

Edition 2020



# REPUBLIC OF MOLDOVA

Opportunities nearby

# Key facts



Name:  
**Republic of Moldova**

Doing Business  
2020 Rank **48**



Capital:  
**Chisinau ca. 814,000**

Employment  
rate, 2019 **40.1%**



Population:  
**3.55 million**  
January 1st, 2019

Inflation rate,  
2019 **4.23%**



Area:  
**33,847 km<sup>2</sup>**

GDP per capita  
at PPP, 2019 **\$13,527**



Language:  
**Romanian (official)**

Other spoken languages:



GDP current  
prices, 2019 **\$10.262**  
billion



Currency MDL:  
**1 EUR = 20 MDL**  
October, 2020

## REPUBLIC OF MOLDOVA



2020/2021

**7%**

Unique tax on turnover  
in IT virtual Parks



**350**  
flights/week

Chişinău International  
Airport (KIV)



**2,000**  
EUR/job created

Job Creation  
incentive



**1,360**  
EUR/month

Average monthly wage  
in IT Park

**500+**  
ha

Free buildable area in FEZ  
all over the country



**2.8**  
EUR/hour

Full load  
labor cost



**142**  
EUR/month

Minimum salary  
in 2019



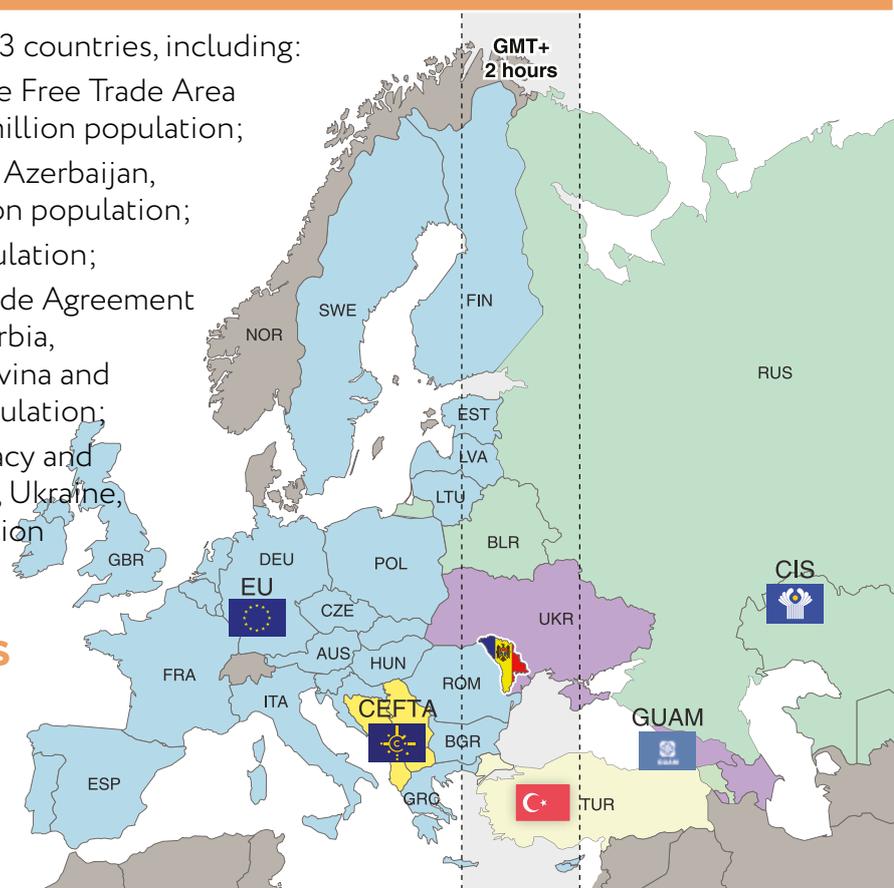
**149**  
EUR/month

Average wage  
(gross)

**Free Trade Agreements** signed with 43 countries, including:

- **DCFTA** (Deep and Comprehensive Free Trade Area with the European Union) - 500 million population;
- **FTA with CIS countries** (Armenia, Azerbaijan, Tajikistan, Uzbekistan) - 250 million population;
- **FTA with Turkey** - 80 million population;
- **CEFTA** Central European Free Trade Agreement (Moldova, Macedonia, Albania, Serbia, Montenegro, Bosnia and Herzegovina and UNMIK (Kosovo) - 30 million population;
- **GUAM** Organization for Democracy and Economic Development (Georgia, Ukraine, Azerbaijan and Moldova) - 60 million population

**880 million customers**  
duty-free market



# Contents

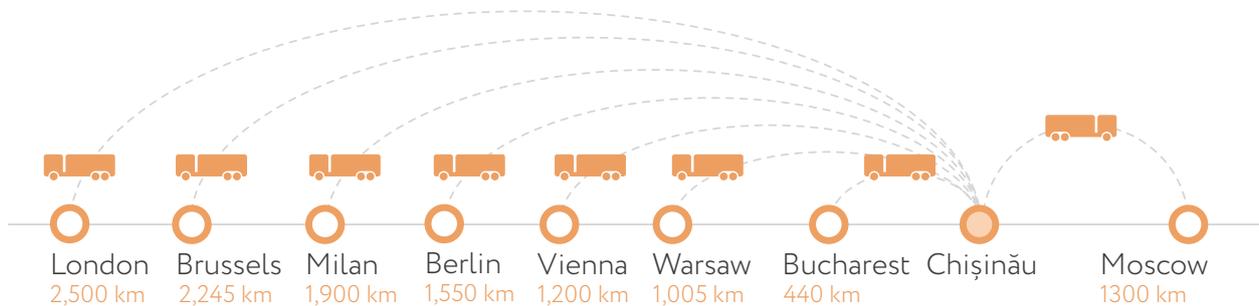
- Why Moldova?..... 2
  - Top reasons to invest in Moldova..... 2
- Economic overview..... 3
- Available workforce..... 4
- Educational institutions..... 5
- Operational costs..... 6
- Taxes & Customs..... 7
  - Authorized Economic Operator ( AEO)..... 7
- Trade potential..... 8
- FDI facts..... 9
- Favorable Business Climate..... 10
- Investment incentives..... 11
- Free Economic Zones & Industrial Parks..... 12
  - FEZ & Industrial Parks map..... 13
- Success Stories in Moldova..... 14
- Testimonials..... 15
- The Moldovan Investment Agency..... 17

# Why Moldova?

Whether you are looking to gain access to the CSI or European markets, optimize your operational costs, find skilled labor at competitive wages, relocate and still remain close to your distribution or assembly centers, Moldova is the country that meets your needs.

With some significant investors already producing and outsourcing to the country, there is a large range of opportunities for companies which are seeking new production opportunities and investments. Dräxlmaier AG, Lear Corporation, Confezione Andrea, Südzucker AG, Lactalis-Alba, Gebauer&Griller, Steinel Electronic, Lafarge, Pentalog, Fujikura Automotive, SE Bordnetze, Coroplast, and others already established their own plants in Moldova, or source from Moldova by making use of the local sub-contractors.

Bordered by Romania on one side and by Ukraine on the other, Moldova is close to both EU and CIS markets. Moldova is connected via Airports, wide and narrow gauge railways, roads and the Danube River to the whole of Europe and the Black Sea.



- The Giurgiuleşti International Free Port is situated at km 133.8 from the Black Sea, on the maritime section of the river Danube;
- Link to the Pan-European transport Corridor VII – the Danube from Passau (Germany) to the Black Sea (2300 km long);
- 1138 km Railway network in Moldova (single track), with both wide and narrow track gauge;
- Direct connections to Ukraine and Romania (most important crossings at Ungheni (MD) – Iaşi (RO), Cantemir (MD) – Falciu (RO) and Giurgiuleşti (MD) – Galaţi (RO)).

## Top reasons to invest in Moldova



Moldova's trade is largely liberalized to both the European Union and Commonwealth of Independent States. Most important destinations in these markets can be reached within 2 truck days.



Moldova's Free Economic Zones offer further incentives, including a corporate tax of 3–6% and total exemption from VAT and custom duties. They represent excellent manufacturing platforms offering also state guarantees and administrative support.



Moldova is constantly improving its business climate, being well positioned in the Doing Business ranking (44 / 190 in 2018).



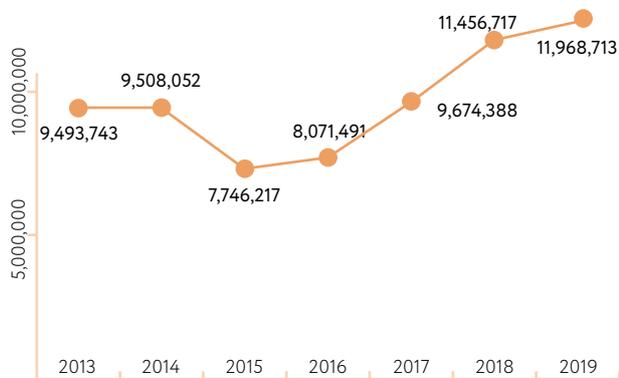
The workforce is skilled and multilingual. Labor costs are the lowest in the region, creating a competitive business environment.

# Economic overview

In 2019, the Republic of Moldova registered an economic growth of 4%. The most dynamic sectors have been ICT, manufacturing industry, automotive industry, and agriculture.

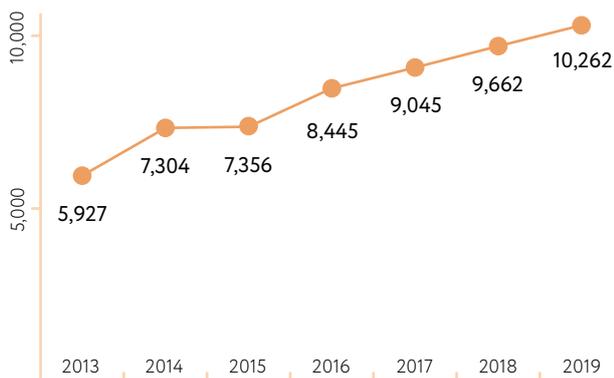
Historically, the largest industries in Moldova have been the manufacturing industry, agriculture and food processing, textile, apparel and footwear. The ICT sector is a rather new and fast growing sector for Moldova, with many foreign companies entering the market.

**GDP in current prices, thousand USD**



Source: National Bureau of Statistics

**GDP per capita at PPP, USD**



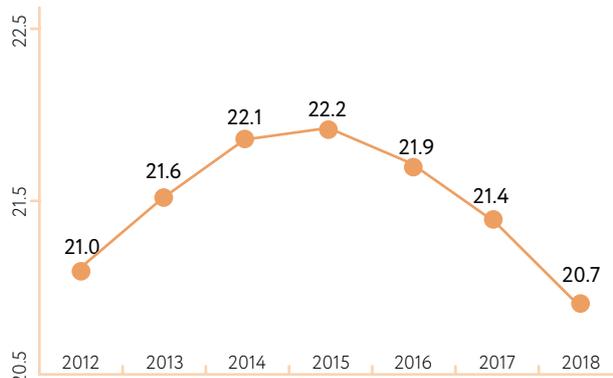
Source: National Bureau of Statistics

The industry reached 20.7% of GDP in 2018, followed by the agriculture with 10.9% of GDP.

A significant intake was brought by the automotive industry, which is one of the most

dynamic industries in Moldova\*. In 2019, the export of automotive cable and wire harnesses registered a growth of 24.4%.

**Share of industry in GDP, %**

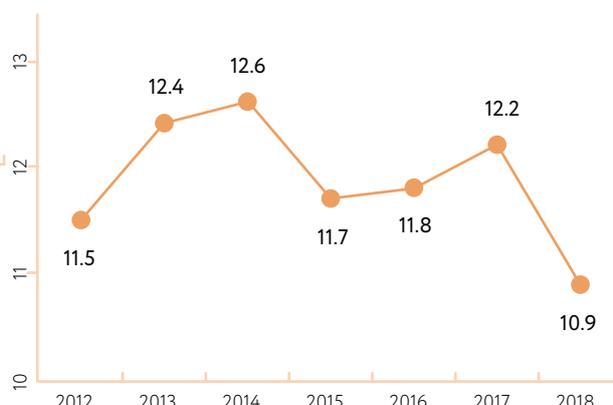


Source: National Bureau of Statistics

The agricultural sector has large potentials in production of fresh and processed fruits and vegetables, wall nuts, honey, meat, dairy products and poultry. A strong potential is also located in the organic and biological food production, due to the rich soil and appropriate climate.

The agricultural production registered a decrease of 2% in 2019, driven by the decrease of the life stock production by 6%. However, the plant production registered decrease in 2019 - remaining on the same production level as in previous year.

**Share of agriculture in GDP, %**



\* This publication refers to 2018 statistics if 2019 data was not available.

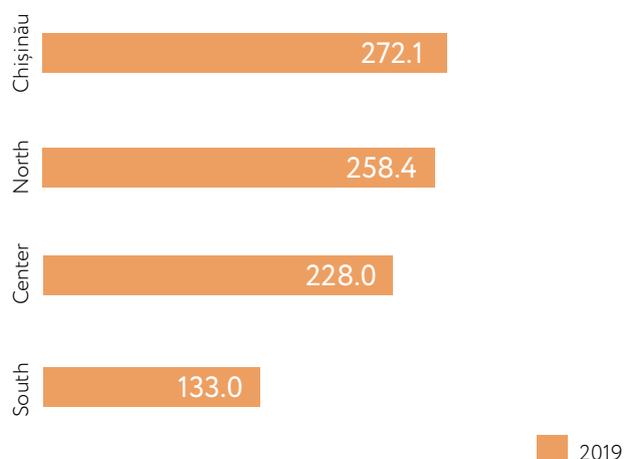
## Available workforce

Moldova's population is an adaptable society, with 80% of the population multilingual.

Moldova successfully and peacefully merges such nationalities as Moldovans, Romanians, Russians, Ukrainians, Gagauz, Bulgarian, and others. As well, Moldova's population has a high degree of language skills in Romanian, Russian, English, French, German and other international languages.

Moreover, the young population is looking to work with international companies and uses their competences and skills. The economically active population consisted of around 919.3 thousands people in 2019.

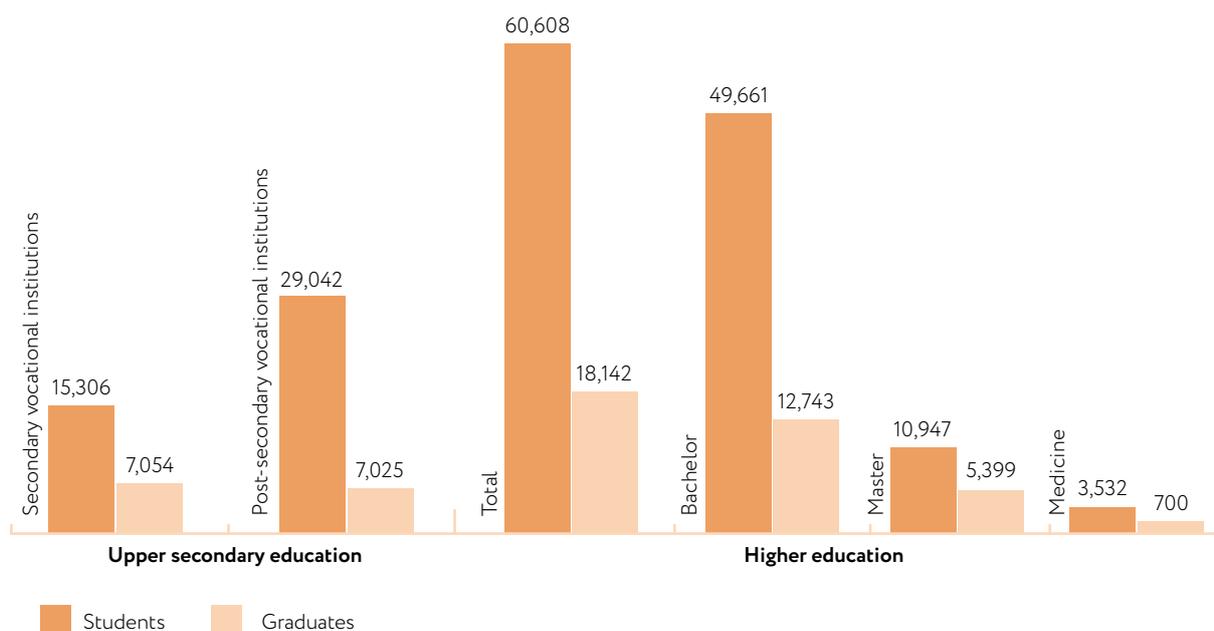
### Active population across regions, 1000 workers



Source: National Bureau of Statistics, Regional statistics

In the 2018/2019 school year, the educational system of the Republic of Moldova included 1364 early education institutions, 1246 primary and secondary schools, 89 vocational and technical institutions and 29 higher educational institutions. Vocational education is an integral part of the national education system oriented towards training and development of specific skills and competences, in order to have prepared pool of workers for the national economy and foreign companies. Vocational education provides training in a profession according to the harmonized European framework of qualifications, as required by the labor market.

### Enrolled students and graduates of the upper secondary and higher education institutions, 2018/2019

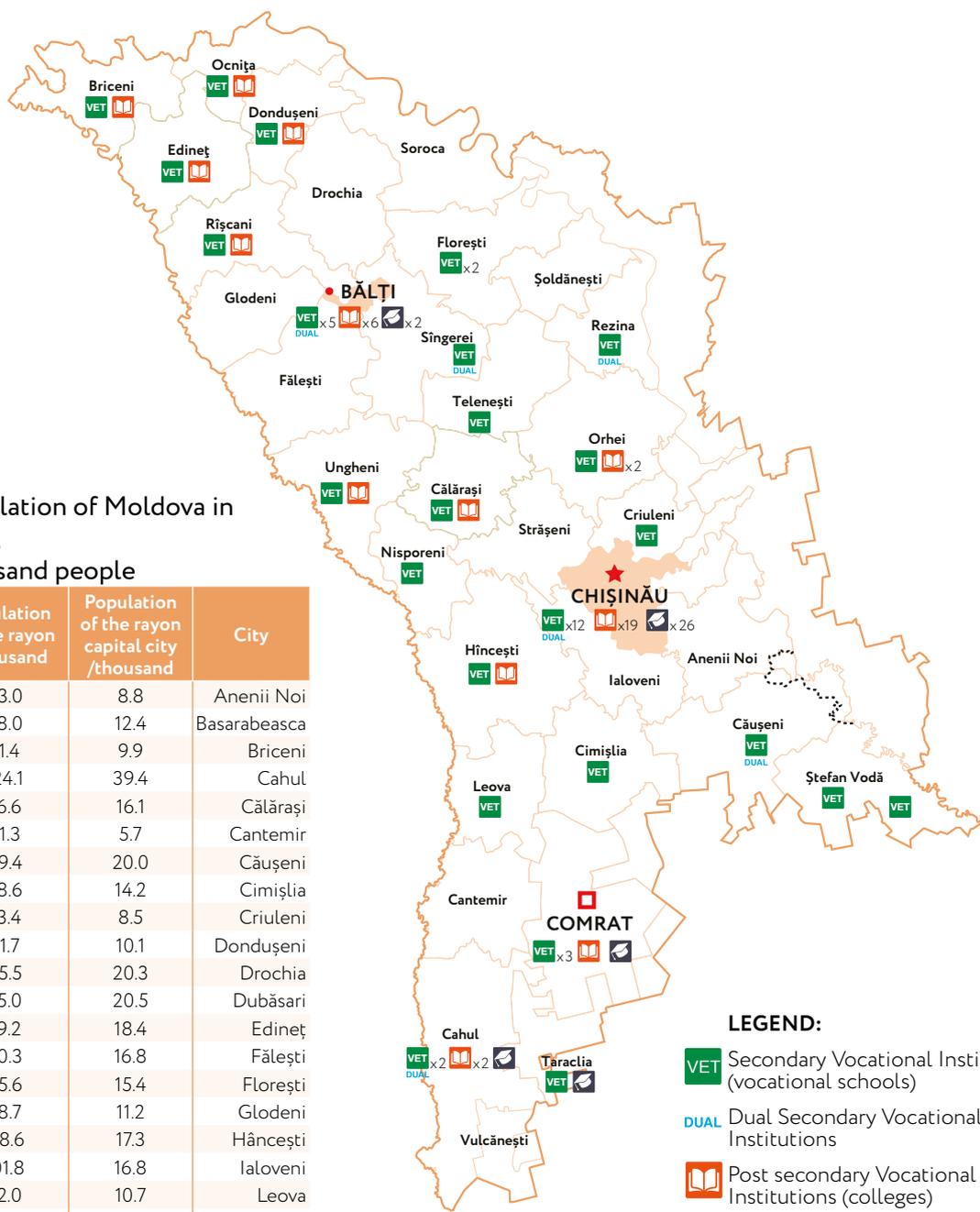


Source: National Bureau of Statistics

# Educational institutions

Population of Moldova in 2019, thousand people

Population of the rayon /thousand	Population of the rayon capital city /thousand	City
83.0	8.8	Anenii Noi
28.0	12.4	Basarabeasca
71.4	9.9	Briceni
124.1	39.4	Cahul
76.6	16.1	Călărași
61.3	5.7	Cantemir
89.4	20.0	Căușeni
58.6	14.2	Cimișlia
73.4	8.5	Criuleni
41.7	10.1	Dondușeni
85.5	20.3	Drochia
35.0	20.5	Dubăsari
79.2	18.4	Edineț
90.3	16.8	Fălești
85.6	15.4	Florești
58.7	11.2	Glodeni
118.6	17.3	Hâncești
101.8	16.8	Ialoveni
52.0	10.7	Leova
64.8	14.3	Nisporeni
52.9	9.3	Ocnîța
124.0	34.1	Orhei
49.9	12.9	Rezina
66.5	12.9	Râșcani
91.4	14.8	Sângerei
40.9	7.4	Șoldănești
99.4	37.9	Soroca
69.4	8.5	Ștefan Vodă
92.1	20.8	Strășeni
42.2	15.0	Taraclia
71.0	8.1	Telenești
116.7	38.3	Ungheni



## LEGEND:

- Secondary Vocational Institutions (vocational schools)
- Dual Secondary Vocational Institutions
- Post secondary Vocational Institutions (colleges)
- Higher Education Institutions (universities)

source: [www.ipt.md](http://www.ipt.md)  
Interactive map of Technical Vocational Education Institutions

Population, thousand people	
3,542.7	Republic of Moldova, total
832.9	Chișinău Municipality, Chișinău City
151.8	Bălți Municipality, Bălți City
146.9	

Population of ATU Găgăuzia, thousand people	
161.7	ATU Găgăuzia
26.4	Comrat Municipality
22.8	Ciadâr-Lunga
16.7	Vulcănești

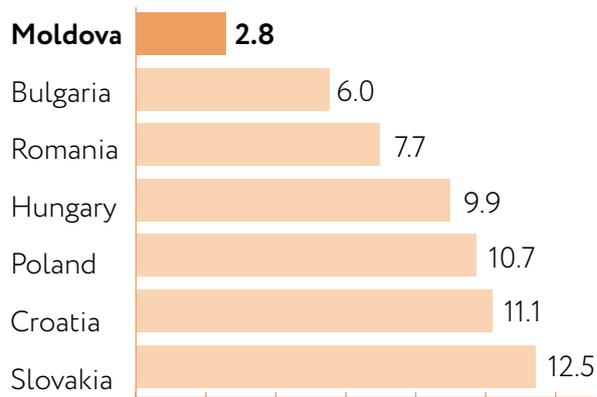
# Operational costs

Moldova offers a highly-skilled, competitively priced workforce. Labor costs are amongst the lowest in the region and low enough to ensure cost-effective operations.

Moldova's labor force combines low-cost with high productivity, thus reflecting the key factor for a strong business performance.

The quality of the labor force also derives from the industrial experience and history of the Republic of Moldova, as it was one of the most industrialized republics in former Soviet times.

## Average hourly labor costs, EUR



Source: Eurostat, Statistics explained, 2019.

## Utility costs

**Electricity**  
 "Premier Energy"  
 0.09 EUR/kWh - 0.4 kV  
 0.07 EUR/kWh - 6,10 kV  
 "FEE Nord"  
 0.1 EUR/kWh - 0.4 kV  
 0.08 EUR/kWh - 6,10 kV

**Water**  
 1.8 EUR/m<sup>3</sup> - Ceadir-Lunga  
 1.62 EUR/m<sup>3</sup> - Calarasi  
 1.72 EUR/m<sup>3</sup> - Soroca

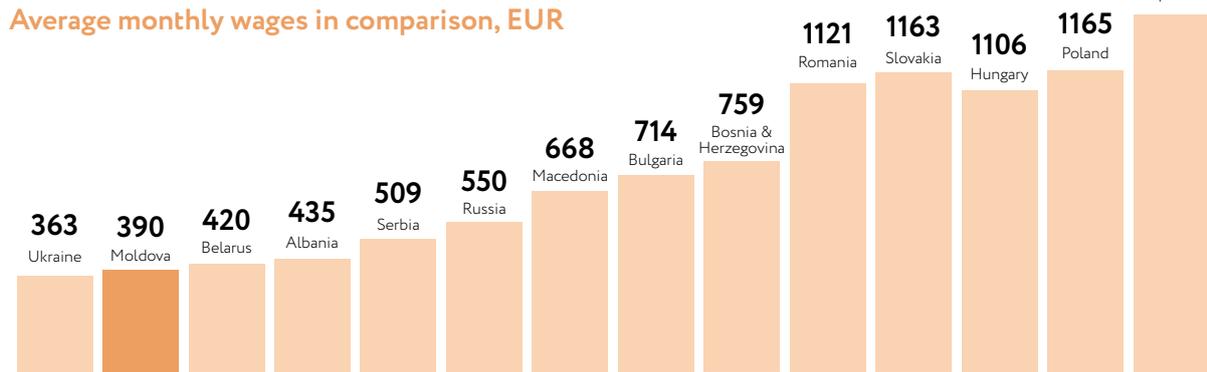
**Sewerage**  
 1.12 EUR/m<sup>3</sup> - Ceadir-Lunga  
 1.33 EUR/m<sup>3</sup> - Calarasi  
 1.13 EUR/m<sup>3</sup> - Soroca

**Gas**  
 0.19 EUR/m<sup>3</sup> - high pressure  
 0.2 EUR/m<sup>3</sup> - medium pressure  
 0.22 EUR/m<sup>3</sup> - low pressure

## Rental price

Moldova	Romania	Serbia
2-4 EUR/m <sup>3</sup> 0.8-2 EUR/m <sup>3</sup> in FEZs	3.5-4.5 EUR/m <sup>2</sup>	4-5 EUR/m <sup>2</sup>

## Average monthly wages in comparison, EUR



Source: Trading Economics, Wages, 2020

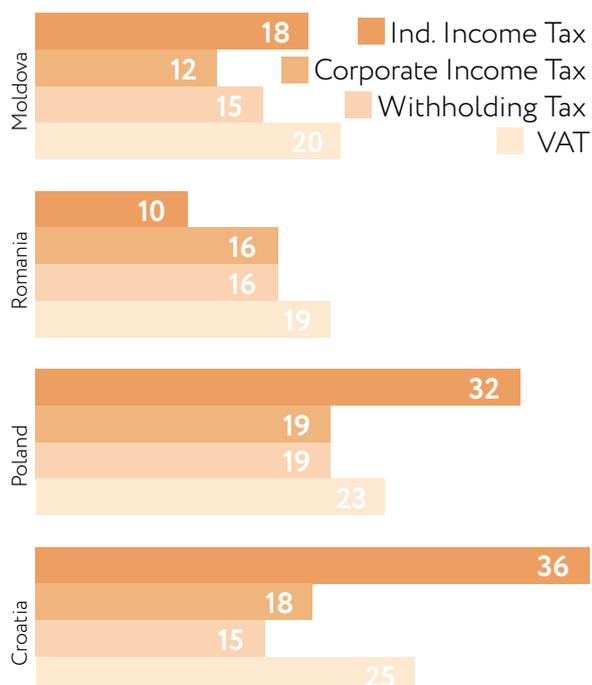


Production hall Fujikura Automotive, Chisinau  
 (Source: Moldovan Government)

## Taxes

There are 47 operational Tax Treaties for Avoidance of Double Taxation concluded by Moldova with other jurisdictions. Although Moldova is not a member of the Economic Cooperation and Development Organization (OECD), Moldova applies OECD rules in interpreting Double Taxation Treaties.

Type of Tax	Tax Rate
Personal Income tax	<b>12%</b>
Corporate Income tax (CIT)	<b>12%</b> <b>7%</b> for farmers enterprises <b>6%</b> within FEZs <b>3%</b> within Free Port
Social Security	<b>6%</b> for employee <b>18%</b> for employer
Health insurance	<b>4.5%</b> for employee <b>4.5%</b> for employer
VAT	<b>20%</b> standard rate <b>10%</b> for HORECA <b>6%</b> for natural gases <b>8%</b> i.e. pharmaceutical <b>0%</b> international transportation
Unique tax for IT Park resident companies	<b>7%</b>



Source: PWC, Worldwide Tax Summaries, 2019

## Customs

Moldova is a member of the World Trade Organization since 2001. In general, legal provisions allow moving freely any type of goods in and from the territory of Moldova. Under the Moldovan law, both definitive and suspensive customs regimes can be applied.

The Moldovan Customs Tariff is based on the Harmonized Commodity Description and Coding System and the customs valuations are applied according to the General Agreement on Tariffs and Trade (GATT).

In addition, on June 27, 2014, Moldova has signed the Deep and Comprehensive Free Trade Agreement (DCFTA) with the European Union, which provides improved access to the EU market of 500 million consumers for Moldovan goods and services, as well as improved investment opportunities.

### Authorized Economic Operators (AEO)

Since July 2014, companies can profit from the status of Authorized Economic Operator. It provides simplified transit of goods across the border, promoting voluntary compliance with customs requirements by providing more simplified clearance procedures and other benefits to companies.

EU operating companies as well as Moldovan companies that correspond to the requirements listed in the Customs Code may apply for an AEO certificate and benefit of the corresponding advantages. The major benefits of an AEO status are border crossing priority (a special track for AEO has been designed), limited number of customs controls, saving time and reducing operational costs of cross-border traffic, priority treatment of consignments and check-point choosing, if selected for control.

There are three types of AEO certificates:

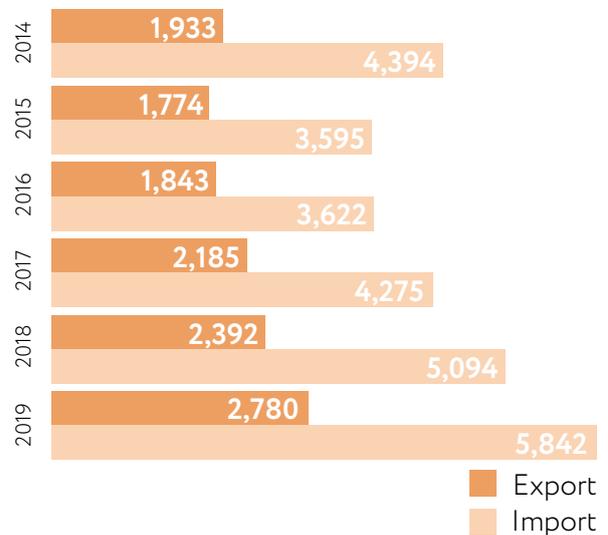
- AEOC – AEO certificate for simplified custom procedures;
- AEOS – AEO certificate for security and safety;
- AEOF – AEO certificate for simplified custom procedures, security and safety.

# Trade potential

The European Union is the main trade partner of the Republic of Moldova. In 2019, the total volume of Moldovan exports to the EU amounted to 1.83 billion EUR, increased by 10.4% compared to 2017. The most exported goods to the EU countries were textiles, machinery and appliances, vegetable products, and other foodstuffs and beverages. Meanwhile, imports from the EU countries increased by 20.5% in 2018, to 2.89 billion EUR (mainly machinery and appliances, chemical and mineral products).

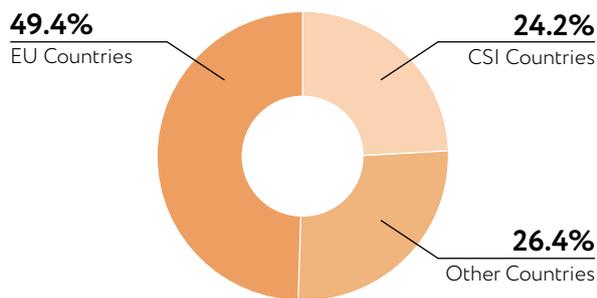
Businesses located in the Republic of Moldova can export duty free to the West (EU), East (CIS) and South-East (Balkans). Since 1995, the country also has access to the United States and Japanese markets under the Generalized System of Preferences.

## Total volume of exports and imports, EUR billion



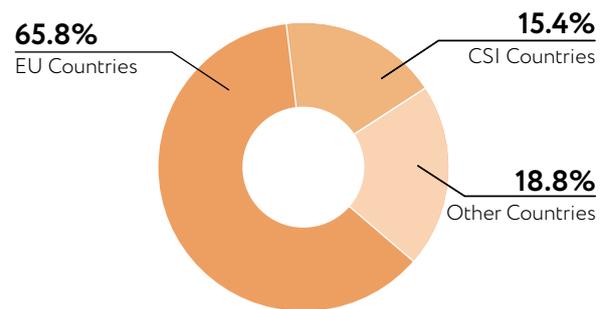
Source: National Bureau of Statistics, Foreign trade.

## Imports by origin, 2018



Source: National Bureau of Statistics, Foreign trade in 2018.

## Exports by destination, 2019



Source: National Bureau of Statistics, Foreign trade in 2018.



Giurgiulești International Free Port, Source: Danube Logistics

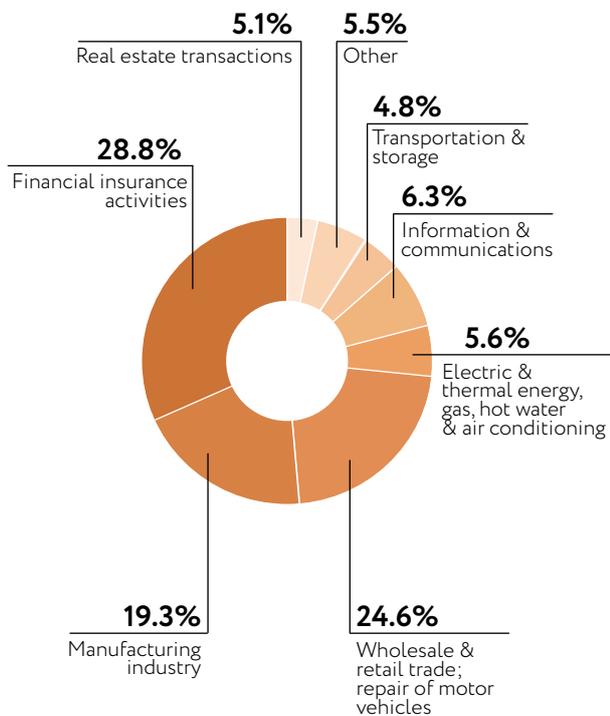
# FDI facts



Railtechnique SRL Moldova (Source: Invest in Moldova)

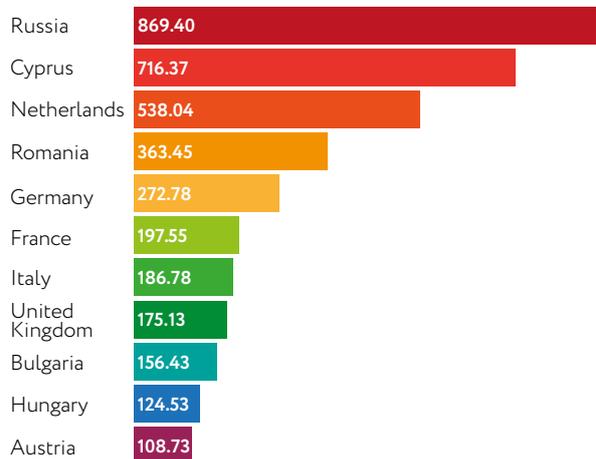
In 2019, the net flow of foreign direct investment in the economy of Moldova amounted to 4,268 million USD. Investors come to Moldova from many different countries, the EU and Russia make up for large shares of the total investments. This shows that Moldova is open for business for everyone.

## FDI stock in sectoral distribution, 2019



Source: National Bank of Moldova, International accounts of the RM in 2019

## FDI in Moldova by investor's country, 2019 (Million USD)



Source: National Bank of Moldova

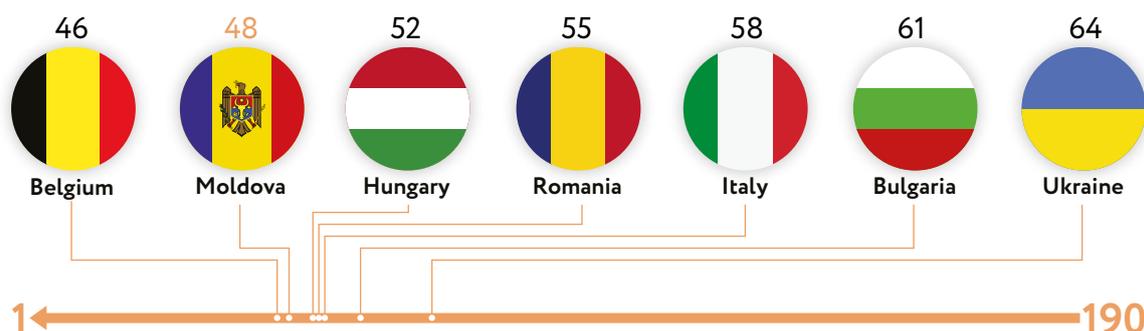
# Favorable Business Climate



**STARTING AND DOING BUSINESS IN MOLDOVA IN 2019 HAS BECOME EASIER**  
 In recent years, important steps have been taken to improve entrepreneurial climate in Moldova and make the country more attractive to foreign direct investors.

THE REPUBLIC OF MOLDOVA IS RANKED  
**48** OUT OF **190**  
 COUNTRIES IN THE DOING BUSINESS  
 2019 RANKING

It takes  
**3 procedures and 1 day**  
 to register a business in Moldova.



## STARTING A BUSINESS DB Ranking 2020

13	Moldova
48	Belgium
61	Ukraine
87	Hungary
91	Romania
98	Italy
113	Bulgaria

## PAYING TAXES DB Ranking 2020

32	Romania
33	Moldova
57	Hungary
63	Belgium
65	Ukraine
96	Bulgaria
128	Italy

## REGISTERING PROPERTY DB Ranking 2020

22	Moldova
26	Italy
29	Hungary
46	Romania
61	Ukraine
66	Bulgaria
139	Belgium

## GETTING CREDIT DB Ranking 2020

25	Romania
37	Hungary
37	Ukraine
48	Moldova
67	Belgium
67	Bulgaria
119	Italy

## ENFORCING CONTRACTS DB Ranking 2020

19	Romania
25	Hungary
42	Bulgaria
56	Belgium
62	Moldova
63	Ukraine
122	Italy

## PROTECTING MINORITY INVESTORS DB Ranking 2020

25	Bulgaria
45	Moldova
45	Belgium
45	Ukraine
51	Italy
61	Romania
97	Hungary

# Investment incentives

## General Incentives

Taxable income deductions – Expenses related to transport (MDL 25 per day per employee), and professional training of employees are deducted from the taxable income.

### Textile Sector

- 180 days deferment to pay VAT and customs duties on imported raw materials;
- VAT and customs duties exemption for imported goods introduced in equity capital;
- Job subsidies for new jobs created (ca. 2000 EUR / job created).

### ICT Sector

- Reduced base of the taxable income of employees and applicable social security charges (2 average monthly salaries in economy forecasted for the concerned year);
- Incentives for the IT Park resident companies (Law No 199 on IT parks):
  - Unique tax of 7% from the turnover, replacing the CIT (Corporate Income Tax), PIT (Personal Income Tax), social security and medical insurance taxes, local and real estate taxes;
  - VAT and customs duties exemption for monitors, computers, network equipment, and components, as well as equipment and accessories according to tax and customs legislation;
  - State controls over the IT park residents' activity are performed simultaneously by all bodies, as required by law, every three years.

### Giurgiulești International Free Port

- Unrestricted right to practice any activity that is legal in Moldova;
- Reduced CIT rate of 3% net, for activities within PILG for 10 years of residence;
- Reduced CIT rate of 6% net, for next term till 2030;
- Customs duties exemption;
- VAT and excises exemption for shipments to GIFP and between GIFP residents;
- 15 years guarantee of applicability of tax and customs regime existing at inception of activity.

### Automotive Sector

- 180 days deferment to pay VAT and customs duties on imported raw materials;
- VAT and customs duties exemption for imported goods introduced in equity capital;
- Job subsidies for new jobs created (ca. 2000 EUR / job created).

### Agricultural Sector

- VAT exemption on import of tractors and agricultural equipment;
- There is a wide range of agricultural subsidies available. <http://aipa.gov.md/en>

### Free Economic Zones

- Reduced CIT rate of 6% net, for income obtained from exports or sales to other FEZ residents-exporters;
- Reduced CIT rate of 9% net, for income obtained from other activities conducted within FEZs;
- CIT exemption for 3,5 years for investing USD 1 Mio, and respectively USD 5 Mio;
- 10 years guarantee of applicability of tax and customs regime existing at inception of activity.

### Industrial Parks

- Exemption to compensate losses caused by exclusion of land from agricultural circuit;
- Privatization of land at the normative price;
- Concessional rent of public property (down to 0.3 of the tariff established in state budget law);
- Alienation free of charge or bailment of public property goods to the managing enterprise for the purpose of establishing and developing the industrial park;
- Optimization of state inspections;
- Allocation of public funds for infrastructure within parks.

## Free Economic Zones

The Free Economic Zones (FEZ) represent excellent platforms that are convenient to export-oriented manufacturing companies, which intend to benefit from a preferential customs and tax regime.

There are 7 FEZ in Moldova, spread throughout the country and located either near a border, or in big cities. These FEZ offer preferential conditions and a dedicated customer-oriented administration.

Activities in the FEZ are limited to industrial production, packaging, trade, transportation, logistics and utilities, with priority given to manufacturing. Moreover, Giurgiulesti International Free Port and Marculesti Free Airport offer quite similar conditions to the FEZ.

## Industrial Parks

Industrial parks (IP) are delimited territories in which industrial production, services provision, applied scientific research and/or technological development are carried out under some preferences. There are 8 Industrial Parks in Moldova: IP Tracom (Chisinau), IP Bioenergagro (Drochia), IP Cimislia (Cimislia), IP Raut (Balti), IP CAAN (Straseni), IP Edinet (Edinet), IP Triveneta Cavi Development (Straseni), IP Comrat (Comrat).



### Incentives in Free Economic Zone (FEZ)

**0% CIT** for a period 3 (5) years when investing at least 1 (5) million USD

**0% VAT** no Excise and Customs duties

**10 YEARS** State guarantee on legislation changes

**24/7** Customs office on site



Road and utilities infrastructure



EU border green lane (AEO)



Dual vocational system



Ongoing professional support by FEZ Administration



0.15 - 3.5 euro/m<sup>2</sup> land sales price



EUR/USD payments among FEZ residents



Minimal state inspection and control regime

### Incentives in Industrial Parks



Free re-zoning of agricultural into industrial land;



Normative (below market) prices for the purchased land;



Reduced rental price for state land;



Free connection to existing infrastructure in the park;



Minimal state inspection and control regime.

Source: Invest in Moldova. Free Economic Zone Balti, Subzone 2

# Free Economic Zones & Industrial Parks



## FEZ Location name

- FEZ Otaci Business
- FEZ Mărculești Hub Airport (Florești)
- FEZ Bălți
  - Subzone Strășeni
  - Subzone Pănăsești
  - Subzone Căușeni
  - Subzone Orhei
  - Subzone Cahul
  - Subzone Rezina
  - Subzone Fălești
  - Subzone Cimișlia
  - Subzone Ștefan Vodă
  - Subzone Chișinău
  - Subzone Pirita
- FEZ Ungheni Business
  - Subzone Călărași
  - Subzone Nisporeni
  - Subzone Hâncești
  - Subzone Soroca
- FEZ Expo Business Chișinău
  - Subzone Sângera
- FEZ Tvardița
- FEZ Taraclia
- FEZ Valkanes (Vulcănești)
  - Subzone Comrat
  - Subzone Ceadâr Lunga
- FEZ Giurgiulești Free International Port

## LEGEND:

- Fez
- Fez Subzone
- Industrial Park
- Border Pass
- Airport
- Sea/River port
- Route number
- Motorway Project

# Success Stories in Moldova





“Ungheni and its free economic zone, where Lear Moldova is placed since 2010, confirmed itself as a well performing and competitive plant. The geographical position (30 km from EU border), the proximity to the European customer base and suppliers, as well as the dedicated labor force are the right ingredients for a success story. We see potential for further expansion of our business in Ungheni.”

**Jaime Osuna,**  
VP of Trim Operations for Europe & Africa

“SEBN aims to implement a long term project in Moldova, which confirms that the country is attractive for the automotive industry with available workforce, necessary infrastructure for its development and openness to foreign investment. Through early engagement and strong collaboration with the Parliament, Government and local authorities, it was created a Free Economic Zone in Orhei, which provides favorable conditions for a successful activity.”



**Oliver Schacht,**  
Member of the Board, COO, SEBN SE  
**Igor Corman,**  
Administrator of SE Bordnetze SRL



“We started our business in Moldova in 2007 and since then have continuously expanded operations. This country proved to have great potential for the development of our projects. DRÄXLMAIER made a huge investment in Moldova and built a second plant in 2011 within the Free Economic Zone in “Balti”, with full support by local and central authorities. Great extension of plant 2 in Balti in 2017 for new DRÄXLMAIER projects in Moldova proved an outstanding investment in the region. In 2018 we have successfully expanded our design & engineering activities in Interiors in Chisinau Product Development Office in Technical University campus, as well as built a new plant and started production of wiring harnesses in Cahul. At DRÄXLMAIER, employees participate in international projects of producing customer-specific wiring harnesses and developing components and interior parts for the Premium automotive industry.

DRÄXLMAIER is a pioneer in the field of apprenticeship. In 2014 the company launched the Dual Education System and after one year the first graduates have been hired. Implementing this system and continuously training our staff, the company can guarantee a consistently high quality of the education level.

DRÄXLMAIER is a responsible partner of the region and supports various projects that help developing it, continuously supporting social, education, sports and culture projects of the region.”

**Guido Meinelt,**  
DRÄXLMAIER Country Speaker for Moldova, Plant Manager at  
DRA Draexlmaier Automotive SRL

“Moldova has a competitive country profile, providing good opportunities for business development. These are multiplied by the willingness of Authorities and such Institutions as Invest Moldova, Invest Gagauzia and GIZ to facilitate the foreign investments. We started our business in 2016, expanded in 2018, and see potential for further growth of our operations in Moldova.”



**Santiago Rodrigue Borrás,**  
President & CEO Fujikura Automotive Europe

“The international growth of G&G requires a good choice of regions for our plants. We look for availability of motivated staff, safety and good cooperation with authorities. All of these factors made Moldova to a strong match. We are very satisfied with the conditions in Balti and are happy to increase our foot print soon.”



Gebauer & Griller

**Nikolaus Griller,**

Managing Director, Sales and Innovation Management



“We are Moldova’s leading telco and we have a successful nearshoring business. Our services are an asset for our partners, who can rely on us to rationalize their organizations and improve their efficiency. Aiming to provide the best service, our teams achieve a 99% customer satisfaction rate year after year.”

**Julien Ducarroz,**

Orange Moldova’s CEO

“We have built our organization around a simple philosophy: We focus on helping people to be successful. We are the employer of choice for the best and brightest engineers in all our delivery centers. Our commitment towards our current and future employees consists not only in developing their technical skills, but in offering them the right environment to follow their passion, celebrate their stories and recognize their contribution to the growth and shaping of our organization. As one of the leading companies on the local IT market, Endava demonstrates a long standing commitment to community growth and a strong partnership with local universities, investing in educational programs and initiatives that strengthen tech communities.”



**Radu Lazar,**

Delivery Unit Manager, Moldova



“We picked Moldova as an investment destination due to the benefits the Government offers to the foreign investors, the costs of production and the strategic market for us. Main purpose for the dairy farm is to provide high quality milk during every month of the year. Favorable climate and geographical conditions are factors that help us achieve our goals.”

**Jim Boet,**

Founder of Millstream Dairy

“Moldova works hard on encouraging foreign companies to review it as a possible investment option. Moldova offers competitive financial support for the investments into agriculture sector and very cooperative state institutions, and, what is most important for us, a market with a high potential.”



**Perebinos Ecaterina,**

Deputy Director at Pukoven



“We have come to Moldova 11 years ago with the idea to create a team of skillful and enthusiastic people. The outcome is absolutely positive, as today Cedacri International is an important support for the Group which allows it to strengthen its position on the market.”

**Francesco Pippio,**  
CAO, Cedacri

# INVEST MOLDOVA AGENCY



## THE ONE-STOP SHOP FOR ALL YOUR INVESTMENT QUESTIONS

### ASSISTANCE & INFORMATION



#### Provide

- Information on the investment climate
- Sector-specific information
- Consulting on suitable locations – FEZ, IP (Invest Moldova database)
- Information on relevant tax, legal and administrative issues



#### Assist

- Scoping missions (agenda, logistics, follow up)
- Investment incentive application
- Information on business providers - HR, Legal, Consulting, etc.



#### Connect

With relevant partners:

- Embassies
- Government authorities
- Business associations
- Existing investors

### INVESTMENT ATTRACTION & PROMOTION ACTIVITIES

G2B and B2B Missions abroad

International events- promotion of the investment climate of the Republic of Moldova

Moldova Business Week

### AFTERCARE

#### Platforms for Investors

Council for the promotion of projects of national importance, chaired by Prime Minister

Economic Council to the Prime Minister of the Republic of Moldova

- 41 associative structures of the business community
- 43 state institutions
- 16 representatives of the scientific and research community
- 6 Working groups:

Eliminating constraints in entrepreneurial activity: Coordinator - American Chamber of Commerce (AMCHAM)

Facilitation of trans-border trade: Coordinator - European Business Association (EBA)

Stimulation and retention of private investments : Coordinator - Foreign Investors Association (FIA)



## CONTACT US:

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Invest Moldova Agency is the prime source of information and assistance for potential investors.

We provide tailored services for potential investors throughout the investment decision process. We also support existing investors in extending their operations.

Our team consists of permanent investment attraction staff, sectorial consultants, as well as regional officers. Combining our experience, we are able to provide you with information relevant for your decision making, as well as links to businesses and government.



## In close cooperation with, and supported by:

