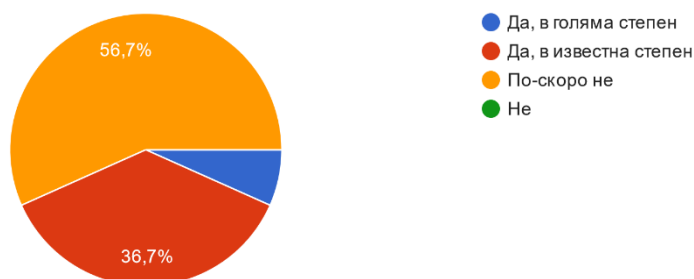


Q 4.4. Do you know the funding opportunities from the EU during the new programming period?

4.4. Познавате ли възможностите за финансиране от Европейския съюз през новия програмен период?

30 отговора

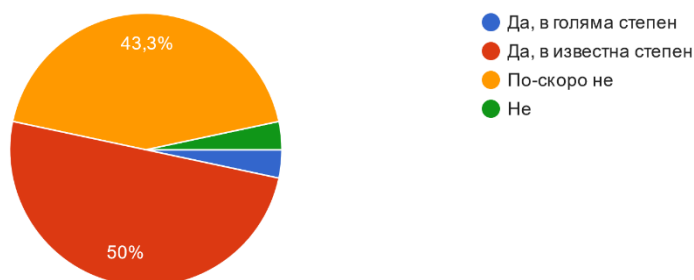


The data obtained regarding the knowledge of financing possibilities under the Recovery and Sustainability Plan are similar - every second company gives a negative answer.

Q 4.5. Are you aware of the funding opportunities under the Recovery and Resilience Plan?

4.5. Познавате ли новите възможности за финансиране по Плана за възстановяване и устойчивост (2023 – 2026 г.)?

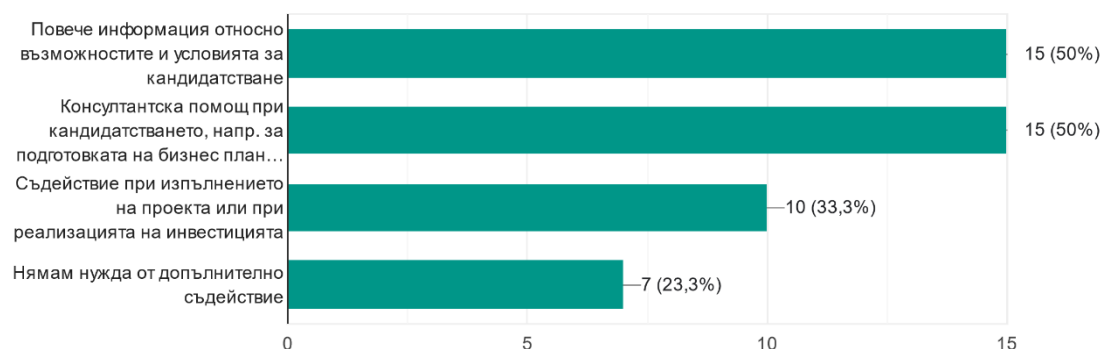
30 отговора



Q 4.6. What kind of support do you need to successfully apply for a commercial bank loan or grant scheme with EU funding?

4.6. От какво допълнително имате нужда, за да кандидатствате успешно за заем от търговска банка или по грантова схема с европейско финансиране?

30 отговора



Asked what they additionally need in order to successfully apply for a loan from a commercial bank or under a grant scheme with European funding, the companies shared that it is mostly:

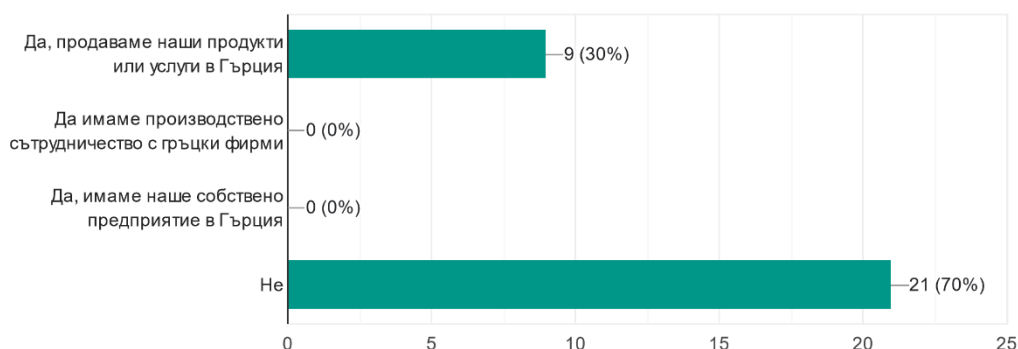
- More information about the possibilities and application conditions (50,0%)
- Consulting assistance with the application, e.g. for the preparation of a business plan for a bank loan or the application form for a project (50,0%)
- Assistance in the implementation of the project or in the realization of the investment (33,3%)¹

Section 5 “Activity in Bulgaria”

Q 5.1. Do you currently have business partnerships in the Greek market?

5.1. Имате ли в момента бизнес контакти на гръцкия пазар?

30 отговора

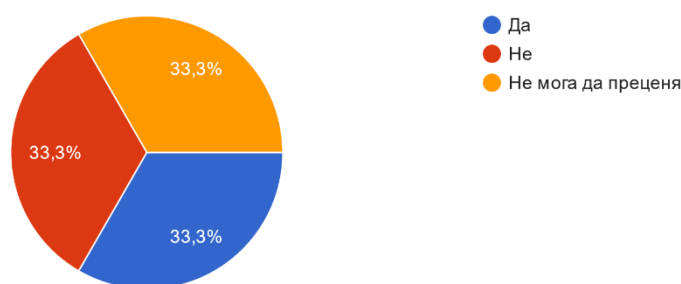


The results of the survey show that every third company of the respondents has business contacts on the Greek market and accordingly sells goods and/or services to it. These are predominantly micro and small enterprises (77,0% of positive responses) from the processing industry. However, neither company shares about production cooperation with Greek companies or the presence of its own enterprise in Greece.

Q 5.2. Are you planning to expand your company in Greece in the next 3 years?

5.2. Планирате ли да разширите Вашия бизнес в Гърция през следващите 3 години?

30 отговора



33,3% of companies say they plan to expand their business in Greece in the next three years.

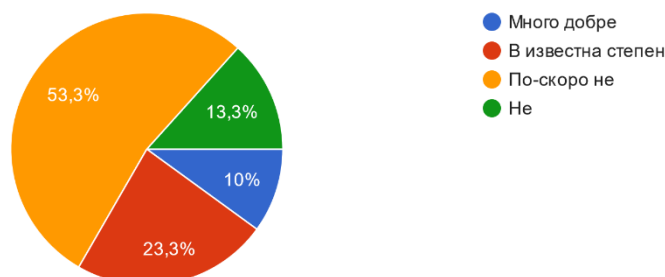
Q 5.3. How well do you know the business environment in Greece (e.g. tax system, social security system, local business culture, etc.)?

Most of the respondents (76,6%) declared less or non-knowledge. This fact shows that most firms avoid developing any corporation and activity in the neighboring country.

¹ The number of responses exceeds the number of respondents, as the question allows more than one answer.

5.3. Доколко познавате средата за правене на бизнес в Гърция (напр. данъчна система, социално-осигурителна система, местна бизнес култура)?

30 отговора



In the context of these results, are also the data on how well local companies know the environment for doing business in Greece (e.g. tax system, social security system, local business culture) - one third of the surveyed companies say they know them "very well" or 'to some extent'.

5 Financial Tools/Instruments vs SMEs

6 Conclusions – Recommendations

6.2. Conclusions – Recommendations by the Bulgarian partner

The current report presented the findings from a questionnaire that was completed by 30 businesses doing business in the region of Blagoevgrad. The questionnaire's objectives include identifying the financial instruments that businesses need, investigating their cross-border relationships with Bulgaria, describing the current environment in this area, and identifying business challenges and opportunities.

The 30 responding businesses operate in many different industries, including the Electricity production (including renewable resources), Tourism, Mining industry, Food industry, Manufacturing industry, Food industry, Engineering activities, Financial and insurance activities, Information technologies Agriculture, Trade&Wholesale. The companies range in size from micro- (up to 9 employees) to medium (between 50 and 249 employees).

The main conclusions can be summarized in the following points

- Firms use mostly bank loans as a source of external financing
- External financing is mainly used for investments
- The majority of the firms do not invest in R&D
- A sizeable number of firms intends to cooperate with research organizations
- The majority of the firms needs less than EUR 100 000 as external financing
- Most of the firms haven't applied for EU funding programs
- A sizeable number of firms is not aware of EU funding opportunities
- Most of the firms need support regarding
 - a) Information of funding opportunities and deadlines
 - b) Consulting regarding the application process
- Most of the firms operate domestically in the region
- Most of the firms do not intend to expand business activities in Greece
- Most of the firms are not familiar with business environment in Greece