

## BULGARIA: ECONOMIC AND MARKET ANALYSIS

### Monthly report as of June 2016

All data in the edition are the last available data as of June 2016



The quoted data set in this report are the last available data, published in the official source's web sites. The sources are Ministry of Finance, Bulgarian National Bank, National Statistic Institute, National Employment Agency, Bulgarian Industrial Association. The electronic system used for collecting the data from the official sources is CEIC Data Manager.

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Source: [www.geographicguide.net](http://www.geographicguide.net)

- The current and capital account recorded a deficit of EUR 122.7 million in April 2016, compared with a deficit of EUR 7.9 million in April 2015
- In the period January - April 2016 the value of all exported goods from Bulgaria amounted to BGN 14 226.1 million and in comparison with the corresponding period of 2015 the exports decreased by 3.0%
- Gross external debt amounted to EUR 35,379.1 million (76.3% of GDP) at end-April 2016
- According to BNB data in May 2016 Bulgaria's foreign reserves amounted to BGN 42.6 billion (EUR 21.7 billion) as rose by 0.11% m/m and by 12.22% y/y, respectively
- Gross Domestic Product (GDP) expanded with 2.9% in the first quarter of 2016 compared to the same quarter of the previous year
- According to the preliminary data the Industrial Production Index, seasonally adjusted, decreased by 0.1% in April 2016 as compared to March 2016
- In April 2016 the working day adjusted turnover in 'Retail trade, except of motor vehicles and motorcycles' increased by 5.4% in comparison with the same month of the previous year
- According to the preliminary data, in April 2016 the index of production in section 'Construction' calculated on the base of seasonally adjusted data was 2.1% below the level of the previous month
- In May 2016, the number of the trips of Bulgarian residents abroad was 564,8 thousand or by 16,8% above the registered in May 2015
- In June 2016 the total business climate indicator increases by 0.9 percentage points compared to May
- Total Producer Price Index in Industry in May 2016 increased by 0.2% compared to the previous month
- The consumer price index in May 2016 compared to April 2016 was 100.0%, i.e. the monthly inflation was 0.0%
- The registered unemployment rate in May constitutes 8.7%
- Fiscal reserve as of 30.4.2016 is BGN 12.3 billion
- According to the official register kept by the Ministry of Finance, the government debt as at end-May 2016 stands at EUR 13 370.5
- In May 2016 broad money (monetary aggregate M3) increased annually by 8.1% compared to 8% annual growth in April 2016
- BSE's regulated market turnover plummeted by 71.86% y-o-y to BGN 9.01 mln, while the OTC market marked an annual increase by a similar percentage of 71.12%
- Property owners continue to be in a strong position
- BNB Governing Council determined zero countercyclical buffer for Q3 2016

Bulgaria: Key Macroeconomic Indicators	2013 (a)	2014 (a)	2015 (a)	2016 (p)	2017 (p)	2018 (p)	2019 (p)
<b>Gross Domestic Product</b>							
GDP (BGN million)	81 971	83 612	86 373	89 219	92 426	95 979	99730
GDP (EUR million)	41 911	42 750	44 162	45 617	47 257	49 073	50 991
GDP (real growth, %)	1.3	1.5	3	2.1	2.5	2.7	2.7
Consumption	-0.7	2.2	0.7	1.5	2.2	2.5	2.4
Gross capital formation	0.3	3.4	2.5	-1.8	-0.1	2.7	2.5
Exports of goods and services	9.2	-0.1	7.6	4.5	4.7	4.9	5.1
Imports of goods and services	4.9	1.5	4.4	2.6	3.6	4.7	5.2
<b>Labour market and prices</b>							
Employment (%)	-0.4	0.4	0.4	0.5	0.6	0.6	0.6
Unemployment rate (%)	12.9	11.4	9.1	8.6	7.9	7.4	7.1
Compensation of one employee (%)	8.8	5.6	1.8	2.7	3.4	3.8	4
GDP Deflator (%)	-0.7	0.4	0.3	1.2	1.1	1.1	1.2
Average inflation (%)	0.4	-1.6	-1.1	-0.8	1.1	1.2	1.4
<b>Balance of payments</b>							
Current account (% of GDP)	1.8	0.9	1.4	1.8	2	1.7	1.8
Trade balance (% of GDP)	-6.9	-6.5	-4.3	-2.8	-2.4	-2.6	-3
FDI (% of GDP)	3.6	3.6	3.6	3.7	3.7	3.7	3.8
<b>Monetary sector</b>							
M3 (% y/y growth )	8.5	1.1	8.8	8	8.3	8.7	9
Loans to companies (% y/y growth)	0.5	- 10.8	- 1.8	-0.6	2.7	4.6	6.2
Loans to households (% y/y growth)	0.2	-1.6	-1.3	0	1.9	3.4	4.3

Source: MF 2016 Spring Projection

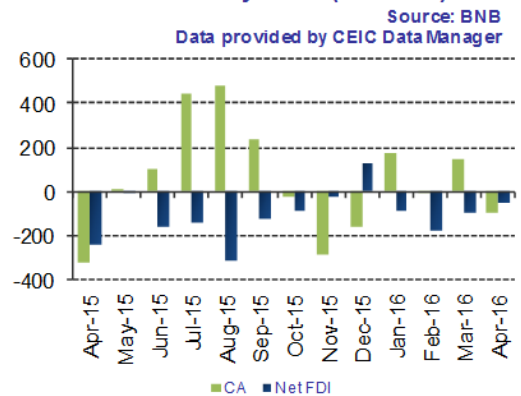
## I. EXTERNAL SECTOR

### 1. Balance of payments

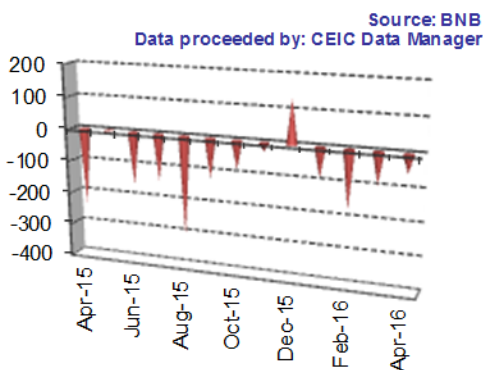
The current and capital account recorded a deficit of EUR 122.7 million in April 2016, compared with a deficit of EUR 7.9 million in April 2015

The current and capital account recorded a deficit of EUR 122.7 million in April 2016, compared with a deficit of EUR 7.9 million in April 2015. In January – April 2016 the current and capital account was positive amounting to EUR 758.3 million (1.6% of GDP), compared with a surplus of EUR 394.7 million (0.9% of GDP) in January – April 2015. The current account was negative amounting to EUR 93 million in April 2016, compared with a deficit of EUR 322.4 million in April 2015. In January – April 2016 the current account was positive and amounted to EUR 219.1 million (0.5% of GDP), compared with a deficit of EUR 208.7 million (0.5% of GDP) in January – April 2015. The balance on goods recorded a deficit of EUR 101.5 million in April 2016, compared with a deficit of EUR 179.4 million in April 2015. In January – April 2016 the balance on goods was negative amounting to EUR 319.1 million (0.7% of GDP), compared with a deficit of EUR 696.4 million (1.6% of GDP) in January – April 2015. Exports of goods amounted to EUR 1,865.9 million in April 2016, dropping by EUR 46.7 million (2.4%) from April 2015 (EUR 1,912.6 million). In January – April 2016 exports of goods totalled EUR 6,997 million, decreasing by EUR 136.5 million year-on-year (from EUR 7,133.5 million). In January – April 2015 exports grew by 13.8% year-on-year. Imports of goods amounted to EUR 1,967.4 million in April 2016, shrinking by EUR 124.6 million (6%) from April 2015 (EUR 2,091.9 million). In January – April 2016 imports of goods totalled EUR 7,316.1 million, dropping by EUR 513.8 million (6.6%) from January – April 2015 (EUR 7,829.9 million). In January – April 2015 imports grew by 5.1% year-on-year. Services recorded a positive balance of EUR 2.5 million in April 2016, compared with a surplus of EUR 49.2 million in April 2015. In January – April 2016 services recorded a surplus of EUR 271.6 million (0.6% of GDP) compared with a positive balance of EUR 319.9 million (0.7% of GDP) in the same period of 2015. The net primary income (which reflects the receipt and payment of income related to the use of resources (labor, capital, land), taxes of production and imports and subsidies) recorded a deficit of EUR 58.8 million in April 2016, compared with a deficit of EUR 344.7 million in April 2015. In January – April 2016 the balance on primary income was negative and equated to EUR 292 million (0.6% of GDP), against a deficit of EUR 733.4 million (1.7% of GDP) in January – April 2015. The net secondary income (which reflects the redistribution of income) recorded a surplus of EUR 64.8 million, compared with a surplus of EUR 152.4 million in April 2015. In January – April 2016 the net secondary income was positive amounting to EUR 558.6 million (1.2% of GDP), compared with a positive balance of EUR 901.2 million (2% of GDP) in the same period of 2015. The capital account recorded a deficit of EUR 29.7 million, compared with a positive balance of EUR 314.6 million in April 2015. In January – April 2016 the capital account recorded a surplus of EUR 539.1 million (1.2% of GDP), compared with a positive balance of EUR 603.4 million (1.4% of GDP) in January – April 2015. The financial account recorded a net outflow of EUR 353.3 million, compared with a positive balance of EUR 324.4 million in April 2015. In January – April 2016 the financial account recorded a net inflow of EUR 635.6 million (1.4% of GDP) compared with an inflow of EUR 1060.6 million (2.4% of GDP) in January – April 2015. The net direct investment compiled in accordance with the Sixth Edition of the Balance of Payments and International Investment Position Manual was negative amounting to EUR 55.2 million, compared with a negative balance of EUR 238.9 million in April 2015. In January – April 2016 the balance was negative and equated to EUR 411.9 million (0.9% of GDP), compared with a negative balance of EUR 798.4 million (1.8% of GDP) million in January – April 2015. Direct investment - assets grew by EUR 19.7 million compared with a decrease of EUR 32.1 million in April 2015. In January – April 2016 direct investment - assets rose by EUR 92.4 million, compared with an increase of EUR 34.9 million in the same period of 2015. Direct investment - liabilities recorded a net increase of EUR 74.9 million in April 2016, compared with an increase of EUR 206.8 million in April 2015. In January – April 2016 direct investment - liabilities grew by EUR 504.2 million, compared with an increase of EUR 833.3 million in the same period of 2015. The balance on portfolio investment was negative amounting to EUR 98.3 million, compared with a negative balance of EUR 23.5 million in April 2015. In January – April 2016 the balance was negative and equated to EUR 1,122.2 million (2.4% of GDP), compared with a negative balance of EUR 1,116 million (2.5% of GDP) million in January – April 2015. Portfolio investment - assets decreased by EUR 88.5 million, compared with a decline of EUR 188.1 million in April 2015. In January – April 2016 they decreased by EUR 31.8 million compared with a decrease of EUR 45.5 million in January – April 2015. Portfolio investment - liabilities grew by EUR 9.8 million compared with a decrease of EUR 164.5 million in April 2015. In January – April 2016 portfolio investment - liabilities grew by EUR 1,090.4 million, compared with an increase of EUR

Balance of Payments (EUR mn.)



Net FDI 2015 - 2016 (EUR mn.)



1,070.5 million in January – April 2015. The balance on other investment was negative amounting to EUR 457.2 million, compared with a positive balance of EUR 32.3 million in April 2015. In January – April 2016 the balance was positive and equated to EUR 1,042.9 million (2.3% of GDP), compared with a positive balance of EUR 300.7 million (0.7% of GDP) in January – April 2015. Other investment - assets increased by EUR 36.8 million, compared with a decline of EUR 140.8 million in April 2015. In January – April 2016 they rose by EUR 1,107.5 million compared with a decrease of EUR 1,370.2 million in January – April 2015. Other investment - liabilities increased by EUR 493.9 million compared with a decrease of EUR 173.1 million in April 2015. In January – April 2016 they grew by EUR 64.6 million compared with a decline of EUR 1,670.9 million in January – April 2015. The BNB reserve assets grew by EUR 243.7 million, compared with an increase of EUR 570.3 million in April 2015. In January – April 2016 they rose by EUR 1,170.7 million (2.5% of GDP), compared with an increase of EUR 2,691.7 million (6.1% of GDP) in the same period of 2015. The net errors and omissions were negative amounting to EUR 230.6 million compared with a positive value of EUR 332.2 million in April 2015. According to preliminary data, the item was negative in January – April 2016 and totalled EUR 122.6 million (0.3% of GDP), against a positive value of EUR 665.9 million (1.5% of GDP) in the same period of 2015.

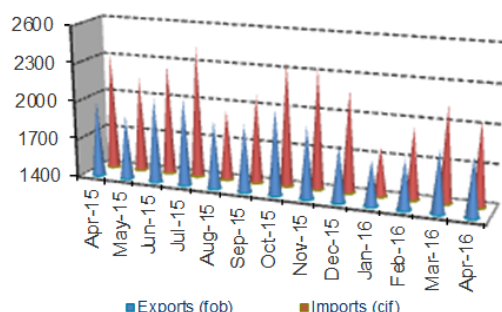
**2. Foreign Trade**

**In the period January - April 2016 the value of all exported goods from Bulgaria amounted to BGN14 226.1 million and in comparison with the corresponding period of 2015 the exports decreased by 3.0%**

In the period January - April 2016 Bulgarian exports to third countries decreased by 13.8% in comparison with the same period of 2015 and amounted to BGN 4 632.0 million . Main trade partners of Bulgaria were Turkey, China, the Former Yugoslav Republic of Macedonia, Serbia, USA and Russian Federation, which accounted for 50.1% of the exports to non-EU countries. In April 2016 Bulgarian exports to third countries dropped by 26.8% compared to the corresponding month of the previous year and added up to BGN 1 098.8 million. Bulgarian imports from third countries in the period January - April 2016 decreased by 19.4% in comparison with the same period of 2015 and added up to BGN 4 961.6 million (at CIF prices). The largest amounts were reported for the goods imported from the Russian Federation, Turkey, China and Ukraine. In April 2016 Bulgarian imports from third countries dropped by 20.2% compared to the corresponding month of the previous year and amounted to BGN 1 323.5 million . The foreign trade balance of Bulgaria (export FOB - import CIF) with third countries in the period January - April 2016 was negative and added up to BGN 329.6 million . The trade balance at FOB/FOB prices (after elimination of transport and insurance costs on imports) was positive and amounted to BGN 1.9 million . In April 2016 the foreign trade balance of Bulgaria (export FOB - import CIF) with third countries was negative and added up to BGN 224.7 million . In the period January - April 2016 the

**Foreign Trade (EUR mn)**

Source: NSI



value of all exported goods from Bulgaria amounted to BGN 14 226.1 million and in comparison with the corresponding period of 2015 the exports decreased by 3.0%. In April 2016 the total exports added up to BGN 3 633.0 million or by 6.9% less than the same month of the previous year. The total value of all the goods imported in the country in the period January - April 2016 amounted to BGN 15 504.4 million (at CIF prices), or by 8.0% less than the corresponding period of 2015. In April 2016 the total imports decreased by 11.3% compared to the same month of the previous year and added up to BGN 4 012.6 million . The total foreign trade balance (exports FOB - import CIF) was negative in the period January - April 2016 and amounted to BGN 1 278.3 million . At FOB/FOB prices (after elimination of transport and insurance costs on imports) in the period January - April 2016 the total foreign trade balance was also negative and added up BGN 277.2 million . In April 2016 the total foreign trade balance (exports FOB - import CIF) was negative and amounted to BGN 379.6 million . The trade balance at FOB/FOB prices was also negative and added up BGN 156.8 million .

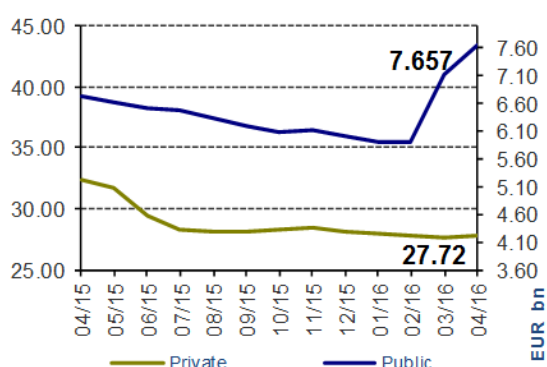
**3. External debt**

**Gross external debt amounted to EUR 35,379.1 million (76.3% of GDP) at end-April 2016**

Gross external debt amounted to EUR 35,379.1 million (76.3% of GDP) at end-April 2016, increasing by EUR 1,288.1 million (3.8%) from end-2015 (EUR 34,090.9 million, 77.2% of GDP). On a year-on-year basis gross external debt dropped by EUR 3,388.4 million (8.7%) from April 2015 (EUR 38,767.5 million, 87.8% of GDP). Long-term liabilities totalled EUR 27,802.7 million (78.6% of the total debt, 60% of GDP) at end-April 2016, growing by EUR 1,594.3 million (6.1%) from end-2015 (EUR 26,208.4 million, 76.9% of the total debt, 59.3% of GDP). On a year-on-year basis, long-term liabilities declined by EUR 2,325.7 million (7.7%) from April 2015 (EUR 30,128.4 million, 68.2% of GDP). Short-term liabilities equalled EUR 7,576.4 million (21.4% of the total debt, 16.3% of GDP), decreasing by EUR 306.2 million (3.9%) from end-2015 (EUR 7,882.6 million; 23.1% of the total debt, 17.8% of GDP). On a year-on-year basis, short-term liabilities dropped by EUR 1,062.7 million (12.3%) from April 2015 (EUR 8,639 million, 19.6% of GDP). General government's gross external debt totalled EUR 6,720.7 million (14.5% of GDP) in end-April 2016. It rose by EUR 1,144.4 million (20.5%) from end-2015 (EUR 5,576.3 million, 12.6% of GDP), mostly due to the nonresident-held securities from Bulgaria's bond issues on international capital markets in March 2016. On a year-on-year basis general government's debt increased by EUR 500.1 million (8%) from April 2015 (EUR 6,220.6 million, 14.1% of GDP). Banks' external debt totalled EUR 3,908.1 million (8.4% of GDP). It fell by EUR 218.3 million (5.3%) from end-2015 (EUR 4,126.4 million, 9.3% of GDP). On a year-on-year basis banks' debt decreased by EUR 1,140.7 million (22.6%) from April 2015 (EUR 5,048.8 million, 11.4% of GDP). Other Sectors' external debt equalled EUR 11,953.6 million (25.8% of GDP). It grew by EUR 217.7 million (1.9%) from end-2015 (EUR 11,735.9 million, 26.6% of GDP). On a year-on-year basis it grew by EUR 194.1 million (1.7%) from April 2015 (EUR 11,759.5 million, 26.6% of GDP). The stock of intercompany lending amounted to EUR 12,796.8 million (27.6% of GDP) at end-April 2016, growing by EUR 144.4 million (1.1%) from end-2015 (EUR 12,652.4 million, 28.7% of GDP). On a year-on-year basis it declined by EUR 2,941.8 million (18.7%) from April 2015 (EUR 15,738.6 million, 35.6% of GDP). The external financing received from non-residents equalled EUR 2,943.3 million (6.4% of GDP) in January - April 2016, compared with EUR 2,902.3 million (6.6% of GDP) in January - April 2015. They were distributed as follows: general government received EUR 1,343.7 million (45.7% of the total amount of disbursements), banks received EUR 484.8 million (16.5%), other sectors received EUR 706.4 million (24%), and intercompany lending totalled EUR 408.3 million (13.9%). Gross external debt service totalled EUR 1,304 million (2.8% of GDP) in January - April 2016, compared with EUR 4,166 million (9.4% of GDP) in January - April 2015.

**Gross External Debt**

Source: BNB



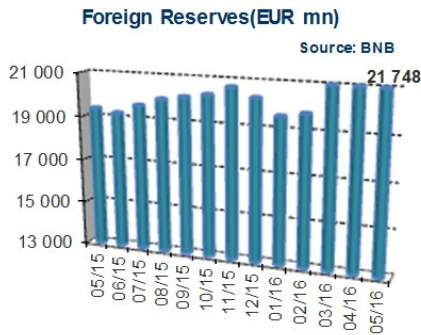


Net external debt totalled EUR 5,705.9 million at end-April 2016. It dropped by EUR 1,153.1 million (16.8%) from end-2015 (EUR 6,859.1 million). Its decline was due to the larger increase in gross external assets (by EUR 2,441.3 million, 9%) in comparison with the increase in gross external debt (by EUR 1,288.1 million, 3.8%). As a percentage of GDP, net external debt equated to 12.3%, down by 3.1 p.p. from end-2015 (15.4%).

#### 4. Foreign reserves

According to BNB data in May 2016 Bulgaria's foreign reserves amounted to BGN 42.6 billion (EUR 21.7 billion) as rose by 0.11% m/m and by 12.22% y/y, respectively

According to BNB data in May 2016 Bulgaria's foreign reserves amounted to BGN 42.6 billion (EUR 21.7 billion) as rose by 0.11% m/m and by 12.22% y/y, respectively. In terms of assets, in May 2016 the cash increased by 13.5% y/y, while the annual growth of investments in securities was 12.98%, and exceeded BGN 29 billion. By liabilities side, the money in circulation increased by 12.98% y/y and exceeded BGN 12 billion. The liabilities to banks amounted to BGN 11.7 billion and increased by 11.94% y/y. The liabilities to government and budget organizations amounted at BGN 11.4 billion and increased by 14.7% y/y, and liabilities to other depositors grew up by 53% y/y, reaching BGN 931 million. The deposit of the "Banking" Department amounted to BGN 5.9 billion and rose up by 3.1% y/y. Bulgaria's international liquidity position, calculated as the ratio of short-term external debt / foreign reserves improved to 283.6% at the end of March 2016 compared to 217.9% at the end of March 2015 and 256.6% at the end of December 2015.



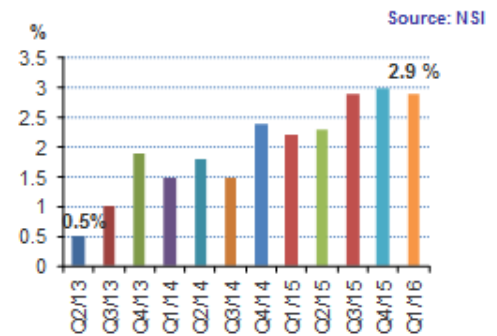
## II. REAL SECTOR

### 1. GDP

Gross Domestic Product (GDP) expanded with 2.9% in the first quarter of 2016 compared to the same quarter of the previous year

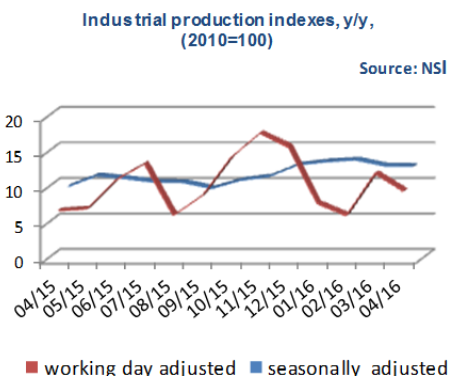
Gross Domestic Product (GDP) expanded with 2.9% in the first quarter of 2016 compared to the same quarter of the previous year and with 0.7% compared to the fourth quarter of 2015 according to the seasonally adjusted data. According to the flash GDP estimates for the first quarter of 2016, the GDP at current prices amounted to BGN 17 926 million. GVA in the first quarter of 2016 amounted to BGN 15 207 million. In the structure of GDP by the expenditure approach the largest share has the final consumption (85.2%), which in nominal terms amounted to BGN 15 268 million. In the first quarter of 2016 gross capital formation is BGN 2 839 million and has a share of 15.8% in GDP. The external balance (exports minus imports) has a negative sign. According to the seasonally adjusted data, the GDP growth rate in the first quarter of 2016 is 0.7% compared to the previous quarter. Gross value added increased in the first quarter of 2016 by 0.9%. According to the flash estimates by final expenditure the GDP growth in the first quarter of 2016 is determined by increase in final consumption with 0.5%.

GDP Growth to the same quarter previous year preliminary data



### 2. Industrial production

According to the preliminary data the Industrial Production Index, seasonally adjusted, decreased by 0.1% in April 2016 as compared to March 2016

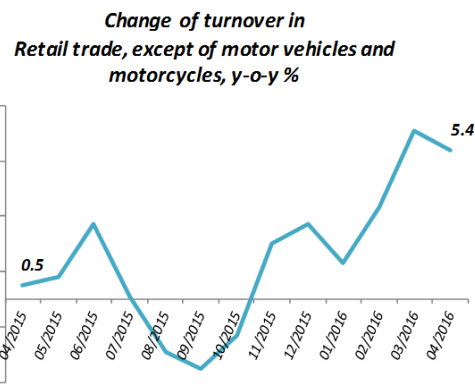


According to the preliminary data the Industrial Production Index, seasonally adjusted, decreased by 0.1% in April 2016 as compared to March 2016. In April 2016 working day adjusted Industrial Production Index rose by 2.5% in comparison with the same month of 2015. In April 2016 as compared to March 2016, the seasonally adjusted Industrial Production Index decreased in the mining and quarrying industry and in the manufacturing by 0.2%, while in the electricity, gas, steam and air conditioning supply an increase by 0.6% was seen. On annual basis in April 2016 Industrial Production Index calculated from working day adjusted data increased in the manufacturing by 4.9% and in the mining and quarrying industry by 2.5%, while in the electricity, gas, steam and air conditioning supply a decrease by 6.8% was registered.

### 3. Retail sales

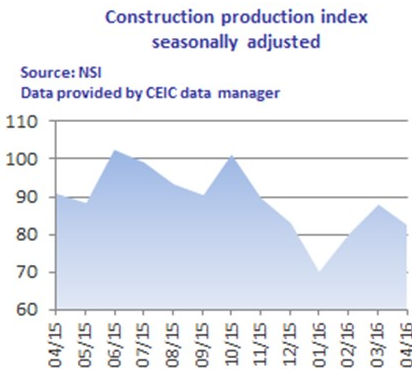
**In April 2016 the working day adjusted turnover in 'Retail trade, except of motor vehicles and motorcycles' increased by 5.4% in comparison with the same month of the previous year**

According to the preliminary seasonally adjusted data in April 2016 the turnover in 'Retail trade, except of motor vehicles and motorcycles' at constant prices increased by 0.3% compared to the previous month. In April 2016 the working day adjusted turnover in 'Retail trade, except of motor vehicles and motorcycles' increased by 5.4% in comparison with the same month of the previous year. In April 2016 compared to the previous month the turnover increased more significantly in the 'Retail sale via mail order houses or via Internet' by 3.8%, in the 'Retail sale of computers, peripheral units and software; telecommunications equipment' by 3.0% and in the 'Retail sale of textiles, clothing, footwear and leather goods' by 2.5%. A decrease was registered in the 'Retail sale in non-specialised stores' - 0.9%, in the 'Dispensing chemist; retail sale of medical and orthopaedic goods, cosmetic and toilet articles' - 0.8% and in the 'Retail sale of audio and video equipment; hardware, paints and glass; electrical household appliances' - 0.7%. In April 2016 compared to the same month of 2015 the turnover increased more significantly in the 'Retail sale of textiles, clothing, footwear and leather goods' by 21.1%, in the 'Retail sale of food, beverages and tobacco' by 13.2% and in the 'Retail sale via mail order houses or via Internet' by 8.3%. A decrease was registered in the 'Retail sale of computers, peripheral units and software; telecommunications equipment' - 8.4%, in the 'Retail sale in non-specialised stores' - 6.6% and in the 'Retail sale of audio and video equipment; hardware, paints and glass; electrical household appliances' - 2.2%.



### 4. Construction

**According to the preliminary data, in April 2016 the index of production in section 'Construction' calculated on the base of seasonally adjusted data was 2.1% below the level of the previous month**

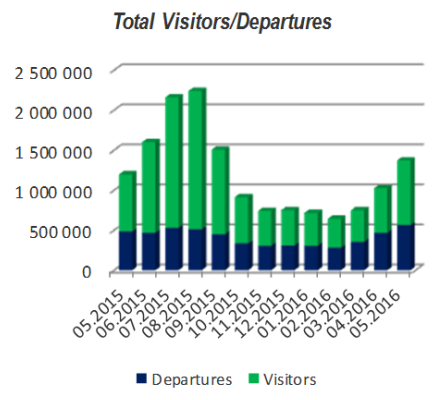


According to the preliminary data, in April 2016 the index of production in section 'Construction' calculated on the base of seasonally adjusted data was 2.1% below the level of the previous month. In April 2016 working day adjusted data showed a decrease by 10.4% in the construction production, compared to the same month of 2015. In April 2016 the construction production, calculated from the seasonally adjusted data, was below the level of the previous month. Index of production of civil engineering fell by 3.3% and the production of building construction - by 1.0%. On an annual basis in April 2016, the decrease of production in construction, calculated from working day adjusted data, was determined mainly from the negative rate in the building construction, where the drop was by 12.1% and in the civil engineering - by 8.4% .

### 5. Tourism

**In May 2016, the number of the trips of Bulgarian residents abroad was 564,8 thousand or by 16,8% above the registered in May 2015**

In May 2016, the number of the trips of Bulgarian residents abroad was 564,8 thousand or by 16,8% above the registered in May 2015. In comparison with the same month of the previous year an increase was observed in the total number of the trips of Bulgarians to: Germany – by 56.9%, Austria - by 53,6%, Serbia - by 36.1%, Romania - by 21.4%, Greece - by 19.4%, Spain - by 17.1%, and etc. At the same time decreased the number of the trips of Bulgarians to: the Netherlands - by 15.2%, Russian Federation - by 15.2%, the United Kingdom - by 3.7%, the Former Yugoslav Republic of Macedonia - by 1.3%, and etc. The trips with other purposes (as a guest, education and visit the cultural and sport events) in May 2016 composed the greatest share of the total number of trips of Bulgarian residents abroad - 43.8%, followed by the trips with holiday and recreation purpose - 32.0%, and with professional purpose - 24.2%. In comparison with May 2015 an increase was registered in the trips by all observed purposes: with other purposes - by 26.8%, with professional purpose - by 12.7% and with holiday and recreation purpose – by 7.9%. In May 2016, the trips with other purposes formed 73.4% of all trips to Hungary and 72.8% to Romania. The trips with professional purpose to Poland were 52.0%, as these to Israel and Spain with holiday and recreation purpose were 72.7% and 59.3% respectively of all trips of Bulgarian residents to these countries. In May 2016, the number of arrivals of visitors from abroad to Bulgaria was 808.3 thousand or by 13.1% above the level of May 2015. An increase was registered in the trips with other purposes - by 21.7%, and with holiday and recreation purpose - by 11.8%, while the trips with professional purpose decreased by 5.3%. The share of visits of EU citizens was 62.6% of the total number of foreigners' visits to Bulgaria in May 2016 or by 16.8% more in comparison with the same month of the previous year.



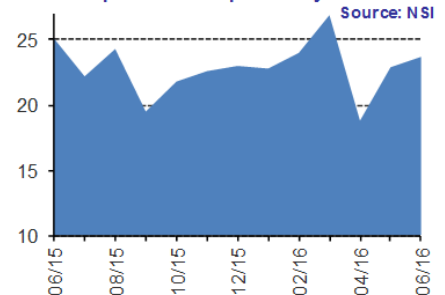
An increase was registered in the visits of the citizens of France - 40.0%, Romania - by 32.5%, the United Kingdom – by 12.7%, Austria - by 4.9%, Italy - by 2.7%, and etc. At the same time decreased the visits from Slovenia - by 21.9%, Croatia - 9.4%, Spain - by 8.6%, Germany - by 0.5%, and etc. The visits of foreigners in the group 'Other European countries' increased by 10.3%, as the highest growth was observed in the visits of citizens of Russian Federation - by 21.7%. In May 2016, the predominant share of the visits with other purposes (including as guest and passing transit) was 47.5%, followed by trips with holiday and recreation purpose - 37.5%, and with professional purpose - 15.0%. The visits with holiday and recreation purpose formed 96.3% of the arrivals from Israel and 84.9% - from Russian Federation. The visits with professional purpose were 60.0% of the arrivals from the Netherlands and 53.3% - from Czech Republic, as with other purposes were 71.6% of all arrivals from Romania and 62.2% - from Greece.

## 6. Business climate

**In June 2016 the total business climate indicator increases by 0.9 percentage points compared to May**

In June 2016 the total business climate indicator increases by 0.9 percentage points compared to May as a result of the improved business climate in industry, retail trade and service sector. The composite indicator 'business climate in industry' increases by 0.8 percentage points in comparison with the previous month. In June the composite indicator 'business climate in construction' decreases by 1.8 percentage points as a result of the more reserved construction entrepreneurs' expectations about the business situation of the enterprises over the next 6 months. The composite indicator 'business climate in retail trade' increases by 0.9 percentage points compared to May. In June the composite indicator 'business climate in service sector' increases by 3.9 percentage point mainly due to the more optimistic managers' expectations about the business situation of the enterprises over the next 6 months.

Business climate in industry for the last 12 months, compare to the same period of the previous year



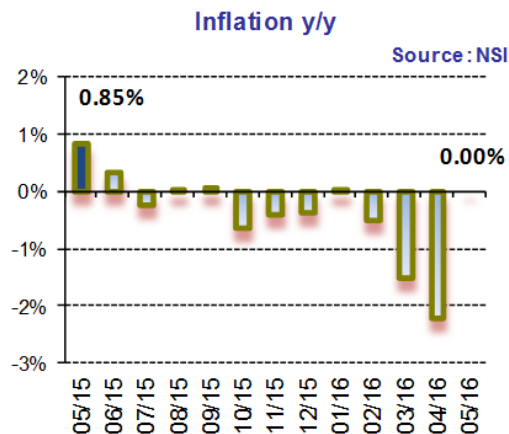
## 7. Producer price index

**Total Producer Price Index in Industry in May 2016 increased by 0.2% compared to the previous month**

Total Producer Price Index in Industry in May 2016 increased by 0.2% compared to the previous month. Higher prices were registered in the manufacturing by 0.5% and in the mining and quarrying industry by 0.1%, while in the electricity, gas, steam and air conditioning supply the prices fell by 0.4%. Total Producer Price Index in May 2016 decreased by 5.6% compared to the same month of 2015. The prices fell in the mining and quarrying industry by 6.0%, in the manufacturing by 5.8% and in the electricity, gas, steam and air conditioning supply by 5.3%. Producer Price Index on Domestic Market in May 2016 decreased by 0.1% compared to the previous month. The domestic prices fell in the mining and quarrying industry by 0.5%, in the electricity, gas, steam and air conditioning supply by 0.3%, and in the manufacturing by 0.1%. Producer Price Index on Domestic Market in May 2016 decreased by 4.5% compared to the same month of 2015 .

## 8. CPI Inflation

**The consumer price index in May 2016 compared to April 2016 was 100.0%, i.e. the monthly inflation was 0.0%**



The consumer price index in May 2016 compared to April 2016 was 100.0%, i.e. the monthly inflation was 0.0%. The inflation rate since the beginning of the year (May 2016 compared to December 2015) has been -1.0% and the annual inflation in May 2016 compared to May 2015 was -2.0% . The annual average inflation, measured by CPI, in the last 12 months (June 2015 - May 2016) compared to the previous 12 months (June 2014 - May 2015) was -0.6%. The harmonized index of consumer prices in May 2016 compared to April 2016 was 100.0%, i.e. the monthly inflation was 0.0%. The inflation rate since the beginning of the year (May 2016 compared to December 2015) has been -1.5% and the annual inflation in May 2016 compared to May 2015 was -2.5% . The price index of a small basket in May 2016 compared to April 2016 was 99.9% and the overall increase since the

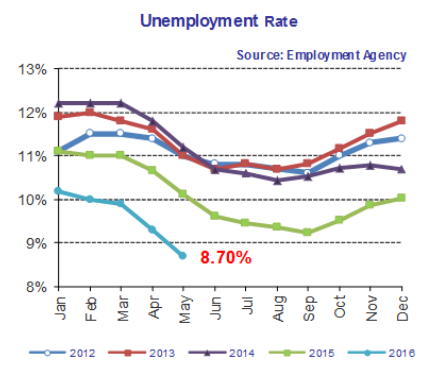
beginning of the year (May 2016 compared to December 2015) has been 100.3% .



## 9. Unemployment

### The registered unemployment rate in May constitutes 8.7%

For the first time in seven years, the number of registered unemployed at labor offices fell below 300 thousand people. Such number of unemployed was last reported at the end of October 2009. At the end of May 2016 at the labor offices were registered 286,246 unemployed people. Compared to April they decreased by 18 916 persons. On an annual basis, compared with May 2015, unemployment is significantly less - by 45.6 thousand persons. On the base of the economically active population determined in the last count in Bulgaria 2011, the registered unemployment rate in May constitutes 8.7%. Compared to May 2015, it was significantly lower - 1.4 percentage points. The decrease compared to April 2016 was 0.6 percentage points, this pace is maintained for the second consecutive month. 24,294 unemployed persons started working in may 2015, which 22 101 - in the primary market.



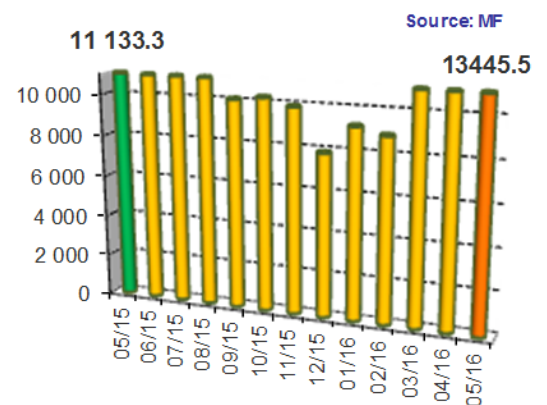
## III. FISCAL SECTOR

### 1. Government budget

#### Fiscal reserve as of 31.05.2016 is BGN 13,4 billion

The first level spending units' monthly reports show that the consolidated fiscal programme (CFP) balance for May 2016 is positive to the amount of BGN 2,773.6 million (3.1% of forecast GDP) and is formed by a surplus under the national budget of BGN 1,665.6 million and a surplus under EU funds of BGN 1,108.0 million. For comparison, a CFP surplus of BGN 1,091.1 million (1.3% of GDP) was reported in the first five months of 2015, which means that, as a relative share of GDP, the budget stance has improved by 1.8 percentage points. The improved budget stance is still due to the growth of revenues and the containment of expenditures as compared to the same period of the previous year. Consolidated revenues and grants under CFP as of May 2016 stand at BGN 14,852.1 million, or 45.0% of the annual plans. Compared to the first five months of 2015, revenues and grants have grown by BGN 1,033.5 million, or by 7.5%. The growth as compared to the previous year is due to the higher tax and non-tax revenues, which have risen by BGN 1,261.4 million, while grants (funds reimbursed by the European Commission) are lower by BGN 227.9 million. Nevertheless, the performance of receipts from grants as compared to the annual plan is good, with the grants from the country and abroad (including grants from EU Funds) being to the amount to BGN 1,550.4 million or 60.9% of the annual plan. When comparing receipts in terms of grants from this year and from last year, one should bear in mind the clearly visible base effect in 2015 related to the higher expenditures (and funds reimbursed by the European Commission, respectively) on project for the previous programming period 2007 - 2013. Tax proceeds, including revenues from social security and health insurance contributions, total BGN 11,321.0 million, which is 43.6% of the annual plans. Compared to May 2015 tax revenues have risen by 10.1% (BGN 1,037.2 million) in nominal terms. In structural terms the highest growth is reported in indirect tax revenues. Revenues from direct taxes amount to BGN 2,224.7 million, which accounts for 47.5% of the annual plans for 2016 and compared to the first five months of 2015 have risen by BGN 169.7 million, or by 8.3%. Indirect tax revenues amount to BGN 5,663.5 million, or 42.7% of the 2016 Annual Budget Law plans and compared to the previous year have risen by BGN 683.2 million, or by 13.7%. VAT revenues amount to BGN 3,708.7 million, or 44.1% of the planned for the year. Compared to the previous year these revenues have risen by BGN 442.0 million. The non refunded VAT amount as of end-May is BGN 140.8 million. Growth is reported in excise duty revenues which amount to BGN 1,869.5 million (40.0% of the annual plans), and compared to May 2015 have risen by 14.1%, or BGN 231.0 million. Customs duty proceeds amount to BGN 70.4 million, or 47.0% of the planned for the year. Proceeds from other taxes, including property taxes and other taxes under the Corporate Income Tax Law, amount to BGN 520.5 million, or 57.1% of the annual estimates. Revenues from social security and health insurance contributions are BGN 2,912.3 million, or 40.8% of those planned for the year. Compared to the previous year these revenues have risen by 4.8% (BGN 133.7 million) in nominal terms Non-tax revenues amount to BGN 1,980.7 million, or 44.2% of the annual plans, or by BGN 224.3 million (12.8%) more compared to end-May 2015. The expenditures under the Consolidated Fiscal Programme, including the contribution of the Republic of Bulgaria to the EU budget, amount to BGN 12,078.5 million as of end-May 2016, which is 34.7% of the annual plans. For comparison the expenditures under the CFP as of end-May 2015 amounted to BGN 12,727.5 million. Non-interest expenditures amount to BGN 11,376.4 million, which accounts for 34.9% of the annual plans. Non-interest current expenditures as of end-May 2016 amount to BGN 10,710.8 million, or 40.4% of the plans, capital expenditures (including net increment of state reserve) amount to BGN 665.5 million, or 10.9% of the plans for 2016. Interest payments amount to BGN 345.6 million, or 43.1% of those planned for 2016. The part of Bulgaria's contribution to the EU budget, as paid from the central budget as of May 2016, amounts to BGN 356.6 million, which complies with the existing legislation in the area of EU own resources, Council Decision 2007/436/EC, Euratom on the system of the Communities' own resources and Council Regulation No 1150/2000, as

#### Fiscal reserve (BGN mn)

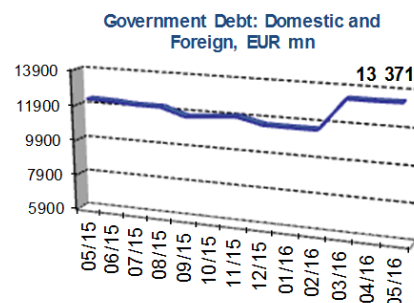


amended by Regulation No 2018/2004, Regulation No 105/2009 and Regulation No 1377/2014, implementing Decision 2007/436/EC. Fiscal reserve as of 31.05.2016 is BGN 13,4 billion, including BGN 11.9 billion deposits in BNB and banks and BGN 1.5 billion receivables under the EU Funds for certified expenditure, advance payments, etc.

## 2. Government debt

**According to the official register kept by the Ministry of Finance, the government debt as at end-May 2016 stands at EUR 13,370.5**

According to the official register kept by the Ministry of Finance, the government debt as at end-May 2016 stands at EUR 13,370.5 million. Domestic debt amounts to EUR 3,541.9 million and external debt - to EUR 9,828.7 million. At the end of the reporting period the government debt/gross domestic product (GDP)\* ratio is 29.3%, with the share of domestic government debt being 7.8% and of external government debt - 21.5% of GDP. In the government debt structure, domestic debt at the end of the period amounts to 26.5%, and external debt - to 73.5%. The debt currency structure as of the end of the month is as follows: 78.8% in EUR, 20.4% in BGN, 0.6% in USD and 0.3% in other currencies. Government debt payments in May amount to BGN 63.3 million. As regards the currency composition of payments, since the beginning of the year the greatest is the EUR share - 60.1%, followed by those in BGN - 38.2%, and in USD - 1.7%. In May, the government guaranteed debt reaches EUR 285.5 million, of which EUR 32.0 million domestic government guarantees, with the government guaranteed debt/GDP ratio being 0.6%.



Source: MF  
Data provider: CEC Data Manager

## IV. MONETARY SECTOR

**In May 2016 broad money (monetary aggregate M3) increased annually by 8.1% compared to 8% annual growth in April 2016**

In May 2016 broad money (monetary aggregate M3) increased annually by 8.1% compared to 8% annual growth in April 2016. At the end of May 2016 M3 was BGN 74.463 billion (82.1% of GDP) compared to BGN 74.016 billion (81.7% of GDP) in April 2016. Its most liquid component – monetary aggregate M1 – increased by 14.2% annually in May 2016 (13.3% annual growth in April 2016). At the end of May 2016, deposits of the non-government sector were BGN 64.119 billion (70.7% of GDP), increasing annually by 8.8% (8.6% annual growth in April 2016). Deposits of Non-financial corporations were BGN 17.653 billion (19.5% of GDP) at the end of May 2016. Compared to the same month of the previous year they increased by 13.5% (12.1% annual growth in April 2016). Deposits of financial corporations increased by 15.9% annually in May 2016 (14.1% annual growth in April 2016). At the end of the month they reached BGN 3.273 billion (3.6% of GDP). Deposits of Households and NPISHs were BGN 43.192 billion (47.6% of GDP) at the end of May 2016, increasing by 6.5% compared to the same month of 2015 (6.9% annual growth in April 2016). Net domestic assets were BGN 46.503 billion at the end of May 2016. They decreased by 2.5% compared to the same month of 2015 (2.7% annual decline in April 2016). At the end of the month their basic component – domestic credit – was BGN 48.443 billion and decreased by 2% compared to May 2015 (1.6% annual decline in April 2016). In May 2016 claims on the non-government sector declined by 1% annually (1.7% annual decrease in April 2016) reaching BGN 50.356 billion. At the end of May 2016, claims on loans to the non-government sector amounted to BGN 49.326 billion (54.4% of GDP) compared to BGN 49.310 billion (54.4% of GDP) at the end of April 2016. They decreased annually by 0.9% in May 2016 (1.6% annual decline in April 2016). The change of loans to the non-government sector was influenced by net sales of loans by Other monetary financial institutions (Other MFIs) - their volume for the last twelve months was BGN 156.6 million. On an annual basis, loans sold by Other MFIs were BGN 187.5 million (of which BGN 0.6 million in May 2016), while the amount of repurchased loans was BGN 30.9 million (of which BGN 3.9 million in May 2016). In May 2016, loans to Non-financial corporations decreased by 1.1% annually (2.2% annual decline in April 2016) and at the end of the month amounted to BGN 30.017 billion (33.1% of GDP). Loans to Households and NPISHs were BGN 18.078 billion (19.9% of GDP) at the end of May 2016. They decreased by 1% compared to the same month of 2015 (1.4% annual decline in April 2016). At the end of May 2016 loans for house purchases were BGN 8.680 billion and increased by 0.05% annually (0.3% annual decline in April 2016). Consumer loans amounted to BGN 7.216 billion and compared to May 2015 they declined by 1.8% (2% annual decrease in April 2016). On an annual basis other loans increased by 2.5% (0.6% annual growth in April 2016) and reached BGN 731.5 million. Loans granted to financial corporations were BGN 1.231 billion at the end of May 2016 (1.4% of GDP). Compared to May 2015, they increased by 7.9% (10.5% annual growth in April 2016). Net foreign assets amounted to BGN 46.996 billion at the end of the reporting month compared to BGN 46.342 billion at the end of April 2016. They increased by 20.6% on an annual basis compared to 20.4% annual growth in April 2016. At the end of May 2016 foreign assets increased by 14.5% annually (9.8% annual growth in April 2016), reaching BGN 55.728 billion. Foreign liabilities amounted to BGN 8.731 billion, marking a 10.2% annual decline (25% annual decrease in April 2016)

## VI. REAL ESTATE

**Property owners continue to be in a strong position**

Property owners continue to be in a strong position, because generally reluctant to sell and shut their money in banks, where interest rates on deposits have fallen dramatically. According to a survey 80% of respondents want to buy a home for their own needs, 12% - for their children and 4% to give it to a rental or investment purposes. Expected, over a third of those, seek housing - 39% now live on a rent and 31 percent already have housing, but they want to change to another size or elsewhere. As expected most people (38%) are looking for one-bedroom apartment, 34% - two-bedroom apartment, and 16% - house. The same study done in 2013 showed that those who want to buy a house fell by 13.1% and increased those directed to the studio (+3.2%) and bedroom (+8.1%)



apartments. On focus are one and two bedroom apartments, this is normal, given that in the years of crisis for the same money could buy larger properties. The location (about 84% of respondents) continues to be one of the most important criteria when choosing a home, along with the price (about 80%).

## V. CAPITAL MARKET

Date	SOFIX	BGBX40	BGREIT	BGTR30
05.2015	482.9	97.3	93.5	392.2
06.2015	485.3	95.6	94.3	391.3
07.2015	473.6	93.6	95.7	387.5
08.2015	459.4	91.0	96.3	381.6
09.2015	442.3	88.4	95.1	364.3
10.2015	446.9	89.8	95.6	370.0
11.2015	435.6	88.0	94.9	363.6
12.2015	460.9	92.8	97.0	383.8
01.2016	448.4	90.7	98.3	371.4
02.2016	447.4	89.9	100.5	373.4
03.2016	446.4	89.4	100.0	373.0
04.2016	442.6	89.1	100.3	372.0
05.2016	441.3	87.8	101.4	368.7

Source: Bulgarian Stock Exchange-Sofia

**BSE's regulated market turnover plummeted by 71.86% y-o-y to BGN 9.01 mln, while the OTC market marked an annual increase by a similar percentage of 71.12%**

BSE's regulated market turnover plummeted by 71.86% y-o-y to BGN 9.01 million, while the OTC market marked an annual increase by a similar percentage of 71.12% and arrived at BGN 50.974 mln. The blue-chip SOFIX index, which tracks the 15 most liquid shares on the BSE, fell by 0.28% to 441.34 points over the month. Furthermore, the broader BGBX40, which tracks the 40 most traded shares, dropped by 1.48% through May, whereas BGTR30 decreased by 0.9% on a monthly basis. BG REIT alone made an exception and increased its YTD return to 4.47%, having a monthly return of 1.12%. The stocks of the insurance sector led the blue-chip decliners, since the share price of Eurohold Bulgaria AD slumped by 20.49% in volume of 1 822 992 shares and its share price arrived at BGN 0.524 at the end of May. Moreover, Insurance Company Euro Ins-Sofia shares erased 18.36% of their value on a monthly basis and arrived at BGN 0.596. The decline was in unison with the weak financial performance of the insurance company for Q1'16. Euro Ins-Sofia finished the first quarter of 2016 with a net loss of BGN 0.303 mln relative to a net income of BGN 0.080 mln a year earlier. Euro Ins' gross written premiums dropped by 32.29% on the year to BGN 27.225 million for the specified period. Third place in the decliners' chart went to Doverie United Holding. In May,

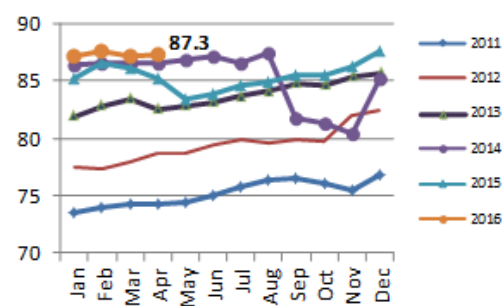
volume of 559 914 of Doverie's shares were traded on BSE, which lead to their price decline by 7.89% on a monthly basis

## VI. BANKING SECTOR

### BNB Governing Council determined zero countercyclical buffer for Q3 2016

In May 2016 the banking system's total assets, liquid assets, and profit increased. At the end of the month the liquid asset ratio calculated under BNB Ordinance No. 11 was 37.02%. The liquid assets growth was mostly contributed to by balances in current accounts with other banks and interbank deposits up to 7 days. As of 31 May the profit of the banking system was BGN 502 million, by BGN 55 million higher in amount than the one reported for the first five months of the previous year. The accumulated impairment of loans and receivables as of end-May 2016 amounted to BGN 276 million, or BGN 45 million less than in the same period of the last year. The balance sheet value of the banking system's assets increased by 0.4%, reaching BGN 87.7 billion at the end of the reporting month. The balance sheet item cash and cash balances at central banks and other demand deposits accounted for 19.0%. Securities portfolios increased by 2.2% (BGN 265 million) in total, mainly in the form of debt securities held for trading, and available for sale. At the month's end the share of securities in the total assets was 14.2%. Compared to end-April, the loan portfolio of the banking system (excluding loans to sectors central banks and credit institutions) decreased by 0.1% (BGN 79 million). The dynamics was mainly determined by the decrease of loans to nonfinancial corporations (by 0.5%) and the increase of loans to households (by 0.4%). An increase is also evidenced in the loans to sectors general government (0.1%) and other financial corporations (0.2%). The deposits in the banking system increased by 0.7% (BGN 494 million) during the month and amounted to BGN 74.4 billion at the end of May. The deposits of nonfinancial corporations increased by BGN 179 million (0.9%), and those of other financial corporations – by BGN 182 million (5.1%). The resources from households increased by BGN 9 million (0.02%) and amounted to BGN 45 billion at the end of the month. At the same time, funds attracted from general government

Assets in the Banking system in bn BGN



Source: BNB  
Data Provider CEIC Data Manager

Level of the countercyclical capital buffer in Q3 2016	Loan / GDP Ration in Q1 2016	Deviation of Ratio of Loan/ GDP from its long-term value in Q1 2016 (pps)	Reference indicator calculated in accordance with Art. 5 para. 1 of Ordinance № 8 of BNB
0%	111.60%	-47.3	0%

Източник: БНБ

registered a decrease. At the end of May, the balance sheet item total equity was BGN 11.6 billion. Its amount decreased by 0.9% compared to the previous month, mainly owing to the decrease in retained earnings.

BNB Governing Council determined zero countercyclical buffer applicable to credit risk exposures for Q3 2016. After the introduction of the global regulatory framework Basel III into European law was created five new capital buffers applied in Bulgaria by virtue of Ordinance №8 of BNB of 24 April 2014 for banks' capital buffers. These are capital conservation buffer, countercyclical capital buffer, systemic risk buffer,

buffer for global systemically important institutions (GSII), and buffer for other systemically important institution (BOSII). Countercyclical capital buffer provides banking system against potential losses arising from the accumulation of cyclic systemic risk in periods of excessive credit growth. The BNB Governing Council decided that countercyclical capital buffer remained at 0% as at it "does not take into account cyclical manifestation of systemic risk in the economy given the observed negative deviation of the Loan/GDP Ratio of from its long-term value." This means that the indicator would be increased in the presence of systemic risk posed by strong loan growth. But as credit activity is low, the decision of the BNB banks not to set aside additional capital for this. The central bank released data for the applicable ratio of loans to GDP, In Q1 2016 of 111.6% for its deviation from the long-term trend set at - 47.3 pps and the reference indicator that helps discretion in setting the countercyclical buffer, which is also 0%.

## METHODOLOGICAL NOTES

### EXTERNAL SECTOR

#### CURRENT ACCOUNT

Starting from April 17th 2015, in accordance with the Statistical Data Release Calendar, BNB starts the regular dissemination of monthly balance of payments data, compiled in accordance with the Sixth Edition of the Balance of Payments and International Investment Position Manual. The implementation of the new methodological requirements of BPM6 by the EU countries was coordinated by the European System of Central Banks (ESCB) and the European Statistical System (ESS). With the implementation of the Sixth Edition of the Balance of Payments and International Investment Position Manual (IMF,2008) significant methodological changes in the reporting of trade in goods and trade in services were introduced. Based on their economic nature, certain items were reclassified from Goods (exports and imports) to Services (exports and imports), and vice versa. These methodological changes resulted in differences between the data on goods (exports and imports) compiled by the BNB for the balance of payments statistics, and the external trade statistics compiled by the NSI. Thus, the exports, imports and trade balance data compiled by the NSI do not equate to the exports, imports and trade balance data compiled by the BNB for the purposes of balance of payments statistics. According to external trade statistics, exports of goods amounted to EUR 3,483.1 mn in January – February 2015, growing by EUR 249.1 mn (7.7%) year-on-year (compared with EUR 3,234 mn in January – February 2014). Imports of goods amounted to EUR 3,856.9 mn in January – February 2015, growing by EUR 58.9 mn (1.6%) year-on-year (from EUR 3,797.9 mn in January – February 2014). The trade balance recorded a deficit of EUR 373.8 mn (0.9% of GDP) in the reporting period, dropping by EUR 190.2 mn year-on-year (from a deficit of EUR 564 mn, 1.3% of GDP in January – February 2014). Taking into consideration the analytical importance of the data on goods (exports and imports) in the external trade statistics, the BNB shall continue its practice of preparing a short text on the external trade dynamics, and maintaining the relevant data series. These materials are included in the Balance of Payments publication, and are published on the BNB website. More detailed information on these methodological changes is available in the material Compilation of the balance of payments in accordance with the methodology of the sixth edition of the Balance of Payments and International Investment Position Manual. As far as the direct investment data is concerned, the sixth edition of the Balance of Payments and International Investment Position Manual introduced principally different approach for their presentation – the Asset/Liability presentation. Taking into consideration the analytical importance of the directional principle presentation (based on the direction of the initial investment), the BNB shall continue disseminating the direct investment data according to it in the Annex Direct Investment of the Balance of Payments monthly publication as well as in the direct investment tables. In accordance with the directional principle presentation, foreign direct investment in Bulgaria amounted to EUR 53.9 mn compared with EUR 94.7 mn in February 2014. In January – February 2015 the foreign direct investment in Bulgaria inflow equated to EUR 128.2 mn compared with an inflow of EUR 137.7 mn in January – February 2014. Direct investment abroad recorded a net increase of EUR 9.4 mn in February 2015, compared with an increase of EUR 5.7 mn in February 2014. In January – February 2015 the direct investment abroad decreased by EUR 16.6 mn, against an increase of EUR 108.7 mn in the same period of 2014. More detailed information on the direct investment is available in the annex Direct Investment (January-February 2015) and in table 10. Direct Investment of the monthly Balance of Payments publication. The Current Account comprises the acquisition and provision of goods and services, income, and current transfers between the country and the rest of the world. The flows recorded on the credit side represent that part of the gross domestic product, which is provided to the rest of the world (exports of goods and services), as well as the provision of factors of production expressed by income receivable – compensation of employees and investment income (interest, dividends, etc.). Recorded are also offsets for non-refundable real and financial resources received (transfers). The flows on the debit side represent the gross product created in the rest of the world and acquired by the domestic economy (imports of goods and services), as well as the acquisition of factors of production expressed by income payable. Recorded are also offsets to non-refundable real and financial resources provided. The Goods component of the BOP Current Account covers movable goods for which changes of ownership between residents and non-residents occur. The data on imports and exports FOB (Free on board) is based on customs declarations, as the codes used in them are after the Harmonized System for Description and Coding of Commodities of the World Customs Organization, introduced in 1988 and supplemented in 1992. With the January 2006 data the Bulgarian National Bank and the National Statistics Institute jointly apply developed by them methodology for compilation of imports at FOB prices and receipts and payments regarding the freight transportation.<sup>2</sup> The methodology is based on the analysis of the CIF-FOB correlations for the imports of goods depending on the different imports delivery categories, as well as on the different mode of transportation and nationality of the carrier.

The geographical breakdown of the Goods item of the BOP is based on the following principles:

For the intra EU trade in goods:

- In case of exports (or dispatches) is the country (or Member State) of final destination of the goods - In case of imports (or arrivals) is the country (or Member State) of consignment of the goods.

For the trade with third countries (outside EU)

- In case of exports – partner country is the country of final destination of the goods - In case of imports - partner country is the country of origin of the goods.

The Services component comprises transportation, travel, and other services. The Bulgarian National Bank derives the data on freight transportation from foreign trade data and the data on passenger transportation from travel data on the basis of estimates. With the January 2006 data the BNB introduced a new methodology for compilation of receipts and payments regarding the freight transportation. The freight transportation receipts are set up on the basis of estimated receipts of resident carriers related to the country exports of goods. The payments are calculated as an estimation of the payments made by residents on behalf of non-resident carriers related to the country imports of goods. The receipts and payments are estimated according to mode of transportation and nationality of the carrier. With the introduction of the system INTRASTAT with the January 2007 data changes in the way of compilation of receipts and payments regarding the freight transportation of Bulgaria with the rest of the EU member states took place. Due to the delay in receiving the detailed data on trade of Bulgaria with the rest of the EU member states from the NSI, as of the date of publication of the preliminary balance of payments report for the corresponding month (42 days after the close of the reporting period) the preliminary compilation of receipts and payments of freight transportation is based on data for preceding years. These estimates are subject to revisions after receiving the preliminary detailed data (with breakdown by trade partners and by type of goods) on trade with the rest of the EU member states for the reporting month.

Travel covers goods and services, including those related to health and education, acquired by travelers for business and personal purposes. By the end of 2006 the data on travel is based on data from the Ministry of Internal Affairs on the number of travelers crossing the borders and on estimates of per capita expenditures, the latter based on the methodology for estimation of the receipts and expenditures from travel services – “Methodology For Estimation of the Receipts and Expenditures from Travel in the Bulgarian Balance of Payments” (Bulgarian National Bank, Ministry of Trade and Tourism, 18 November 1999). As of the beginning of 2007 data for the number and the structure of foreigners who visited the country are based on information from the border police and NSI estimates. With the January 2010 data the BNB applies new methodology for estimation of the receipts and expenditures for travel and passenger transportation. The estimation model for the Travel item is based on the product of the number of travelers and the expenditure respective for a certain type of purpose of the travel (for more detailed information and questions, related to the methodologies applied, please contact us through the following e-mail: [press\\_office@bnbank.org](mailto:press_office@bnbank.org)). The estimates of the expenditures (receipts) by purpose of the travel are based on the data collected during the Border Survey among Traveling Bulgarians and Foreigners conducted by the BNB during the period July 1997 – August 2008. The new methodology was applied for the first time with the data for January 2010, with back data revisions for the months of 2007, 2008 and 2009.

Other services item covers receipts and payments related to services other than transportation and travel (communication, construction, financial, leasing, insurance, cultural, sport and recreational services, etc.).

Income consists of two categories: (i) compensation of employees, and (ii) investment income. Compensation of employees covers wages, salaries and other benefits paid to non-resident workers in the country or received by resident workers abroad. The compensation of employees comprises also income due to illegal employment. By the end of 2006 the BNB estimates this flow in accordance with the Methodology for Estimation of Flows due to Illegal Employment (14 March 2006).<sup>3</sup> With the January 2010 data the BNB applies new methodology for estimation of the Compensation of employees, credit. The new methodology was applied for the first time with the data for January 2010, with back data revisions for the months of 2007, 2008 and 2009.

Investment income covers receipts and payments of income associated with external financial assets and liabilities. Included are receipts and payments on direct investment, portfolio investment, other investment, and receipts on reserve assets.

Transfers are all real resources and financial items provided without a quid-pro-quo from one economy to another. Current transfers directly affect the level of disposable income of the economy, and the consumption of goods and services. That is, current transfers reduce the income and consumption potential of the donor and increase the income and consumption potential of the recipient. Included in the Current transfers are the EU pre-acquisition grants, other grants, gifts, inheritances, prizes won from lotteries, pensions, current taxes, social security contributions, etc. Sources: The Bulgarian National Bank receives information on current transfers from the Ministry of Finance, the Bulgarian Red Cross, the Agency for Foreign Aid, and from the reporting system of banks on transactions between residents and non-residents .

The item Workers remittances, credit is a sub-item of the Current transfers, credit in the Current account of the balance of payments and is a balancing item for transfers without a quid-pro-quo in cash or in kind. Applying of a new methodology for estimation of these flows became necessary not only because the above described circumstances demanded it but because of the necessity to capture inflows transferred through both official and unofficial channels. The estimates of the workers' remittances are based on the product of the number of Bulgarian emigrants, transferring money to their relatives and the amount of the average transfer. Such calculations are made separately for the official and the unofficial transfer channels. The sum of the money transferred via those two channels is recorded as the amount of Workers' remittances to Bulgaria. The data on the number of the Bulgarian emigrants are based on information from the State Agency for Bulgarians abroad, from the Bulgarian embassies and from Eurostat. The data on the percentage of the Bulgarian emigrants, transferring money; the shares of the official and unofficial channels and the average transfer for each of the channels used are based on the data collected via the Border survey. The new methodology was applied for the first time with the data for January 2010, with back data revisions for the months of 2007, 2008 and 2009.



### CAPITAL ACCOUNT

The Capital Account consists of two categories: (i) capital transfers and (ii) acquisition or disposal of non-produced, non-financial assets. In kind, a capital transfer consists of (i) a transfer of ownership of fixed assets, or (ii) forgiveness of a liability by a creditor when no counterpart is received in return. If in cash, a transfer is a capital transfer when it is linked to, or conditional on, the acquisition or disposal of fixed assets (for example, an investment grant).

### FINANCIAL ACCOUNT

The Financial Account comprises all transactions (actual and imputed) in the external financial assets and liabilities of an economy. The external assets and liabilities are primarily classified according to type of investment. Included in Financial Account are (i) direct investment, (ii) portfolio investment and (iii) other investment.

Direct investment covers direct investment abroad, direct investment in reporting economy and mergers and acquisitions. Direct investment is a category of international investment in which a resident of one economy – a direct investor – acquires a lasting interest (at least 10% of the ordinary shares or the voting power) in an enterprise resident in another economy – a direct investment enterprise. The direct investment includes both the initial transaction, through which the relationship between the direct investor and the direct investment enterprise is established, and all subsequent transactions between them. The direct investment covers transactions relating to changes in the direct investor's share in the equity capital of the direct investment enterprise, inter-company debt transactions as well as the share of the direct investor in the undistributed earnings/loss of the direct investment enterprise. Direct investment is reported on a directional basis: direct investment abroad – as an asset, and direct investment in the reporting country – as a liability.

The sub item Mergers and Acquisitions shows the transactions related to mergers and acquisitions. The purpose of its inclusion was to eliminate the influence of such deals over the reported foreign direct investment data. The international practice shows that these transactions have hardly any real impact on the production capacities and employment and the conclusions drawn from the interpretation of foreign direct investment data in which data on mergers and acquisitions are included might be misleading about investment flows, developments, branch and geographical structure. ("European Central Bank, Eurostat, Foreign Direct Investment Task Force Report", March 2004, para.332)

Portfolio investment includes portfolio investment, assets and portfolio investment, liabilities. Portfolio investment covers transactions in shares and equity if the investor's share in the capital is less than 10%, transactions in bonds, notes, money market and other tradable securities.

Other investment covers trade credits, loans, currency deposits, and other assets and liabilities.

According to the balance of payments conventions trade credit arise from the direct extension of credit from a supplier to a buyer, i.e this is a credit extended by a trade partner without issue of a tradable security. Loans item includes received and paid principals on short- and long-term loans between non-bank financial institutions, insurance companies and pension funds, the Bulgarian National Bank and the Ministry of Finance.

Other investment covers trade credits, loans, currency deposits, and other assets and liabilities.

According to the balance of payments conventions trade credit arise from the direct extension of credit from a supplier to a buyer, i.e this is a credit extended by a trade partner without issue of a tradable security. Loans item includes received and paid principals on short- and long-term loans between residents and non-residents if no issue of a tradable security is involved with these loans. Transactions concerning disbursements and repayments of principals on IMF loans and disbursements on loans on BOP support are not included in the item Loans. They are recorded in the relative items of group E. Reserves and Related Items.

The Currency and Deposits component presents on the assets side the changes in the residents' currency deposits held abroad, and on the liabilities side – the changes in the liabilities of the resident banks to non-residents in domestic and foreign currency. Following the basic accounting principle and conventions set in the "Balance of Payments Manual" (IMF, 1993), when compiling that item the Bulgarian National Bank excludes any changes therein due to exchange rate changes.

Items Other assets and Other liabilities includes all transactions on miscellaneous accounts receivable and payable not included elsewhere and transactions in arrears. The Net errors and omissions component is an offsetting item. This component exists in the BOP presentation because the compilation system used by the Bulgarian National Bank is not a closed one but is a combination of different sources of information. Unlike other statistical reports, such as for example the monetary statistics, the collecting of the data necessary for the balance of payments compilation could not be restricted to the accounting records of the banks as the only source of information.

The fluctuations in the Net errors and omissions, both in sign and in size, are mainly due to: (i) revisions of export and import data, (ii) the development of the methodology for compilation of certain balance of payments' components and (iii) the existence of objective obstacles to the collection of data on certain balance of payments' items.

### RESERVES AND RELATED ITEMS

Reserve assets include those external assets that are readily available to and controlled by the central bank (government) for direct financing of balance of payments imbalances. The reserve assets comprise monetary gold, SDRs, reserve position in the Fund, foreign exchange assets (consisting of currency and deposits and securities), and other claims. The entries under this category pertain to transactions in the BNB's external holdings which are administered by the Issue Department. The data on reserve assets changes included in the BOP table exclude valuation changes, due to exchange rate and market price changes.

This group in the analytic presentation of the balance of payments includes also Use of Fund credit and the item Exceptional

Financing. The exceptional financing comprises the BOP support as well as deferred/rescheduled payments and payments on arrears, resulting from balance of payments difficulties. In accordance with the methodology for accounting the exceptional financing transactions ("Balance of Payments Manual", Fifth Edition (IMF, 1993), p. 454), the principal repayments on the BOP support credits are included in the Financial Account – Other investment – Liabilities – Loans – General Government.

## REAL SECTOR

### GROSS DOMESTIC PRODUCT - PRODUCTION APPROACH

Gross domestic product by production approach, characterized the outcome of economic activity and is measured by value added generated in the production of goods and services by the resident units of the economic territory of the country. The GDP by production approach at market prices is calculated as the sum of gross value added at basic prices for total economy and adjustments, which include net taxes on products, non-deductible VAT and duties on imports.

### GDP - INCOME APPROACH

The income approach is an integral part of the primary distribution of income accounts. This approach reflect income as an element of value added created in the production process. Balance sheet item of income approach is the gross operating surplus / gross mixed income.

### GROSS DOMESTIC PRODUCT BY FINAL EXPENDITURE

GDP by expenditure approach is calculated as the sum of individual consumption (including final consumption expenditure of households, final consumption expenditure of non-profit institutions serving households, final government expenditure on individual consumption), collective consumption (final cost of the government, which satisfy the needs of society as a whole), gross fixed capital formation (investments made in fixed assets), changes in inventories and foreign trade balance of goods and services (the difference between exports and imports of goods and services).

### BUSINESS SURVEY IN INDUSTRY, CONSTRUCTION, TRADE AND SERVICE SECTOR

The business surveys in industry, construction, retail trade and service sector gather information about the entrepreneurs' opinions about the situation and development of their business. The replies to the questions included in the different questionnaires are presented in a three-option ordinal scale. The results are in the form of balances which are the difference between the positive and negative answering options. The survey also calculates the so-called composite indicators, such as the confidence indicator (arithmetic average of the balances of answers to specific questions), and business climate indicator (geometric average of the balances of opinions about the present and expected business situation). Some of the indicators represent numerical assessment, e.g. production assurance with orders (number of months), capacity utilization (%), etc.

### INVESTMENT ACTIVITY IN INDUSTRY

The survey gathers information about the carried out investment and investment plans of the enterprises. The inquiry is conducted twice a year - in March and in October, and the questionnaires have different content. Based on the results from the March survey is calculated the expected percentage change of the investment carried out during the current year in comparison with the investment from the previous year. Based on the data from the October survey is calculated the percentage change of the investment carried out during the current year compared to the previous year, and also the expected investment for the next year compared to the current year.

### CONSUMER SURVEY

The survey gathers information about the consumers' opinions about their financial situation, the general economic situation in the country, the inflation, unemployment, savings, etc. The replies to the questions are presented in a five-option ordinal scale. The results are in the form of balances which are the difference between the relative shares of the positive and the relative shares of the negative answering options, as there is one specification: the very positive and the very negative answering options are given a coefficient of 1, and the more moderate positive and negative options - a coefficient of 0.5. The composite confidence indicator is calculated as an arithmetic average of the balances of the expectations about the development over the next 12 months of: the financial situation and savings of the households, the general economic situation in the country and the unemployment, as the last balance is taken with a negative sign.

### CONSUMER PRICE INDICES (CPI)

The Consumer Price Index (CPI) is the official measure of inflation in the Republic of Bulgaria. It measures the total relative price change of goods and services used by households for private (non-production) consumption and it is calculated by applying the structure of the final monetary consumption expenditures of Bulgarian households. The main source of information concerning the expenditures is the household budget survey in the country. CPI in year  $t$  is calculated on the basis of the expenditures structure of year  $t - 1$ .

### HARMONIZED INDICES OF CONSUMER PRICES (HICP)

The Harmonized Index of Consumer Prices (HICP) is the comparable measure of inflation across EU Member states. It is one of the criterions of price stability and for readiness of Bulgaria to join the Euro-zone. HICP, just as CPI, measures the total relative change of the prices of goods and services. Both indices are calculated using the same basket of goods and services,

but differ with respect to the used weights. HICP is calculated through the use of weights, which reflect the individual and the collective consumption of all households (incl. institutional and foreign households) on the economic territory of the country. The main source of information for HICP weights is the national accounts data. HICP in year t is calculated with the weights of year t-3.

### INDUSTRIAL PRODUCTION INDEX; INDUSTRIAL TURNOVER INDICES

The Industrial Production Index is the most important short-term economic business indicator, which aims to measure at a monthly frequency the ups and downs of industrial production during the long period of time. Monthly survey allows identifying the turning points in economic development at an early stage; also, the timely industrial production index is one of the most important measures of economic activity. The Industrial Turnover Index is other important short-term indicator, which measure the development of the market of goods and services. Turnover index gives measure of the development of the receipts of sales including the sales of goods, merchant goods and services provided to other enterprises. Monthly Industrial Production and Industrial Turnover Indexes measure changes in production and respectively in turnover between two different periods of time. This information is suitable for monitoring of current economic developments and short-term forecasts. The survey do not attempt to measure the actual production level, it aims to measure the average change in value of production between two points of time.

### PRODUCER PRICE INDICES ON DOMESTIC AND ON NON-DOMESTIC MARKET IN INDUSTRY

Producer Price Index (PPI) is one of the main short-term business indicators; it is regarded as one of the important measures of the economic situation in the Country. The indices measure the average change in the prices of industrial products, which are produced and sold by Bulgarian enterprises. This is done on the bases of constant sample of groups of products, produced by the activity and sold on the domestic market or directly exported on non-domestic market and that sample is representative for total industrial production.

### LABOUR FORCE

The Labor Force Survey (LFS) is a continuous sample survey providing quarterly and annual data on the economic activity of the population aged 15 and over. The survey covers non-institutional households. Reference period - the characteristics of each interviewee refer to his/her status during a defined calendar week.

*Economically active population* (labor force) comprises of all employed and unemployed persons.

Employed are persons aged 15 and over who during the reference period: 1) performed some work for at least one hour for pay in cash or in kind or other income; 2) did not work but had a job or an enterprise, a business from which they were temporarily absent due to illness, annual leave, full-paid maternity leave, parental leave, strike or another labour dispute, etc.

Unemployed are persons aged 15 to 74 who: 1) did not work at all during the reference period; 2) were actively seeking work within the preceding four weeks, including the reference one or have found a new job or business that is expected to start within 3 months following the reference period; 3) were available to start working within two weeks following the reference period. *Inactive population* (persons not in the labour force) includes persons aged 15 and over who were neither employed, nor unemployed during the reference period. *Activity rate* - ratio between the economically active population and the total population of the same age group. *Employment rate* - ratio between the employed population and the total population of the same age group. *Unemployment rate* - ratio between the unemployed persons and the economically active population.

*Inactivity rate* - ratio between the economically inactive population and the total population of the same age group.

### MONETARY AGGREGATES

Net Foreign Assets – a balance between gross foreign assets and liabilities of the banking sector. Gross foreign assets are reported by instrument and include Bulgaria's international forex reserves and other foreign assets of the BNB and commercial banks. Gross foreign liabilities reflect liabilities of the BNB and commercial banks to the foreign sector.

Domestic credit – incorporates credit to the consolidated general government sector and non-government sector. Credit to the consolidated general government sector includes net claims on the central government and gross claims on local government, and social security funds. Credit to the non-government sector includes gross claims on non-financial corporations, financial corporations, households and NPISHs.

Fixed assets – movable or immovable non-financial assets which monetary financial institutions intend to use over a period longer than one year in their main activity.

Other items (net) – consolidates all components of the balance sheets of the BNB and commercial banks which are not included in the instruments displayed above. They include relations between commercial banks (net), other assets and liabilities (net) and relations between the BNB and commercial banks (net). Accrued and overdue interest, derivatives, depreciation, provisions, as well as assets and liabilities which are not included elsewhere are part of the Other assets and liabilities (net) item. The balance on the Relations between the BNB and Commercial Banks (net) item reflects the float as a result of netting of claims and liabilities between commercial banks and the BNB.

Broad money (money supply) comprises liabilities with money character of banks to the resident sector with the exception of the liabilities to the central government and the banking sector (money-holding sectors). Monetary aggregate instruments are grouped by liquidity and are presented by currency and sector.

The following monetary aggregates are used: M1, M2, and M3. The M1 monetary aggregate, commonly referred to as narrow



Monetary base (reserve money) consists of currency outside banks and commercial bank funds (bank reserves). The latter include commercial bank deposits with the BNB and cash in commercial bank vaults. Commercial bank deposits include minimum required reserves and excess reserves (overnight deposits and deposits with agreed maturity). Dynamics of reserves depends on the amount of required reserves (comprising a set portion of deposits) and excess reserves. The amount of required reserves is set by the Managing Board of the BNB and is the only instrument of the central bank monetary policy under a currency board. The amounts of excess reserves reflect the liquidity of commercial banks and the trend toward greater security.

### Money Supply Mechanism

Money supply (M3) may be expressed as a product of monetary base and the money multiplier variable.

Money multiplier characterizes the degree of multiplication effect as a result of commercial bank activity. This effect is measured by the ratios of broad money (M3) or individual monetary aggregates (M1 and M2) to reserve money. The money multiplier reflects the currency outside banks to deposits ratio and the bank reserves to deposits ratio, known as factors in determining money supply. The currency outside banks to deposits ratio depends primarily on the public behavior, while the bank reserves to deposits ratio reflects commercial bank behavior.

Sources of Reserve Money: Under a stable money multiplier, total money supply may be influenced through reserve money sources.

Foreign assets (net) reflect an increase/decrease in Bulgaria's forex reserves. Under a currency board changes in forex reserves at the expense of government deposit do not directly affect the monetary base and it is automatically sterilized.

Claims on central government (net) – the net position of the government is a result of assets netting (balances on lev loans disbursed prior to June 1997 pursuant to the former Law on the BNB and balances on forex loans under Article 45 of the Law on the BNB) its liabilities.

Claims on non-government sector include only claims on shares and other equity on the non-government sector.

Claims on commercial banks – the balance sheet reports balances on loans extended prior to June 1997 and unpaid interest on these loans.

Remaining items (net) include assets and liabilities, which are not classified to any other item.

## CAPITAL MARKET

**SOFIX Index:** Initial date: 20 October 2000; Initial value: 100

SOFIX is an index based on the market capitalization of the included issues of common shares, adjusted with the free-float of each of them. The index covers the 15 issues of shares complying with the general requirements for selection of constituent issues that have the greatest market value of the free-float. An issue included in the index base of SOFIX shall also meet the following criteria: 1) The issues should have been traded on a market, organized by the Exchange, for at least 3 (three) months before their introduction into the SOFIX portfolio. Provided an issue has been transferred for trading from one market segment to another, the first quotation date of the issue shall be assumed as its first trading date; 2) The market capitalization of the issue shall not be less than BGN 40,000,000 and the free-float shall not be less than 25 %\* of the amount of the issue, or the market value of the free-float shall not be less than BGN 10,000,000; 3) The number of shareholders of the issue shall not be less than 500 persons; 4) The turnover of the issue during the last 12 months shall not be less than BGN 2,000,000; 5) The number of transactions executed in the issue during the last 12 months shall not be less than 750.

\* The free-float as one of the requirements for SOFIX, shall be defined as follows: 1) As from 1st September 2010 – 15 (fifteen) %; 2) As from 1st March 2011 – 20 (twenty) %; 3) As from 1st September 2011 – 25 (twenty-five) %

**BG REIT Index:** Initial date: 03 September 2007; Initial value: 100

BG REIT is an index based on the free-float-adjusted market capitalization and shall cover 7 (seven) issues of common shares of special investment purpose companies that operate in the field of securitization of real estates and/or land, i.e. real estate investment trusts (REITs), with the greatest market value of the free-float and the highest median value of the weekly turnover during the last 6 (six) months. The two criteria shall have equal weight. Beside the general requirements an issue included in the index base of BG REIT shall meet the following criteria: 1) To have been traded on a market, organized by BSE-Sofia, for at least 3 (three) months before its introduction into the BG REIT portfolio. Provided an issue has been transferred for trading from one market segment to another, the first quotation date of the issue shall be assumed as its first trading date; 2) The market capitalization of the issue shall not be less than BGN 5,000,000 (five mn. Bulgarian Leva); 3) The free-float shall not be less than 25 (twenty-five)\* % of the total volume of the issue;

\* The free-float requirements for BG REIT constituents shall be defined as follows: 1) As from 1st September 2010 – 15 (fifteen) %; 2) As from 1st March 2011 – 20 (twenty) %; 3) As from 1st September 2011 – 25 (twenty-five) %;

**BG 40 Index:** Initial date: 01 February 2005; Initial value: 100

BG 40 is an index based on the price performance of the issues and shall cover 40 (forty) issues of common shares of the companies with the greatest number of transactions and the highest median value of the daily turnover during the last 6 (six) months as the two criteria shall have equal weight. Beside the general requirements the issues included in the calculation of the index should meet the following additional requirement: To have been traded on a market, organized by the Exchange, for at least 3 (three) months before their introduction into the BG 40 portfolio. Provided an issue has been transferred for trading from one market segment to another, the first quotation date of the issue shall be assumed as its first trading date. In case of more than 3 (three) companies belonging to one economic group, all compliant with the additional requirements above, only the three issues of companies belonging to that economic group with the greatest number of transactions and the highest median value of the daily turnover shall be admitted to the ranking. If as a result of the ranking it occurs that two or more issues of companies belonging to one economic group have been ranked at the same place, the issues with the greater number of transactions executed during the last 6 (six) months shall be treated with priority with respect to the inclusion.

**BGTR30 Index (BG Total Return 30):** Initial date: 03 September 2007; Initial value: 1,000

BG TR30 is an index based on the price performance of the common shares included in the index portfolio, as each constituent issue shall have equal weight. The issues included in the calculation of the index should meet the following criteria: 1) The market capitalization of each issue should not be less than BGN 10,000,000 (10 mn.); 2) The free-float (number of shares held by minority shareholders, i.e. by holders of not more than 5 % of the votes in the General Meeting of the issuing company) should not be less than 10 % of the total volume of the issue; 3) The size (amount) of each issue should not be less than 250,000 shares. All issues meeting the conditions above are graded to the following criteria of equal weight: 1) Market capitalization; 2) Number of transactions in the last 6 months; 3) Turnover during the last 6 months; 4) Free-float.

## REAL ESTATE

### MARKET PRICES OF HOMES

This statistical survey is designed for price index calculation of homes (flats) built up by standard plans and comparable by pre-defined parameters which remain unchangeable for the whole process of observation. The purpose is to obtain representative data on average prices and indices of flats in district centers and for the total country. The object of the survey is the price of flats' real sales in the district centers. Data give the possibility to compare the total price change of dwellings for the current quarter with the total price change for the previous one as well as for a longer period.

The statistical data about the newly built residential buildings and dwellings are prepared on the basis of quarterly reports of the municipal administrations. In the scope of survey are newly built residential buildings with approved or valid usage license according to Regulation № 2/31.07.2003 of the Ministry of Regional Development and Public Works.

**Living floor space** is the floor space of living-rooms, bedrooms, recesses for sleeping, dining-rooms, living-rooms, cabinets and libraries of scientists and drawing-rooms but does not include the space of kitchens.

**Service floor space** is the floor space of rooms and kitchens with less than 4 square meters floor space, vestibules with a portal or other screen, corridors, bathrooms, toilets, ladders, hanging closets, other service rooms such as drying-rooms, laundries or balconies regardless their space. The space of kitchens with over 4 sq. m. floor space is shown separately.

**The useful floor space** of dwelling is a sum of the living-floor-space, the service floor space and the space of the kitchens.

**The average useful floor space** is a ratio between the useful floor space and the number of dwellings.

**Analyst Certification:** This analysis is prepared on the base of Press realizes as well as an official data provided by NSI, by Bulgarian Ministry of finance, Bulgarian National bank, Internet Securities Bulgaria, EMIS, Emerging Markets Direct. The following analyst hereby certify that the views expressed in this research report accurately reflect my personal views about the macroeconomic indicators in Bulgaria and no part of them was, is, or will be directly used as specific recommendations for buying securities or other issues. Hristo Dimitrov, Chief analyst, e-mail: dimitrov\_hr@ubb.bg