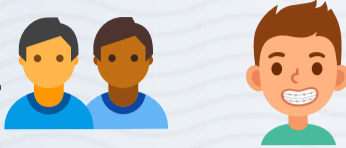


6 BIGGEST CHALLENGES OF DOING BUSINESS IN BULGARIA

#1

Cultural Differences

The team player worker is still not the norm in Bulgaria, communication with workers and suppliers will be key in the success of your business, tell them clearly what do you expect from them, and in that way, you will avoid many frustrations on your business.



#2

Motivation

Bulgarian people don't smile as much as in other countries, this doesn't mean that they are angry, or upset, they are just concentrated in their own business, if you want to see more smiles, motivate them and generate a culture that supports been in a good mood.



#3

Bulgarians are skeptical

Bulgarians are very skeptical about everything new and big changes, normally for them, they won't share their ideas on how to improve the job. That's something that have to be encourage by the management



#4

Dealing with Bulgarian institutions

be prepared with your stamp, your office documentation in order and a competent accountant and you will be able to help you handle the Bulgarian bureaucracy.



#5

Banking in Bulgaria

banking in Bulgaria continues to be a challenge for entrepreneurs in Bulgaria, lack of information in foreign languages, lack of competition and high fees are some of the biggest problems when you need to do deal with banks in Bulgaria.



#6

Corruption in Bulgaria

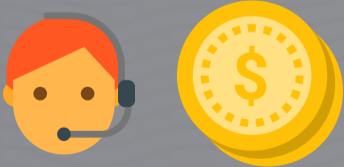
there are still signs of it at all levels, for example suggesting you that if you give a present to the official, your document could be approved faster than normal, or directly asking you money to close their eyes during an inspection that found some anomalies in your company.



THE OTHER SIDE

The cost of labor in Bulgaria is significantly lower than in the rest of Europe. Insurance and the cost of real state is also at least a third lower than in many European countries

Taxes in Bulgaria are the same for locals and foreigners, the Personal Income Tax Rate in Bulgaria stands at 10 percent, dividends are subject to a withholding tax of 5 percent rate when distributed and the corporate income tax is fixed at 10 percent.



it is important to understand that is not easy to have a successful business in any country and Bulgaria is not an exception.

Even Bulgaria rules and regulations regarding foreigners doing business are welcoming to foreign investors, you as a small business owner will face some practical challenges that are important to be taken into consideration.