## A.III.3 Bulgaria

**Figure A.BG.1 - Average farm land size, hectares**

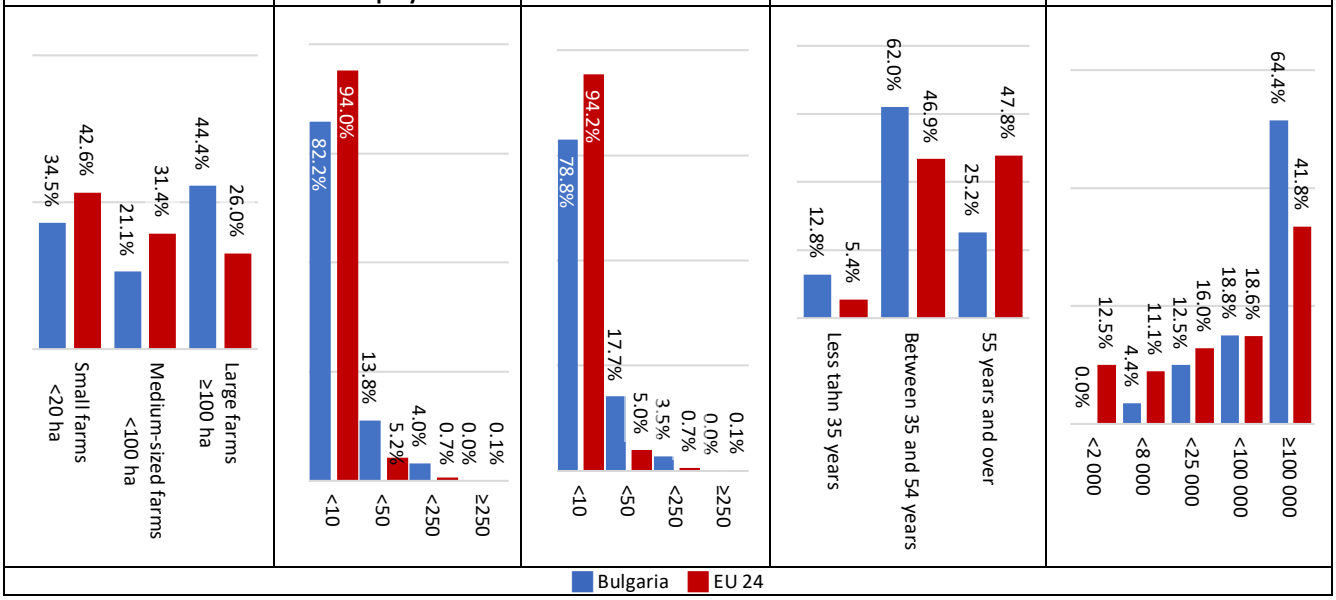



**Figure A.BG.2 - Number of people permanently employed**




**Figure A.BG.3 - Number of seasonal workers**




**Figure A.BG.4 - Farm manager age**

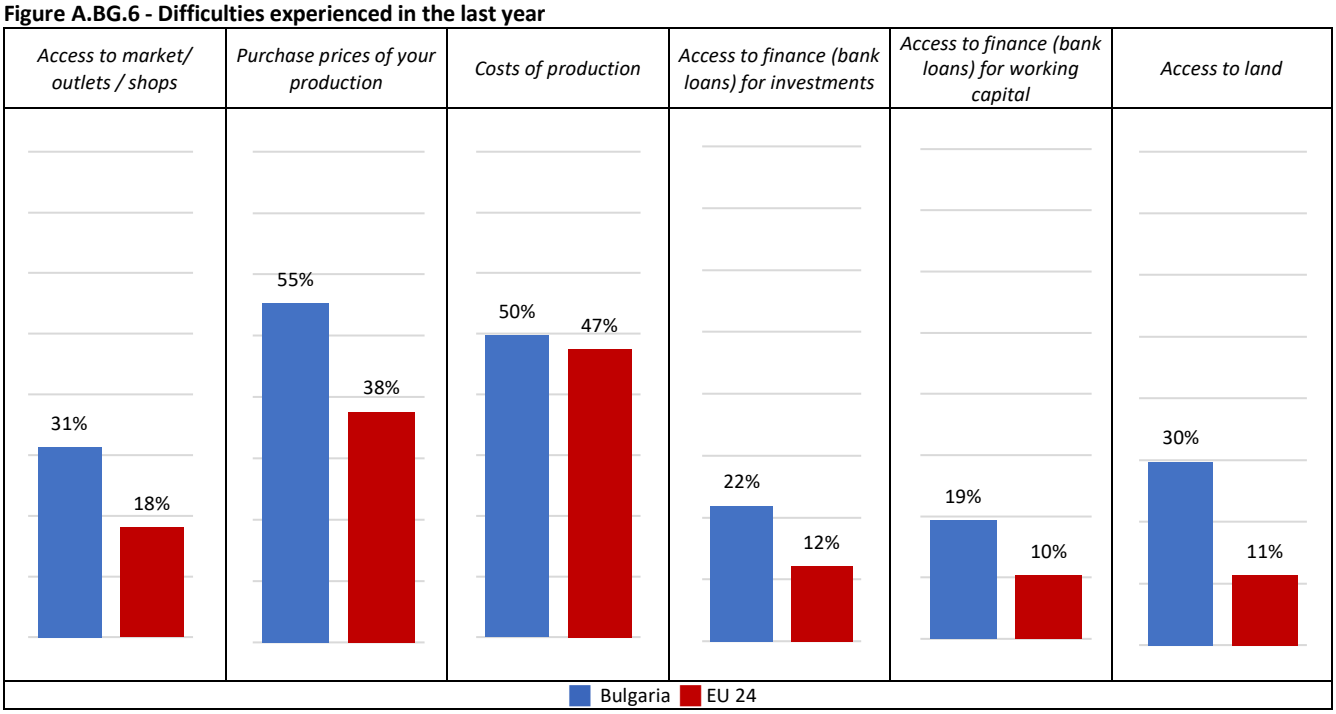



**Figure A.BG.5 - Average approximate agricultural enterprise turnover, EUR 2017**



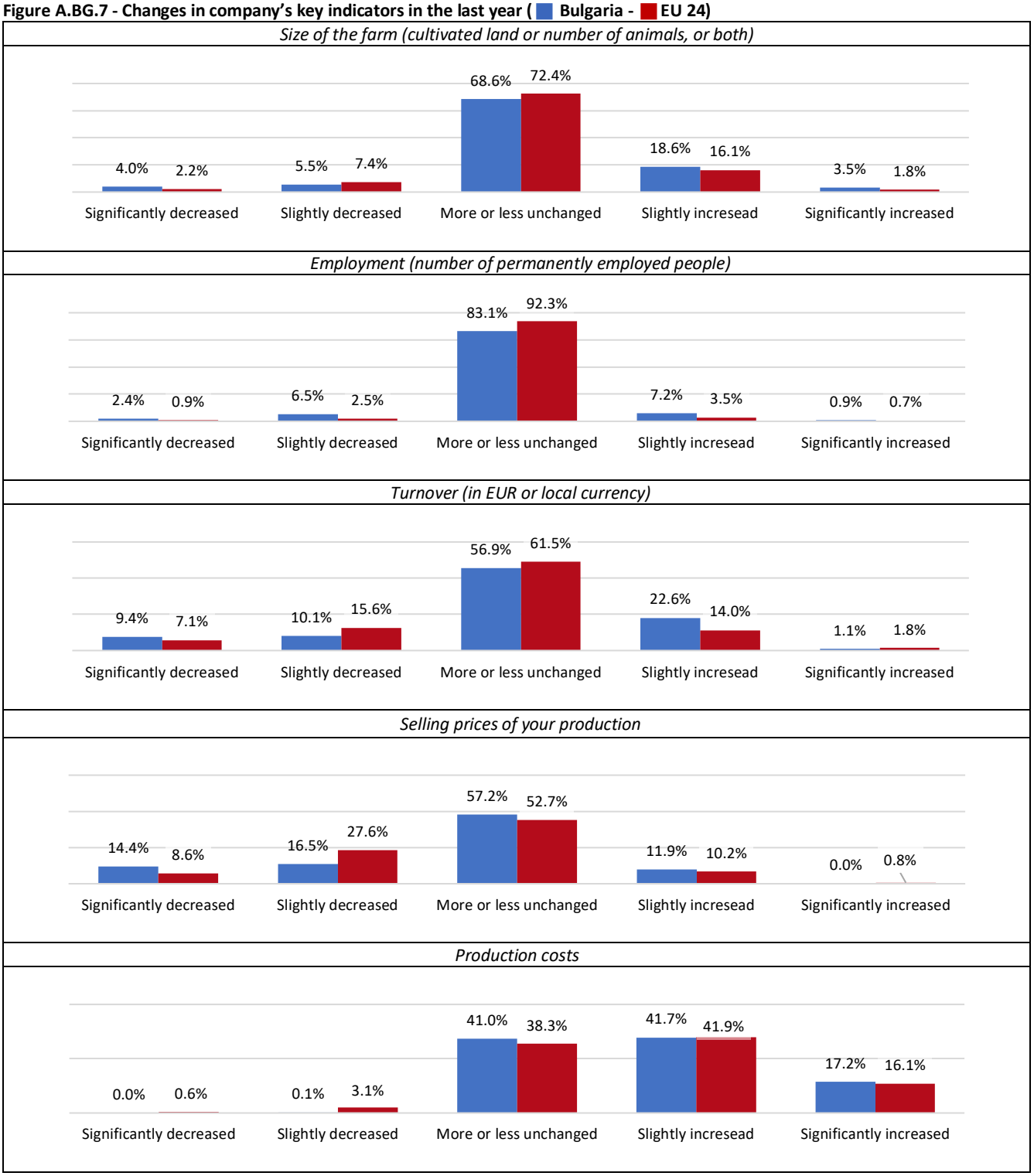

*Source: Based on question S.4, S.6, S.8 and S.9, see Annex I.*

**Figure A.BG.6 - Difficulties experienced in the last year**




*Source: Based on question Q.1, see Annex I.*

**Figure A.BG.7 - Changes in company's key indicators in the last year ( Bulgaria - EU 24)**




*Source: Based on question Q.2, see Annex I.*

**Figure A.BG.8 - Do you apply accountancy in running your business?**

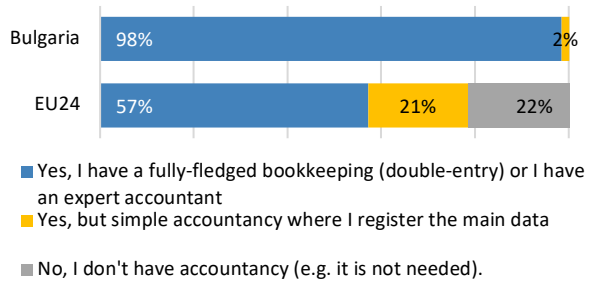
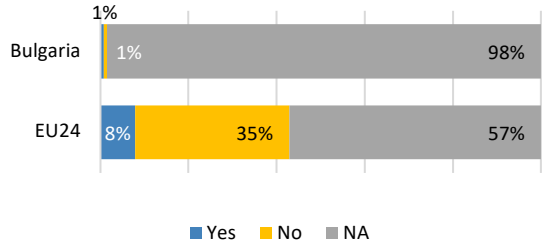
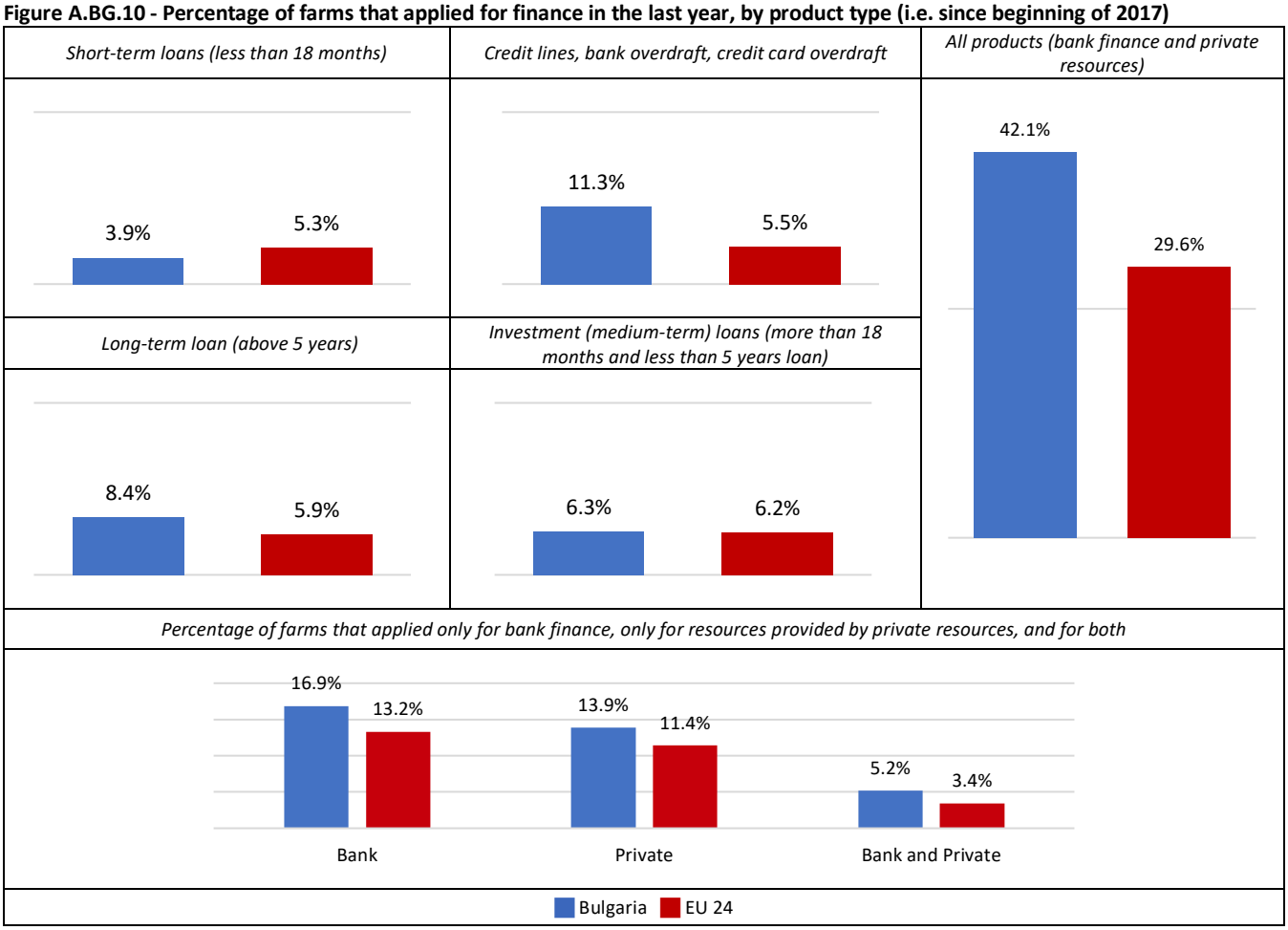



**Figure A.BG.9 - Would you consider improving your accountancy if a bank asks?**



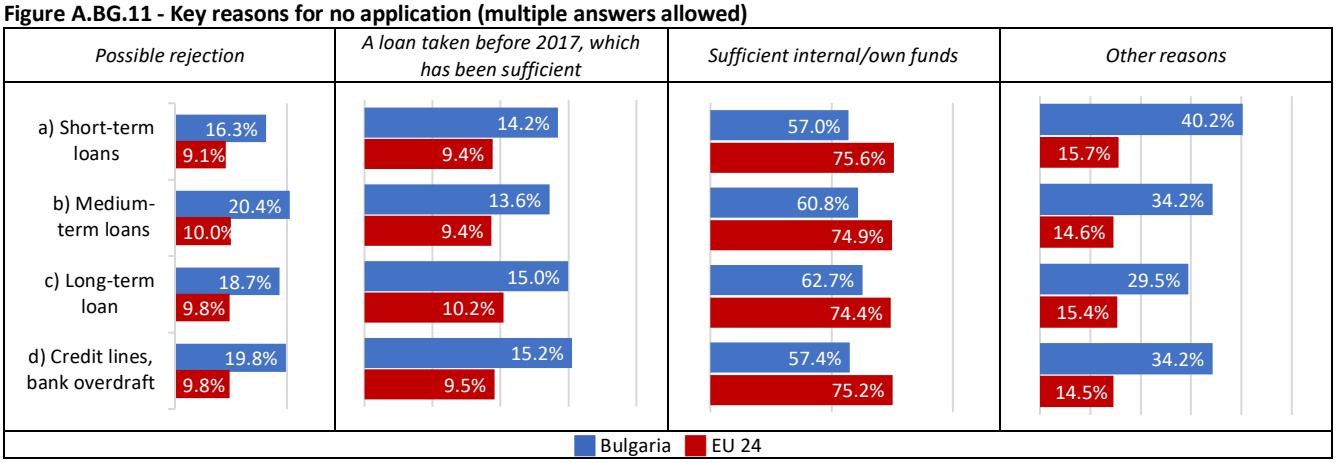

*Source: Based on question Q.3 and Q.4, see Annex I.*

**Figure A.BG.10 - Percentage of farms that applied for finance in the last year, by product type (i.e. since beginning of 2017)**



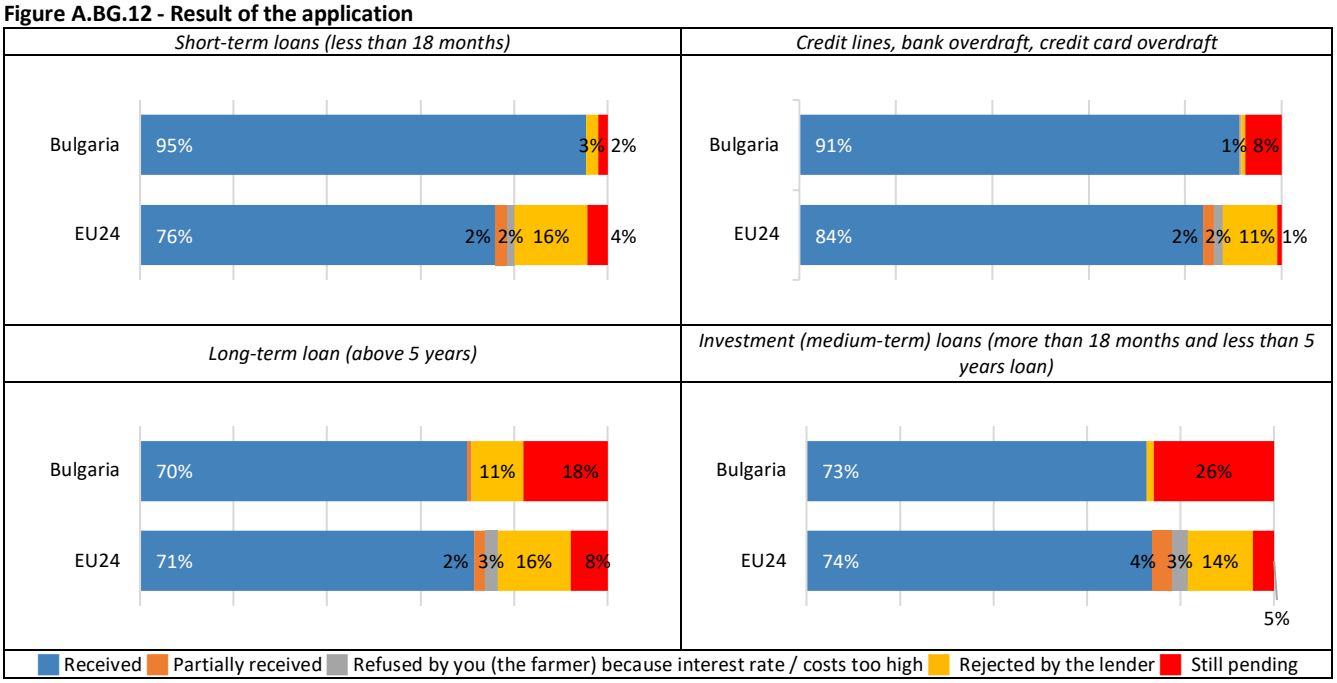

*Source: Based on question Q.5, see Annex I.*

**Figure A.BG.11 - Key reasons for no application (multiple answers allowed)**



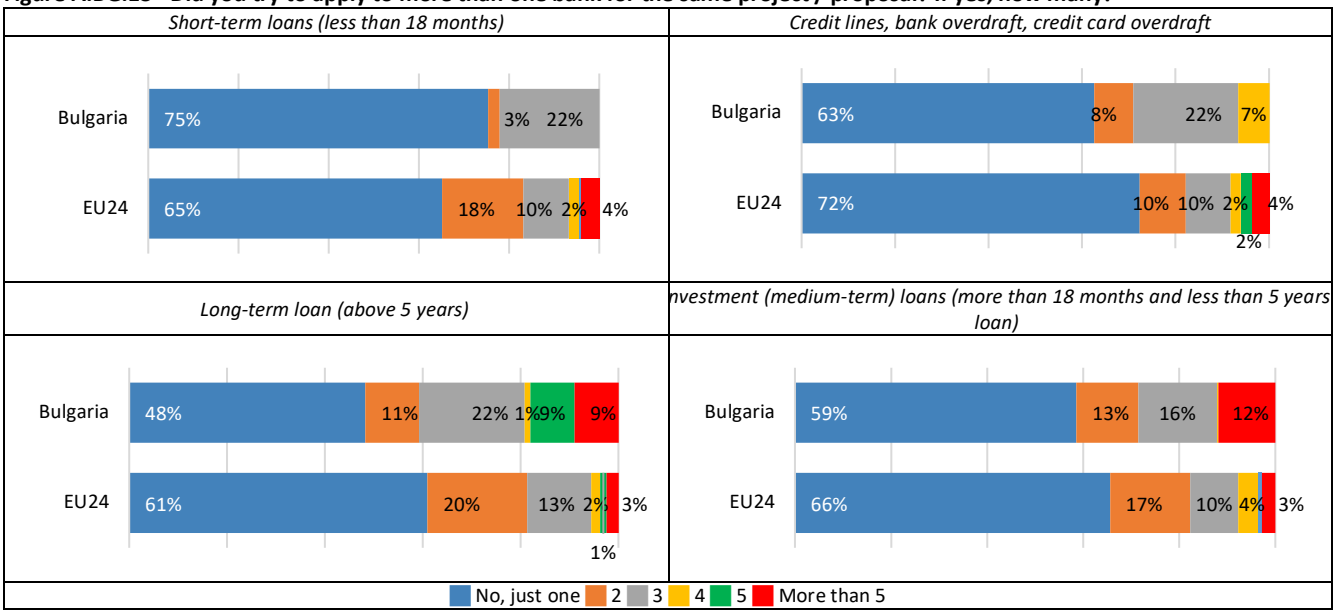

*Source: Based on question Q.6, see Annex I.*

**Figure A.BG.12 - Result of the application**



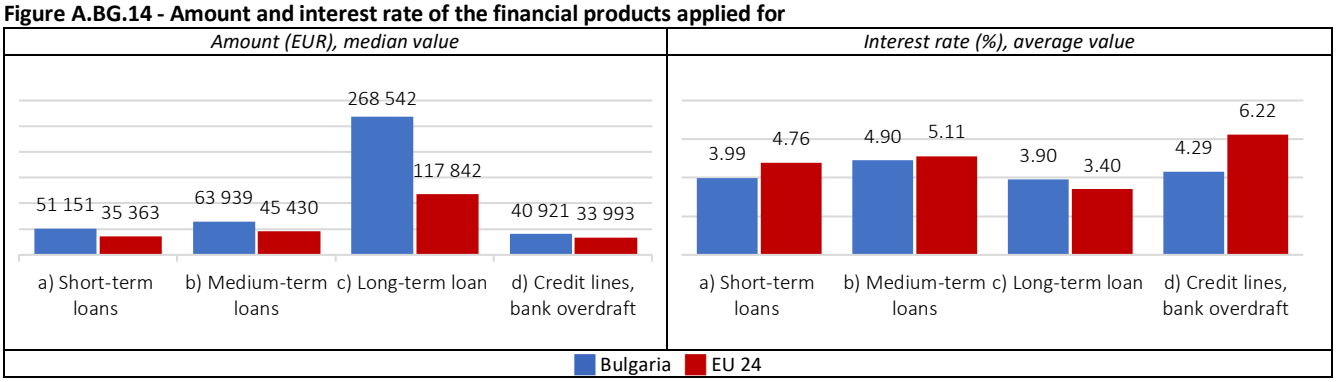

*Source: Based on question Q.7, see Annex I.*

**Figure A.BG.13 - Did you try to apply to more than one bank for the same project / proposal? If yes, how many?**




*Source: Based on question Q.8, see Annex I.*

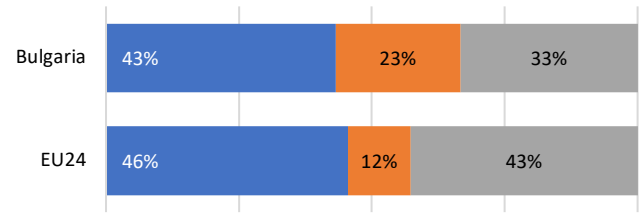
**Figure A.BG.14 - Amount and interest rate of the financial products applied for**




*Source: Based on question Q.9, see Annex I.*

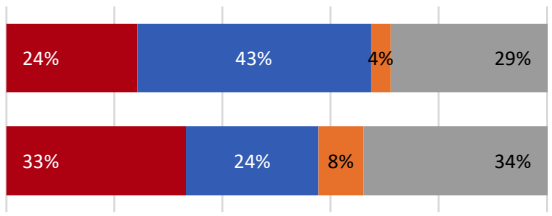
**Figure A.BG.15 - Could you negotiate… (Total: considering short-term, medium-term, long-term loans, and credit lines)**

*…the interest rate?*



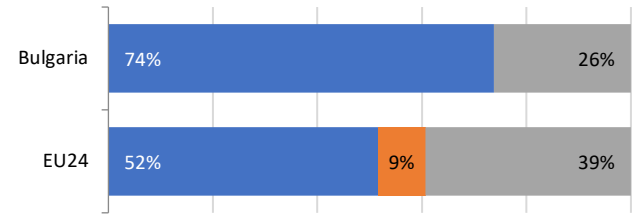

Yes, I did and I got a lower rate
Yes, I tried, but with no success
No, I couldn't

*…the type and amount of collateral?*



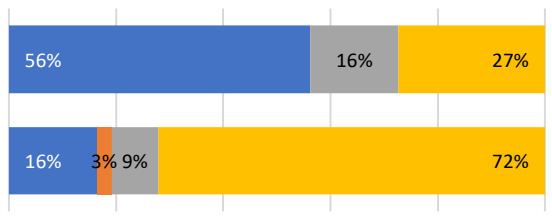

The collateral was not requested
Yes, I did and I got a lower collateral
Yes, I tried, but with no success
No, I couldn't

*…the repayments - frequency or final re-payment date?*




Yes, and we agreed different re-payments, which are better for me
Yes, I tried, but with no success
No, I couldn't. The bank doesn't allow a negotiation

*…any repayments in case of difficulty?*




Yes, and I managed to agree a delay or a different structure of the repayment
Yes, I tried, but with no success
No, I couldn't
I didn't have difficulties with the repayments

*Source: Based on question Q.10, Q.11 Q.12, and Q.13 see Annex I.*

**Figure A.BG.16 - Did the bank ask for any guarantee? (% of yes)**

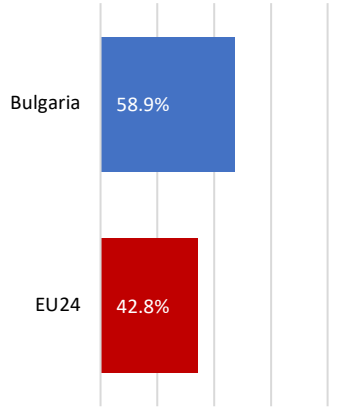



**Figure A.BG.17 - Value of the guarantee, as a percentage of the loan amount**

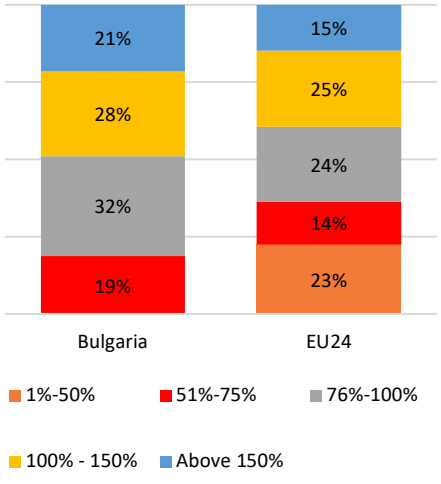
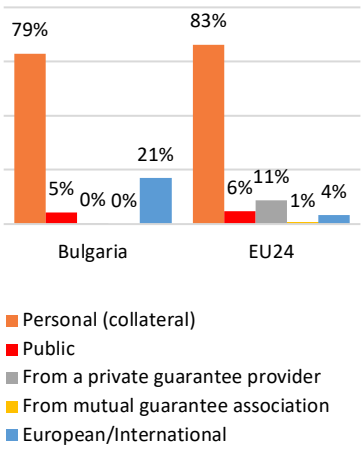
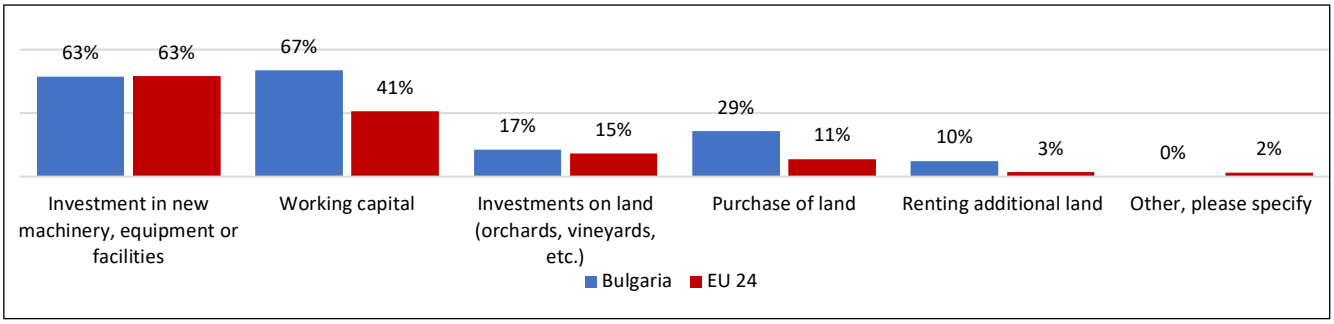



**Figure A.BG.18 - Type of guarantee used (multiple answers allowed)**



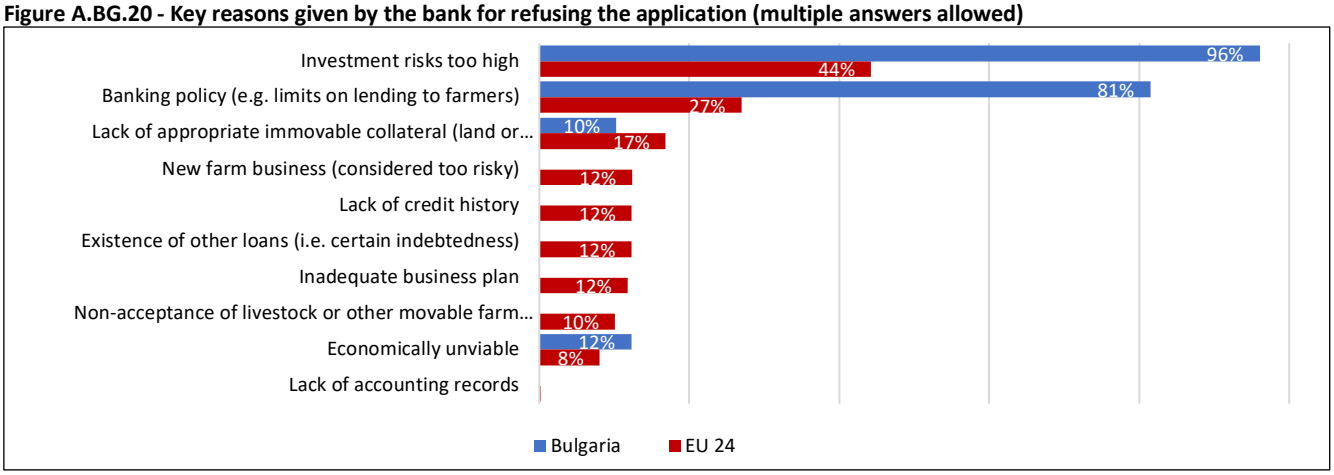

*Source: Based on question Q.14, Q.14bis and 15, see Annex I. Note: disaggregation by product is not possible due to the limited number of observations. The percentage of respondents who report not to have been asked to provide guarantee seems to be very high considering ordinary banking practice. There is no obvious explanation for this result, which would require further analysis. One possible explanation could be that a substantial part of lending to agricultural enterprises, is provided in the form of personal/consumer loans not requiring guarantee. The result might also be the result of a non-correct understanding of the question. For these reasons results referred to Questions Q14, Q14bis and Q15 should be treated with caution.*

**Figure A.BG.19 - In case of the loan received and/or partially received, which is/are the purpose of the bank loan and how it has been used?**




*Source: Based on question Q.16, see Annex I.*

**Figure A.BG.20 - Key reasons given by the bank for refusing the application (multiple answers allowed)**




*Source: Based on question Q.17, see Annex I.*

**Figure A.BG.21 - Expectations about farms' financial needs in the next 2-3 years**

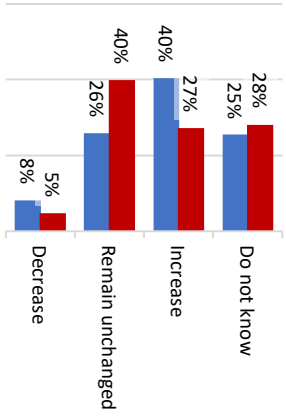



**Figure A.BG.22 - How important are each of the following for your enterprise's future financing? (1=low; 4=high)**

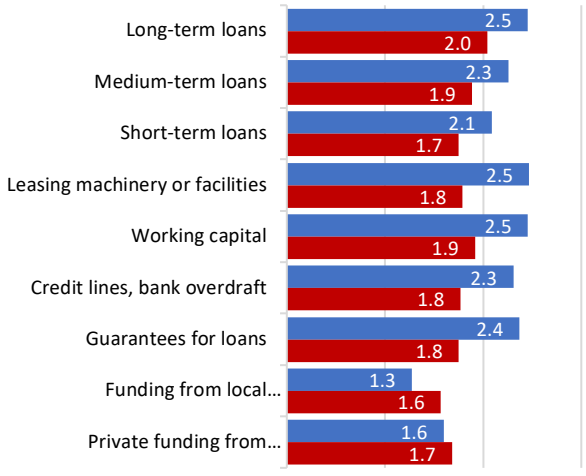
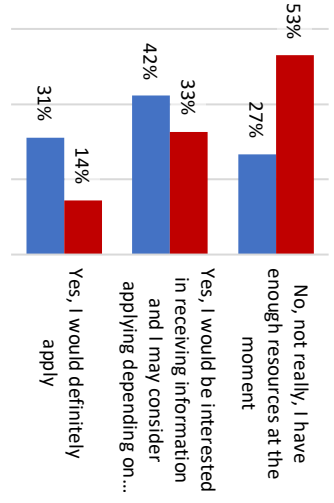



**Figure A.BG.23 - If you are offered a credit / loan with a lower interest rate or adjusted re-payments based on your business cycle and cash flow, would you be interested in applying?**




Bulgaria EU 24

*Source: Based on question Q.18, Q.19 and Q.20, see Annex I.*