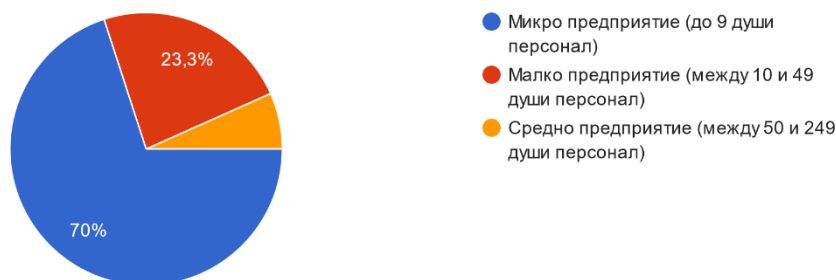


### 1.8. Размер на предприятието

30 отговора



The structure of the sample is in accordance with The distribution of the enterprises in the sample by their size is corresponding to their structure in the economy of the region of Blagoevgrad, respectively micro-enterprises prevail (70,0%), followed by small (23,0%) and medium-sized enterprises (7,0%).

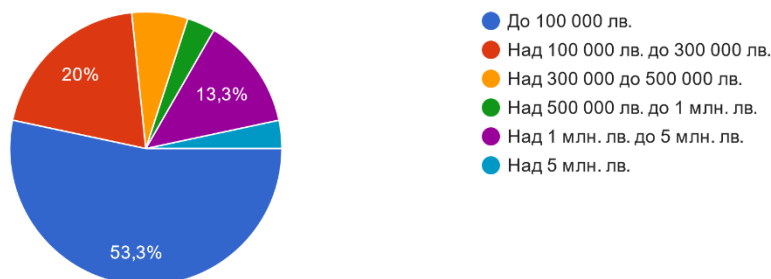
### Section 2 "Financial data of the company for the last 3 years"

The second section of the questionnaire is focused on the financial status of the companies in the last three years.

Q 2.1. What is the revenue of the company you represent for 2021?

2.1. Какви са приходите на представляваната от Вас организация/фирма за 2021 г.?

30 отговора

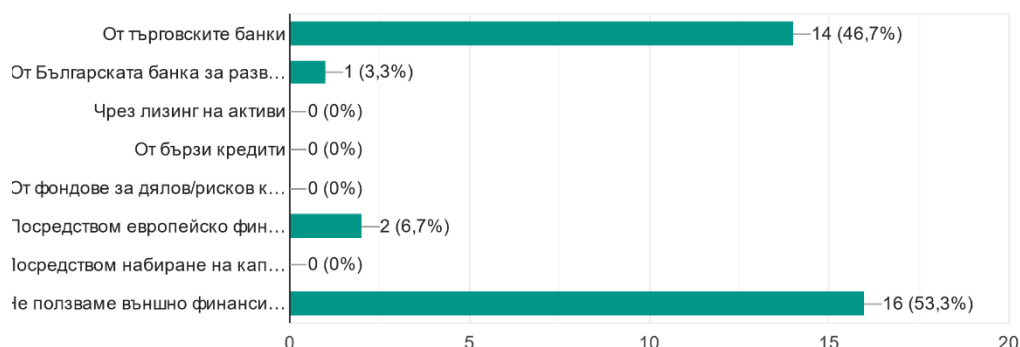


The results show that every second company has revenues for 2021 of up to EUR 50,000, which logically corresponds to the number of micro and small enterprises that are covered by the survey. Another 20% share that their turnover for the researched period is between EUR 50,000 and BGN 150,000, and the share of companies whose turnover is over EUR 500 000 is 16%.

Q 2.2. From where does your company secure the necessary external funding if necessary?

## 2.2. От къде Вашата организация/бизнес си осигурява необходимото външно финансиране при необходимост?

30 отговора



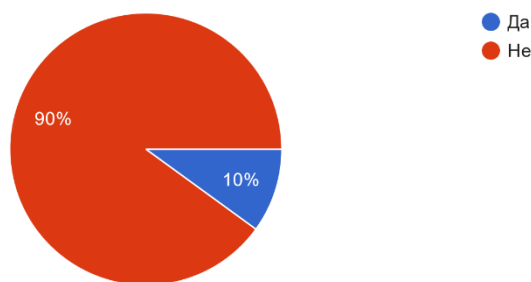
Interesting results are reported regarding the sources of external financing - every second company says that it did not use external financing, and most often the source of finance, in case of need, is commercial banks. The micro enterprises from the sample (69% of the positive responses), with revenues up to EUR 50,000 (30%) and with revenues between EUR 50,000 and 150,000 (30%) benefit most often from a bank loan.

Individual respondents share that they used financing from the Bulgarian Development Bank, as well as from European financing under grant schemes. This exhausts the sources of external financing for the companies from the Blagoevgrad region covered by the study, and potential opportunities such as equity/risk capital funds, the Bulgarian Stock Exchange have not been used.

Q 2.3. In the last 3 years have you used an operating lease (using an asset for operational needs without owning it), e.g. for vehicles, equipment, etc.?

2.3. През последните 3 години ползвали ли сте оперативен лизинг (ползване на актив за оперативни нужди без придобиването му), напр. за превозни средства, оборудване и др.?

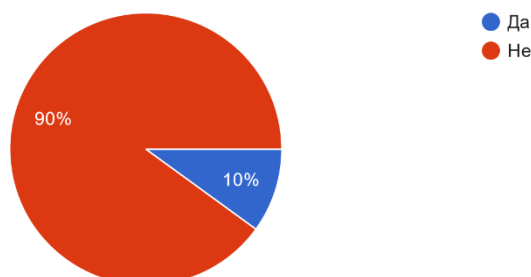
30 отговора



Q 2.4. In the last 3 years have you used a financial lease (using an asset by acquiring it "for payment") e.g. for vehicles, equipment, etc.?

2.4. През последните 3 години ползвали ли сте финансов лизинг (ползване на актив с придобиването му „на изплащане“), напр. превозни средства, оборудване и др.)?

30 отговора

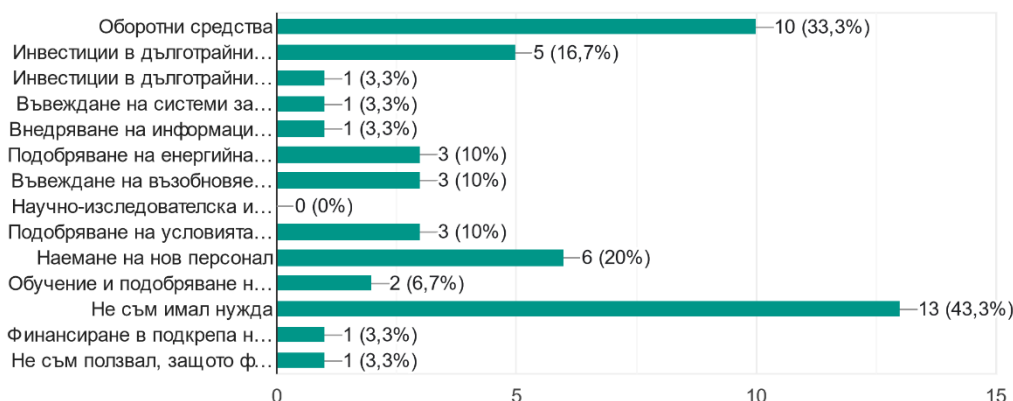


Only 10% of the respondents used in the period 2020 - 2022 an operating lease (use of an asset for operational needs without its acquisition) or a financial lease (use of an asset with its acquisition "on payment"), e.g. for vehicles, equipment, etc. However, it cannot be concluded if this result is due to the nature of activities, the very small size of the companies, or the lack of familiarity with modern financial tools.

Q 2.5. If in the last 3 years (2020-2022) the company you represent used external financing (e.g. bank loan, EU funds or other sources), for what purpose it was used?

2.5. Ако през последните 3 години (2020 – 2022 г.) представляваната от Вас организация/фирма е използвала външно финанс...очник), за какви цели е било използвано то?

30 отговора



Firms that have used external financing in the past three years report that it was mostly for working capital (33%), hiring new staff (20%) and investment in tangible fixed assets such as buildings, land, machinery , equipment, means of transport, etc. (16%). The companies that used financing for working capital are predominantly micro enterprises (66% of the positive responses) from various economic sectors and with revenues up to EUR 50,000.

In separate cases over the last three years, respondents have used external financing to improve energy efficiency and introduce renewable energy sources, as well as to improve working conditions at the workplace. None of the respondents used funding for research and development and only 1 company used for the purpose of implementing long-term intangible assets (eg patents, utility models, etc.). The share of those who used financing for the purpose of implementing information technologies (e.g. website and mobile application development, cyber security, ICT solutions for optimizing management, production and logistics processes) and introducing quality management systems, for the environment and etc. (ISO).

Q 2.6. If you applied and were denied a bank loan, what was the reason?