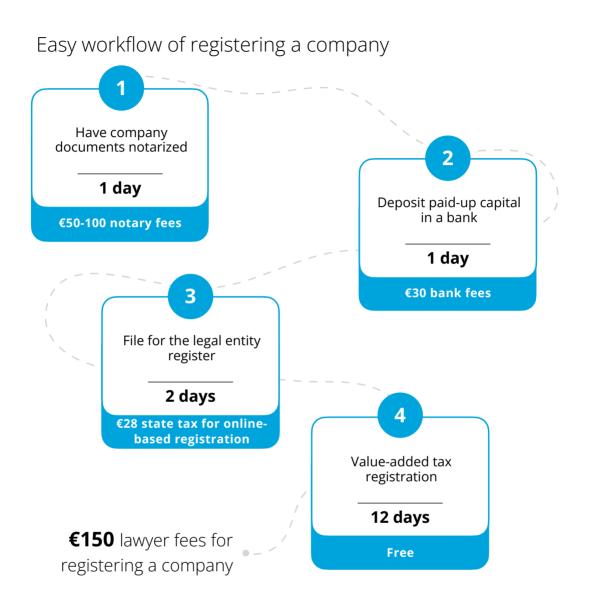
- Upskilling, Reskilling & Educational Assistance
- Flexible Working Time & Remote Work
- Private Healthcare Plan & Pension Fund
- Employee Assistance & Welness Programs

- Sport Cards & Healthy Lifestyle Incentives
- Relax Zones & Sabbaticals
- Travel Perks & Vacation Reimbursement
- Discount Vouchers
- Employee Referal Programs
- Team Activities

## **STARTING A BUSINESS** FOREIGN INVESTORS FOLLOW THE SAME REGULATIONS AND PROCEDURES AS LOCAL ONES

- The limited liability company (LLC) is a preferred form of business entity because of the **limited liability of the shareholders**, the minimum capital requirement of €1 and the simplified corporate governance structure
- Joint-stock (JSC) companies have a minimum capital requirement of €25 565. The shares of JSC are tradable instruments, verified by interim share certificates or printed shares issued by the JSC
- Individuals who wish to develop innovative and fast-growing businesses can setup a Variable capital company (VCC). The VCC was introduced in 2023 and aims to eliminate barriers such as preincorporation bank account opening and capital deposit requirements

- Foreign investors can open a business in Bulgaria just like any other local investor. Up to 100% of the registered capital may be held by one or more foreign persons
- Foreign legal entities can also register branches and trade representative offices, which are not considered separate legal entities and don't have capital requirements. Their assets and liabilities are considered such of the parent company
- Investors benefit from a **single point of contact in Plovdiv Municipality** & an all-in service package, including administrative aid, preliminary researches and consultations, staff recruitment support, local media promotion, coordination and assistance in the organization of meetings, etc.



SIMPLE TAX SYSTEM OF FLAT RATES:

**10%** Personal income**10%** Corporate tax**20%** VAT

Dividends distributed by Bulgarian companies to legal entities resident in EU or EEA are not subject to withholding tax. In the rest of the cases, a 5% withholding tax on dividends is due

# **R&D ECOSYSTEM** A HUB FOR DEVELOPING NEW PRODUCTS AND SOLUTIONS

- Plovdiv has a well-developed network of modern research centers, laboratories and science institutes in mechatronics, foodtech, and biotech among others. Large pool of high-skilled professionals with great knowledge of the industry is available at reasonable cost
- A growing trend in the city is the outsourcing and establishment of **R&D centers by both local and international manufacturing companies**, providing innovative solutions that benefit all plants within the respective parent companies
- The Bulgarian Academy of Science, the business sector, the universities and Plovdiv Municipality work in close cooperation for the development of the local ecosystem

- The newly established Center of Plant Systems Biology and Biotechnology (CPSBB) stands at the **forefront of plant sciences in Bulgaria and Eastern Europe** by integrating molecular biology, functional genomics, metabolomics, bioinformatics, bioprocessing, and long-standing expertise in practical plant genetics and breeding
- Plovdiv will become the home of the **first regional innovation valley in Bulgaria**, which will operate in the field of bioeconomy and food. The purpose of the initiative is to help especially small and medium-sized enterprises to make the contact between research, innovation and business and thus to promote entrepreneurship

## Scientific infrastructure in Plovdiv

| Name  | Activities  | Website                   |
|---|---|---------------------------|
| Center of Plant Systems<br>Biology and Biotechnology -<br>CPSBB                                       | Molecular Biology, Functional<br>Genomics, Metabolomics,<br>Bioinformatics, Plant Genetics  | cpsbb.eu                  |
| Central Laboratory of Applied<br>Physics & Research Center in<br>Mechatronics and<br>Nanotechnologies | Nanostructured and Nanosized<br>Coatings and Thin Layers,<br>Semiconductor Materials and<br>Structures, Energy-Saving and<br>Ecological LED Systems | clap-bas.com              |
| Fruit Growing Institute   | In Vitro Propagation of Planting<br>Material, Chemical And Technological<br>Research  | fruitgrowinginstitute.com |
| Center of Competence "Smart<br>Mechatronics, Eco- and<br>Energy Saving Systems and<br>Technologies"   | Intelligent Mechatronic Systems and<br>Technologies, Energy Saving and<br>Clean Technologies  | tu-plovdiv.bg             |
| Center of Competence<br>"Personalized Innovative<br>Medicine"   | Molecular Genetic Analysis; Drug<br>Delivery Systems  | mu-plovdiv.bg             |
| Center of Technologies at<br>Plovdiv University "Paisii<br>Hilendarski"                               | Bioengineering Technologies;<br>Sustainable Bioeconomy/Biobusiness<br>Growth  | pu-technocentre.eu        |
| Institute of Fisheries and<br>Aquaculture   | Scientific and Research Activities in the Field of Aquacultures   | ira-plovdiv.bg            |
| Institute of Robotics - Plovdiv<br>Branch   | Industrial and Service Robotics; 3D<br>Design and Printing, Sensors, Hall<br>Elements   | ir.bas.bg                 |
| Laboratory of Bioactive<br>Substances   | Isolation, Purification, Structure<br>Modification of Polysaccharides, Food<br>Chemistry  | orgchm.bas.bg             |
| Laboratory Complex for<br>Chemical And Instrumental<br>Analysis                                       | Analysis of Water, Soil, Seeds, Fruits<br>and Vegetable   | au-plovdiv.bg             |
| National Institute of<br>Meteorology and Hydrology -<br>Branch Plovdiv                                | Full Monitoring of the Meteorological and Agrometeorological Elements   | plovdiv.meteo.bg          |
| Food Research and<br>Technology Transfer Center   | Food & Beverages Analysis and<br>Testing, Machinery Evaluation  | uft-plovdiv.bg            |

## **Growing supply of class A modern office buildings**

## Rent of prime office space

Plovdiv/Bulgaria Bucharest/Romania Coppenhagen/Denmark Budapest/Hungary Prague/Czechia Warsaw/Poland Vienna/Austria Munich/Germany



## 9-12 €/m<sup>2</sup>

MONTHLY RENT FOR OFFICE CLASS A

**4-6 €/m**<sup>2</sup>

MONTHLY RENT FOR OFFICE CLASS B

Source: TEZ, Colliers, 2023

# Getting business space in the city remains very affordable

### **MAJOR OFFICE CENTERS**

| Business Centre Angelov   | PIMK Office Center         |
|---------------------------|----------------------------|
| businesscentreangelov.com | pimkbuild.bg               |
| Capital City Center       | <b>Plovdiv Plaza</b>       |
| capitalcitycenter.bg      | plovdivplaza.bg            |
| Capital Trade Center      | <b>Regus</b>               |
| capitaltradecenter.bg     | regus.bg                   |
| Flavia Business Park      | Rilon Center               |
| flaviabp.com              | rilon-center.business.site |
| Kamenitza Office Park     | Royal City Business Park   |
| kamenitzapark.bg          | galaxy-bg.com              |
| Office Park Plovdiv       | Via Offices                |
| officeparkplovdiv.com     | offices.viapark.bg         |

#### MAJOR CO-WORKING PLACES

Cat & Mouse Coworking catandmouse.bg Colorking

colorking.com

IMD 24/7 imdepartment.com

**Ji4ka** ji4ka.com

Networking Premium networking.space

Regus regus.bg

# Abundant opportunities for indoors & outdoors recreational activities

| 82            | STADIUMS & SPORTS<br>FACILITIES           | €7.7   | Lunch menu                             |
|---------------|---|--------|--|
| 52 km         | BIKE LANES                                | €0.5   | Public transport<br>(one-way ticket)   |
| 2200 m        | REGATTA VENUE                             | €25.6  | Public transport<br>(monthly pass)     |
| 300           | SUNNY DAYS                                | €3.8   | Taxi journey of 5 km<br>(3 miles)      |
| 76            | PARKS & GARDENS                           | €3.3   | E-scooter (15 min. ride)               |
| 2190<br>acres | PUBLIC GREEN<br>SPACES                    | €30.7  | E-car (per day)                        |
| 89            | PUBLIC<br>KINDERGARTENS &                 | €1.0   | Parking in city center<br>(per hour)   |
| NURSE         | NURSERIES                                 | €26.9  | Gym membership<br>(monthly fee)        |
| 49            | SCHOOLS<br>PROVIDING PRIMARY<br>EDUCATION | €7.7   | Cinema ticket                          |
| 700+          | CULTURAL SIGHTS                           | €383.3 | Private kindergarten<br>(per month)    |
| 50+           | MUSEUMS AND<br>GALLERIES                  | €317.8 | 1-bedroom appartment<br>in city center |
| 3             | OPEN AIR THEATRES                         |        | (rent perm month)                      |
| 7             | CINEMAS                                   | € 80.2 | Internet<br>(1 Gbps connection)        |
| 21            | 4* & 5* HOTELS                            | € 80.2 | Average basic utilities                |
|               |   |        |  |

## To do list



TAKE A WALK IN THE OLD TOWN

part of the UNESCO world heritage tentative list



VISIT THE BISHOP'S BASILICA

one of the largest late antique Early-Christian churches on the Balkans



ATTEND A PLOVDIV OPERA EVENT

at the Ancient Theatre of Philippopolis



GET TO KNOW PLOVDIV'S RICH ROMAN HERITAGE

including well-preserved stadium built in the II century



RELAX AT THE SINGING FOUNTAINS

situated in Tsar Simeon's Garden



FEEL THE PLOVDIV VIBE

in the creative-industry district Kapana (the Trap)



TAKE A PHOTO at the Plovdiv Together monument



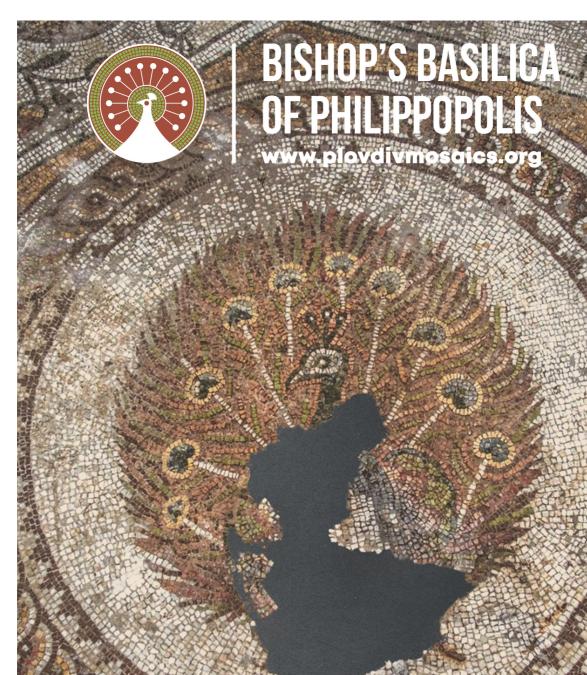
STROLL DOWN THE MAIN STREET

the longest pedestrian street in Europe



VISIT A SPORTS CHAMPIONSHIP

at the multi-sport complex at Regatta venue



**The Bishop's Basilica of Philippopolis** is the newest tourist site of Plovdiv. It was opened for visiors on April 18<sup>th</sup>, 2021. **The Bishop's Basilica and Late-Antique Mosaics of Philippopolis, Roman Province of Thrace** is included in UNESCO's Tentative List of Republic of Bulgaria.

## CREATING A BUSINESS-FRIENDLY CITY



## **PLOVDIV MUNICIPALITY**

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In partnership with

