

ELECTRONICS SECTOR OVERVIEW

Republic of Moldova

Key facts



Name
Republic of Moldova



Capital:
Chisinau ca. 833,000



Population:
3.55 million
January 1st, 2021



Area:
33,847 km²



Language:
Romanian (official)
Other spoken languages:



Employment rate, 2020
38.8%

Inflation rate, 2020
3.8%

GDP per capita at PPP, 2020
\$13,001

GDP current prices, 2020, billion
\$11.5



Currency MDL:
1 EUR = 20.8 MDL
September, 2021

ELECTRONICS



2021/2022

7%

Unique tax on turnover in IT virtual Parks

€ 434
EUR

Average Labor Cost, 2021

1,000
EUR (ATU Gagauzia)

Job creation incentive

300 +
ha

FEZ free buildable area with developed masterplan

2.9
EUR/hour

Full load labor cost, 2021

€ 142
EUR/month

Minimum salary, 2021

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;

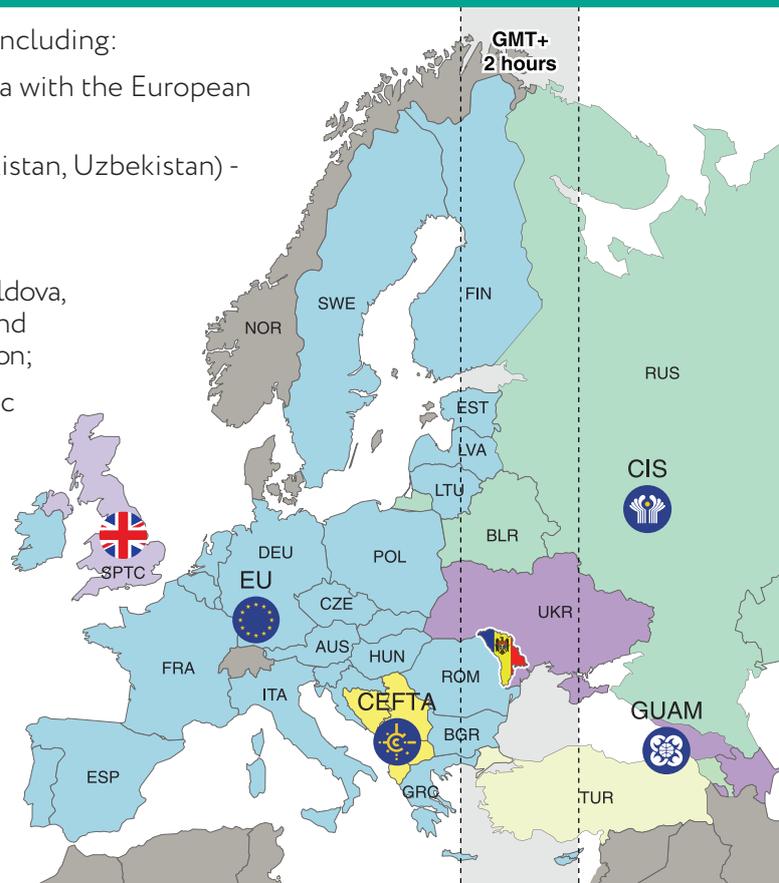
FTA with Turkey - 80 million population;

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;

SPTC - Strategic Partnership, Trade and Cooperation Agreement between The United Kingdom of Great Britain and Northern Ireland and The Republic of Moldova.

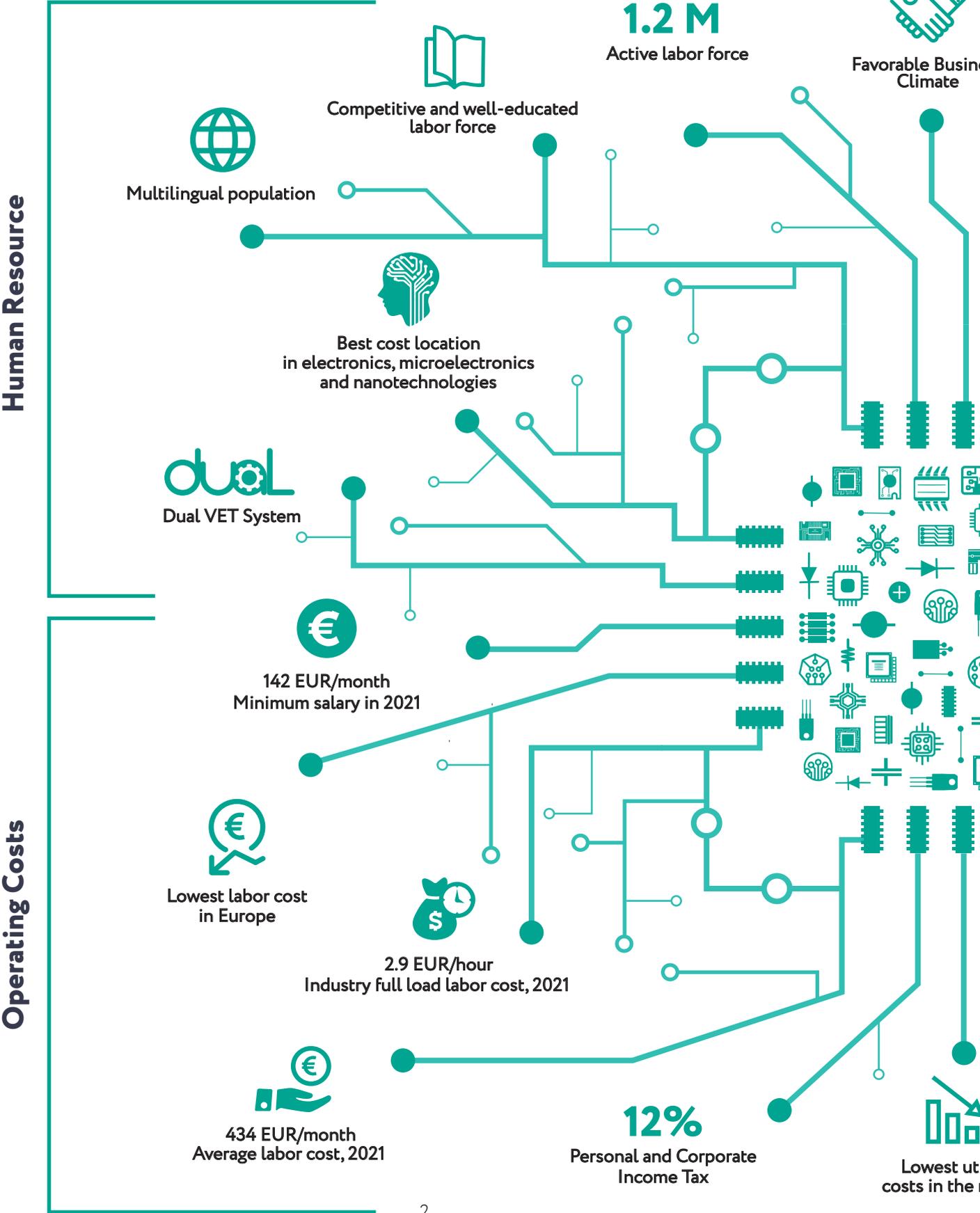
880 million customers
Free Trade Area

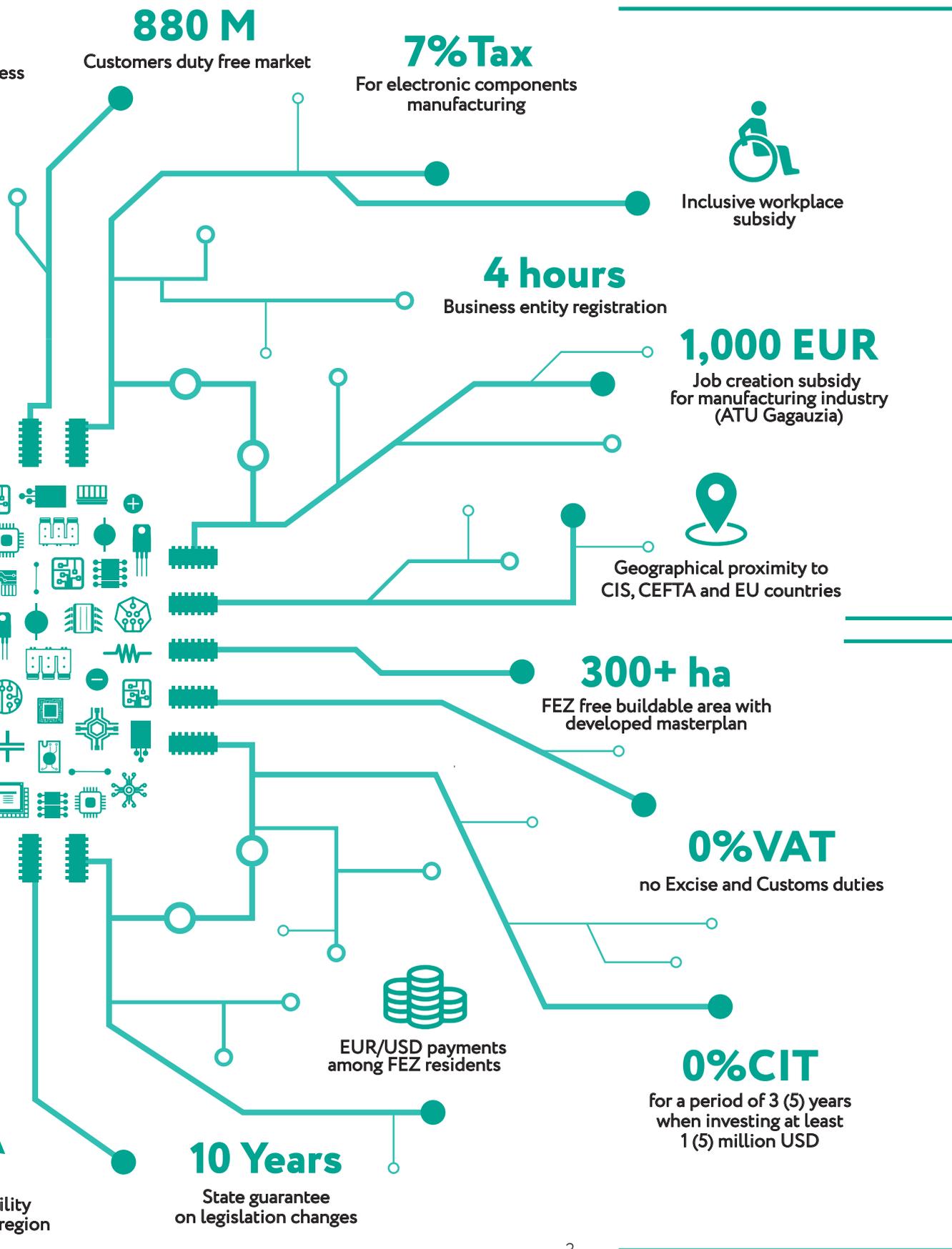


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Top reasons to invest in Moldova Electronics Sector





Incentives & Business Climate

Free Economic Zones

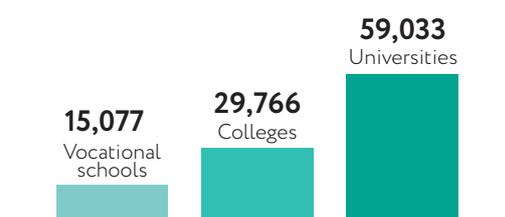
Education

Well-educated young students, in sector-specific faculties, are available to work in companies and increase their productivity. The educational system in Electronics covers dual VET, colleges, and the Technical University, providing a highly-skilled workforce. R&D is covered by the Institute of Electronic Engineering and Nanotechnologies, and the Technical University of Moldova.

Moldova has strong technical faculties and specific colleges, e.g. the Balti Polytechnic College, the Technical College of UTM, the Excellence Center in Power Engineering and Electronics.

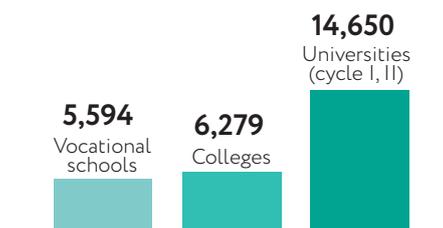
The population of Moldova comprises ca. 3.55 million people, with ca. 2.9 million above 15 years and ca. 1.2 million representing the active labor force.

Total number of students in 2020/2021



Source: National Bureau of Statistics, 2021

Total number of graduates in 2020



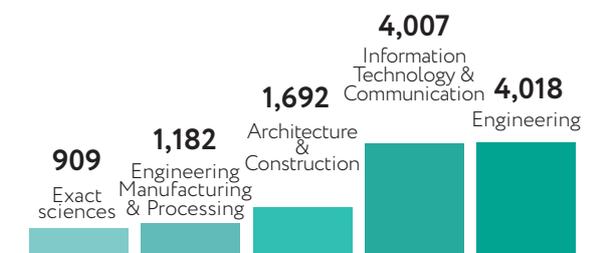
Source: National Bureau of Statistics, 2021

Colleges, 2020	Students	Graduates
Economics	5,939	1,273
Information Technologies & Communication	3,065	577
Electronics and energetics	999	253
Mechanics & metal working	1,219	344
Services	3,215	673
Electronics and automation	951	274

Higher Education Institutions, 2020	Graduates	
	Cycle I	Cycle II
Economic sciences	2,299	728
Law	1,505	1,056
Engineering and Engineering activities	764	248
Architecture and construction	215	99
Manufacturing technology and processing	262	60
Exact Sciences	608	206

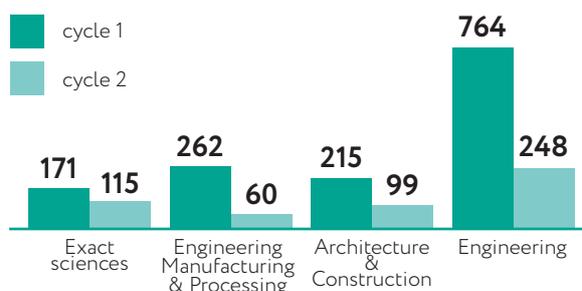
Source: National Bureau of Statistics, 2021

Number of students in universities (Engineering & Exact Sciences), 2021/2022



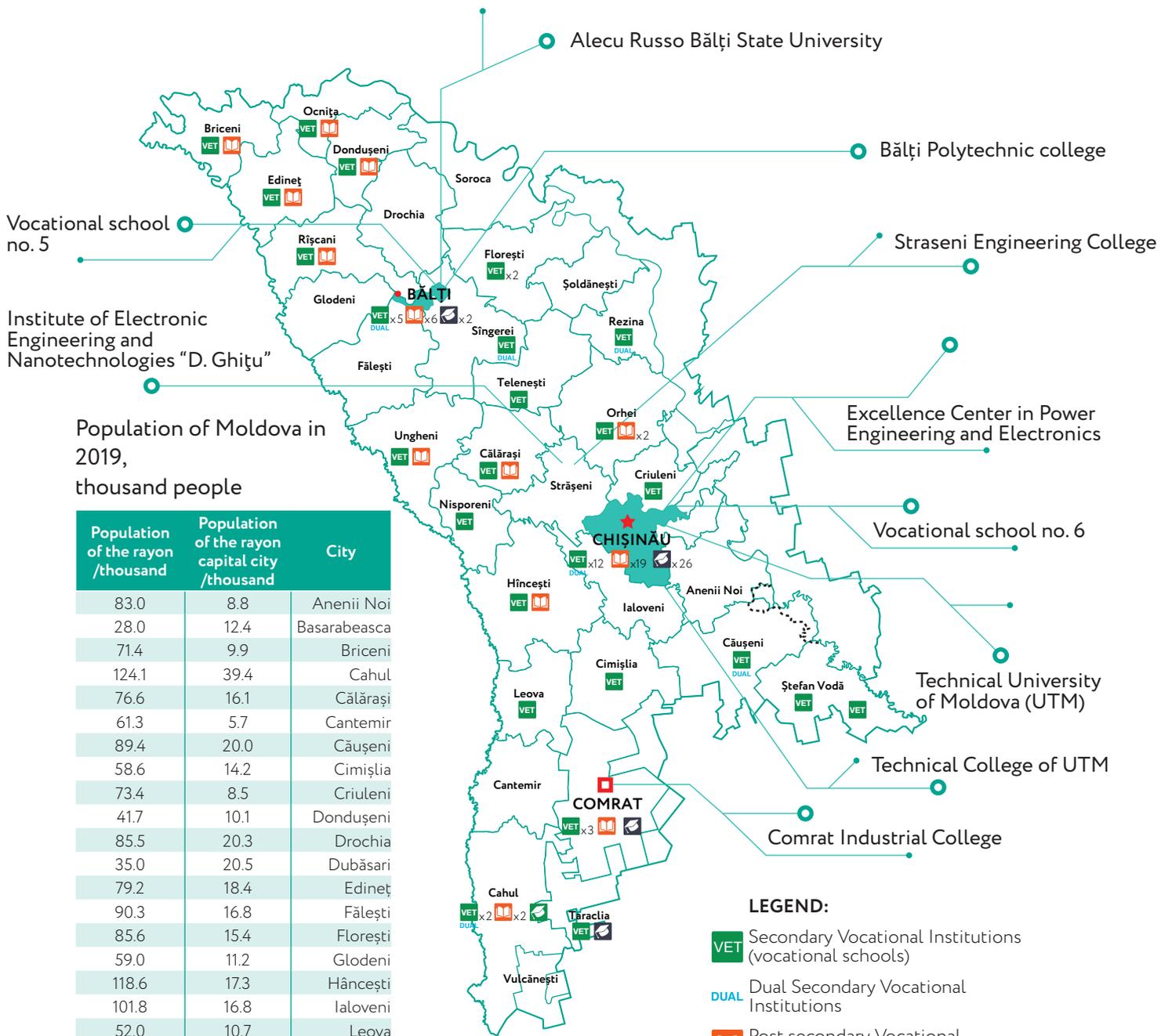
Source: National Bureau of Statistics, 2020

Number of graduates in universities (Engineering & Exact Sciences), 2020



Source: National Bureau of Statistics, 2020

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
59.0	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	Ocnita
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	Târaclia
71.0	8.1	Telenești
116.7	38.3	Ungheni

source: www.ipt.md
Interactive map of Technical Vocational Education Institutions

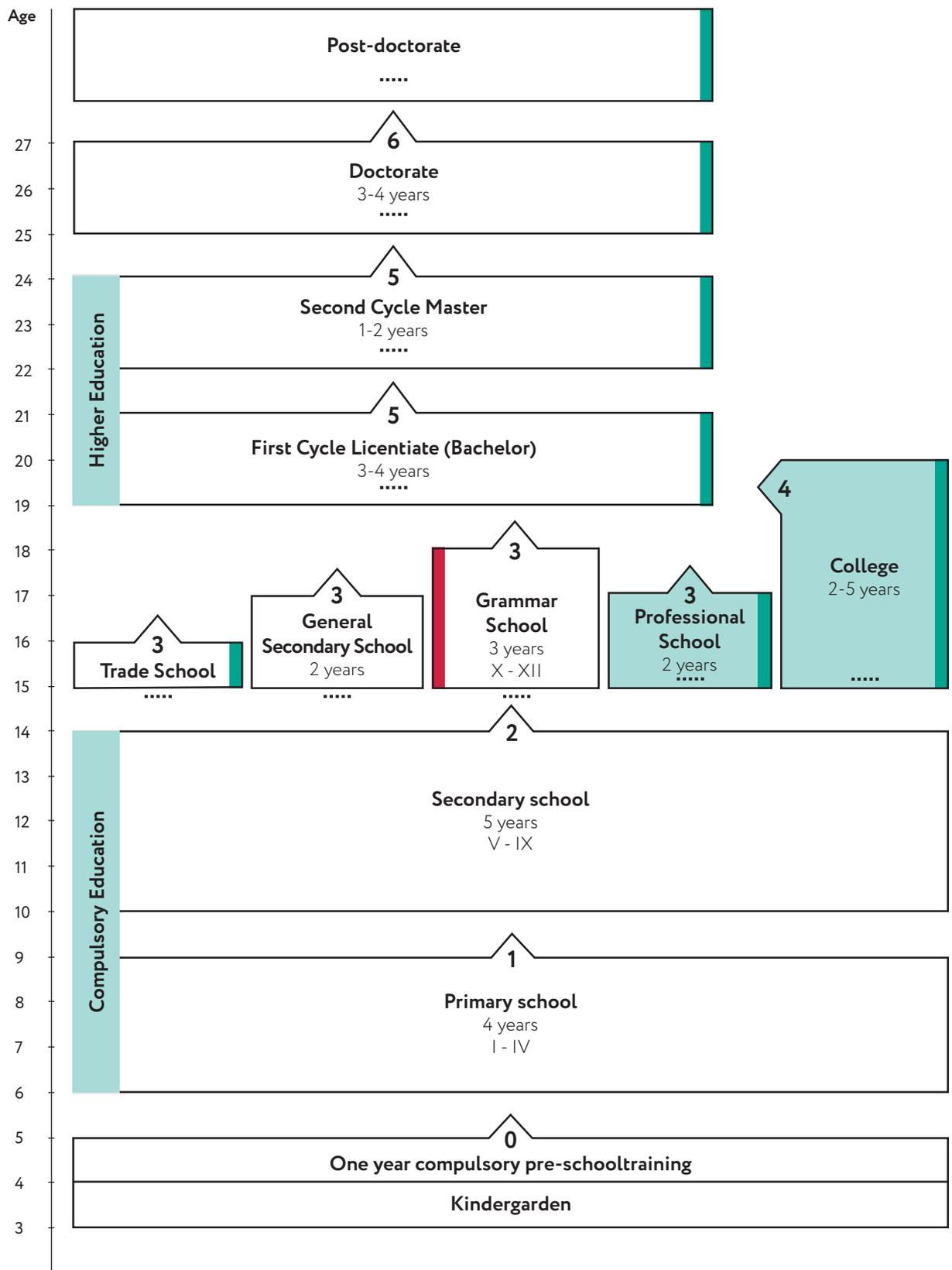
LEGEND:

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

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

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

Education system in the Republic of Moldova



ISCED level
 Competition based enrolment
 The baccalaureate exam
 Exit to labor market
 Dual Vocational Education

The Technical University of Moldova (UTM)



Technical University of Moldova (UTM) is the only higher technical educational institution, accredited in the Republic of Moldova according to the national regulations.

At UTM the studies are organized within 9 faculties: "Energetics and Electrical Engineering"; "Mechanical and Industrial Engineering, and Transport"; "Computers, Informatics & Microelectronics"; "Engineering and Management in Electronics and Telecommunications"; "Technology and Management in Food Industry"; "Light industry"; "Cadastre, Geodesy and Construction"; "Urbanism and Architecture"; "Economic Engineering and Business".

About 733 teachers, two thirds of them with scientific and didactic title of "academician", "university professor", "associate professor", "doctor habilitate", "doctor in science", ensure training of those about 9,520 students from three levels – undergraduate, graduate and doctoral studies – which are referred to as the three cycle system.

Technical education is one of the strongest in Moldova, comprising best engineers known for their expertise and leading positions in all fields of the national economy and all over the world.

80,000+
engineers

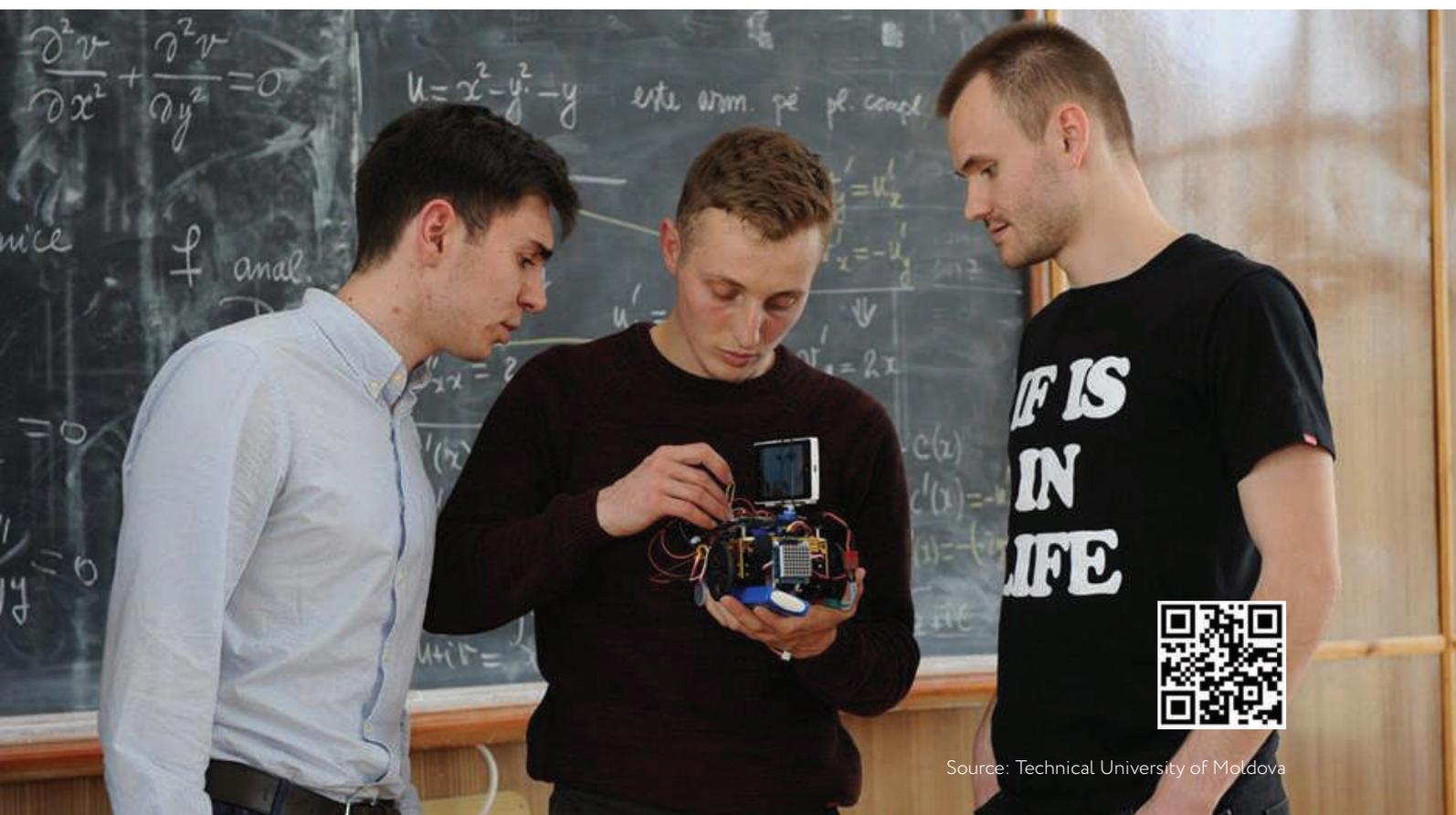
trained since 1964

103
Study
programs

including 2 in French
& 1 in English

3
Doctoral
schools

6
Research
centers



The Dual VET System

The dual vocational education and training, also known as dual VET, is highly recognized worldwide due to its combination of theory and practical training embedded in a real-life work environment. In Moldova, dual VET programmes were piloted for the first time in 2014. In 2018, due to the adoption of the Regulation regarding dual VET, this alternative form of VET has been introduced at systemic level and aims to respond to modern demands of the labour market and produce skilled workers with required qualifications. The dual approach facilitates the transition from learning to employment by developing occupational skills relevant to the labour market. The main characteristic of dual VET is cooperation between private companies, on the one hand, and VET providers, on the other. The dual partners formalise their cooperation

by signing a cooperation agreement, foreseen by the Regulation in force, specifying the responsibilities for each partner. A company concludes an apprenticeship contract with a young apprentice and assumes the responsibility for teaching the required training contents, theoretical and practical. Apprentices in dual VET spend ca. 30% to 50% of training at a vocational school and the other 50% to 70% at a company where vocational training is held under real-life working conditions. The split between the vocational school and company depends on qualification level.

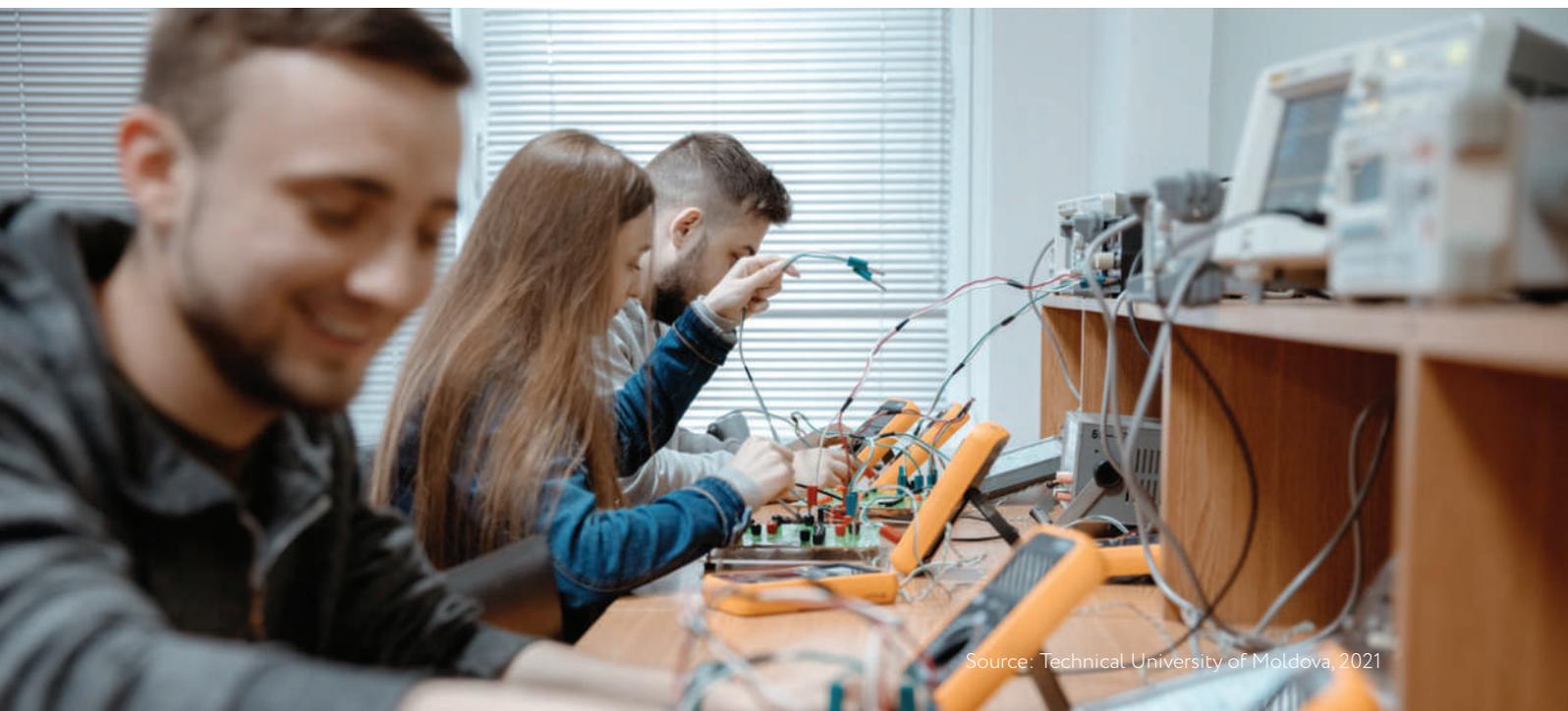
Dual VET programmes for Electronics

- Electronics & Mechatronics
- Electrical networks
- Technologies and telecommunications networks

Dual VET Main Elements



Apprentices	VET Institutions	Companies	CCI (Chamber of commerce)
<ul style="list-style-type: none"> · Practical training included in the employment contract · Apprentice salary: min. 2/3 from minimum salary (+ scholarship) · Enrollment from 15 years old 	<ul style="list-style-type: none"> · Expansion for qualification level 4 and 5 · Possibility to create consortium 	<ul style="list-style-type: none"> · Deductibility of Dual VET costs · Selection of the candidates · Public Authorities can become dual partners 	<ul style="list-style-type: none"> · Ensuring the quality of practical training · Qualification of the supervisors in production · Digital record of apprentices and dual partners



Technical Vocational Education in Electronics



The Center of Excellence in Power Engineering and Electronics is a post-secondary technical vocational institution, which ensures the training of specialized staff assuring an applicative character of the educational approach (practical environment)

Today it is a leading school in the field , which has established its authority among similar high schools in Chisinau and in the country.

Studies at CEEE within the Electronics Vocational Training Program are organized on the basis of secondary education, with a duration of studies of 4 years.



Straseni Engineering College

The Engineering College from Straseni, founded in 2019, aims at training specialists and skilled workers for resident multinational companies, as well as for the branches of the national economy, by using the methods of the dual training system, according to the German model.

Dual VET study programs:

- Industrial technological equipment and accessories
- Mechatronics.



The Polytechnic College of Balti

The Polytechnic College of Balti, founded in 1964, is one of the leading undergraduate educational institutions located in the north of the country.

The College provides education and development of professional skills in the following areas of study: Electrical Engineering, Electronics and Automatics, Mechanical Engineering and Metalworking, Information and Communications Technology.



Chisinau Vocational School no. 6

The school meets society's needs by creating conditions for learning the profession. It trains specialists knowledgeable and able to work in the field of transport, in both – state and private sector.

Study programs:

- Radio-electronic devices
- Electronics and Microelectronics
- Automation of technological processes



Balti Vocational School no. 5

The Vocational School was founded in 1971. During its activity, the institution trained over 15,633 skilled workers.

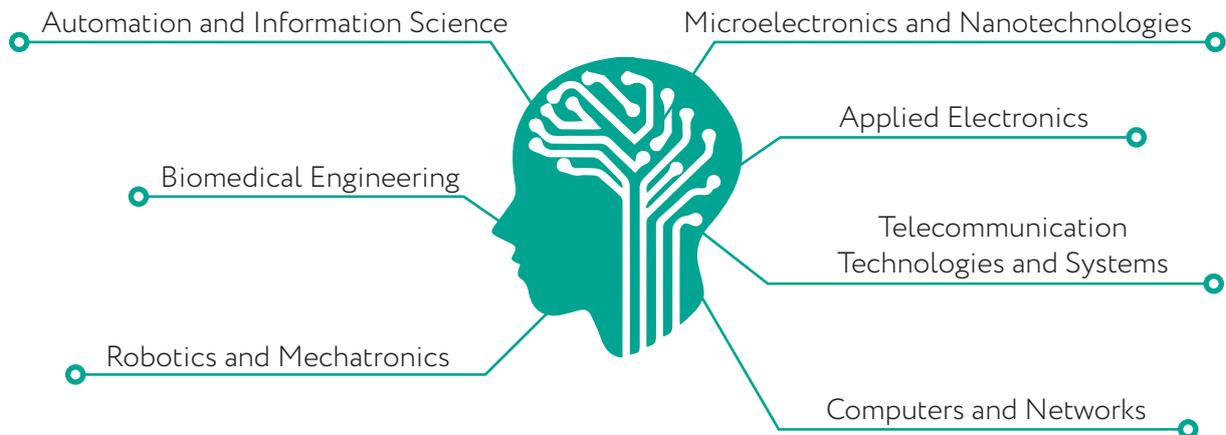
Currently, the Vocational School trains qualified workers in the following study programs:

- Computer support operator
- Repair and maintenance of electrical equipment specialist
- Commercial refrigeration equipment specialist
- Vehicle electrician
- Automotive service technician and mechanic
- Welder (gas & electric)
- Lathe operator

Study programs with Dual VET system:

- Electrical and electronics installer
- CNC machine - tools operator
- Operator in mechanized and automated warehouses

Competences in Electronics



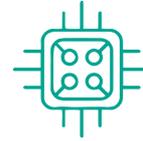
Did you know that?

- The tradition of manufacturing electronic equipment in Moldova is stretching over decades, being coined as the third largest supplier of electronic equipment in the Ex-Soviet Union.
- In the 90's Moldova counted a large number of manufacturers from the electronics sector, employing over 30,000 people.
- The electronics sector covered a wide range of activities such as semiconductors, PCBs, transformers, sensors, navigation systems and electronics for naval ships and submarines.

Electronics competitive activities



PCBs Design & Manufacture



EMS & ECM



PCBA, SMD & THT montage



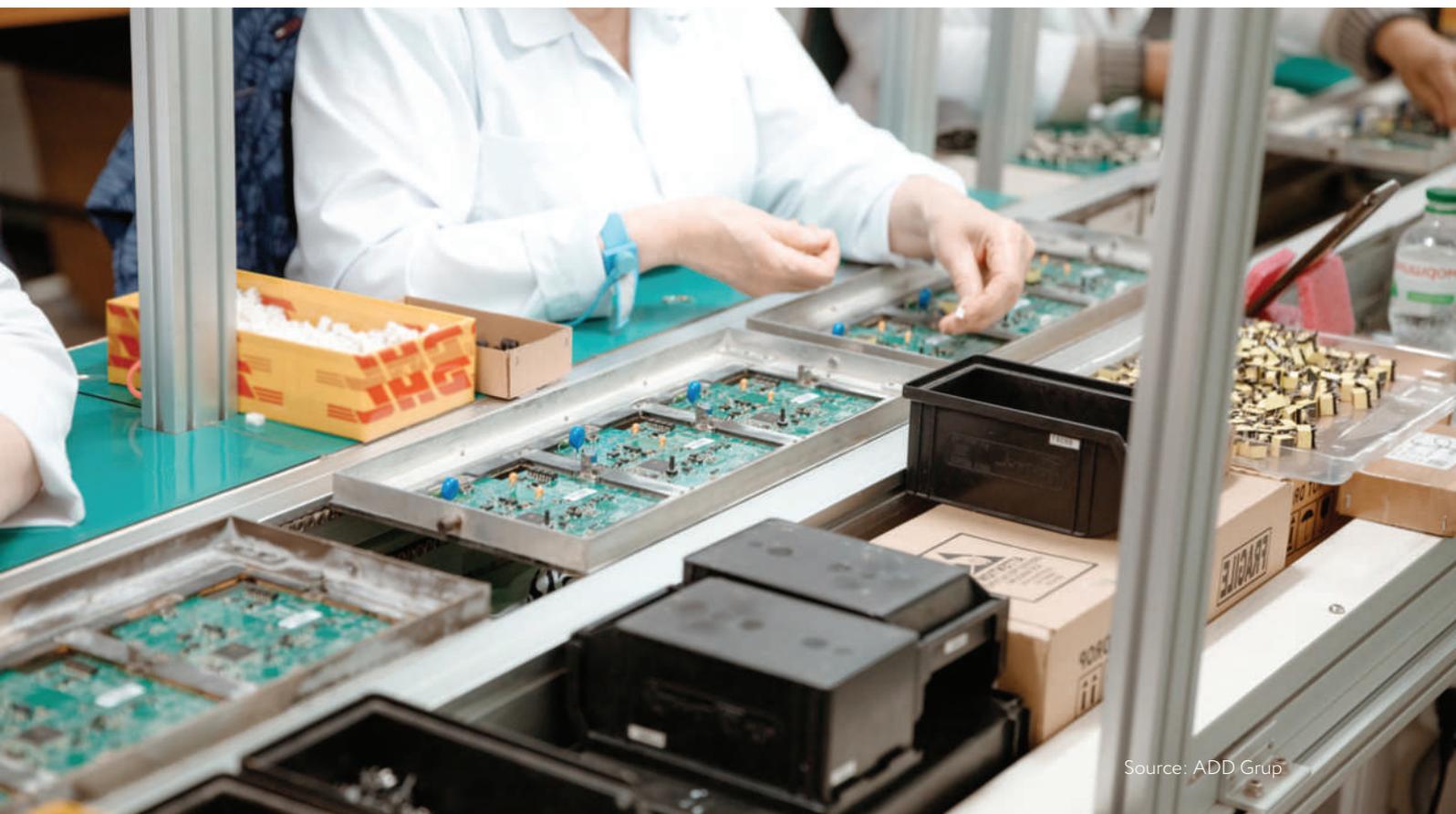
Electronic devices design & manufacture



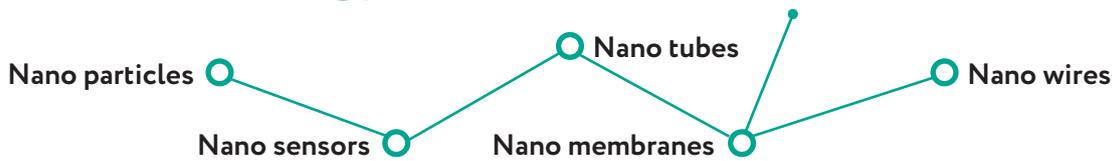
Inductive Components



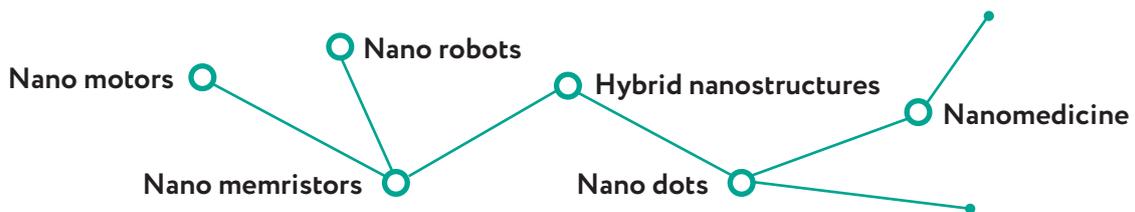
Nano Sensors & Micro Wires



Moldova Research & Development in Nanotechnology



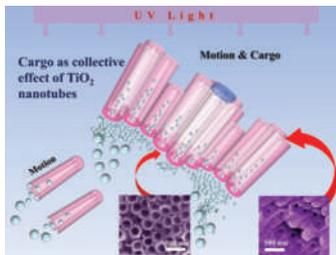
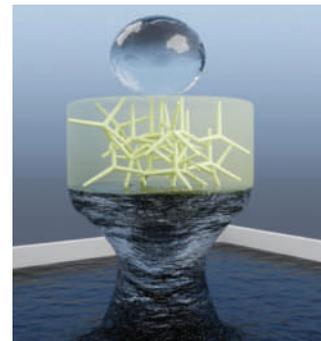
Center for Nanotechnology and Nanosensors in Moldova is only one in this region who can design and fabricate nanosensors on individual nanowires (or nanotubes, nanoflakes, nanorods) with diameters from 10 nm and up to micrometers.



Did you know that?

- Moldovan researchers have made the first ever highly porous, mechanically flexible and stretchable inorganic nanomaterial that is both hydrophilic and hydrophobic at the same time. The material is called aerogalnite (aero-GaN) and could be used in many practical applications due to its unique properties.

<https://physicsworld.com/a/hydrophobic-or-hydrophilic-aero-gallium-nitride-is-both/>

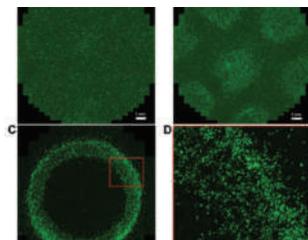


- The first nanostructured micro-submarine exhibiting both light-driven motion and cargo capabilities has been invented by Moldovan researchers. The micro-submarine consists of arrays of TiO₂ nanotubes working as nanoengines under UV illumination.

<https://onlinelibrary.wiley.com/doi/abs/10.1002/sml.201670203>

- Moldovan researchers demonstrated that living cells can be rearranged and transported using GaN nanoparticles and magnetic field.

<https://nanoscalereslett.springeropen.com/articles/10.1186/s11671-017-2262-y>



- The longest nanowire produced by a local Moldovan company to be registered by Guinness Book (ELIRI)
- Ultra-lightweight pressure sensors have been developed by joint efforts of Moldovan, Romanian and German scientists.
- First ultrathin membrane based on Gallium Nitride (GaN) has been made at National Center for Materials Study and Testing, Technical University of Moldova.

Operating costs and taxes

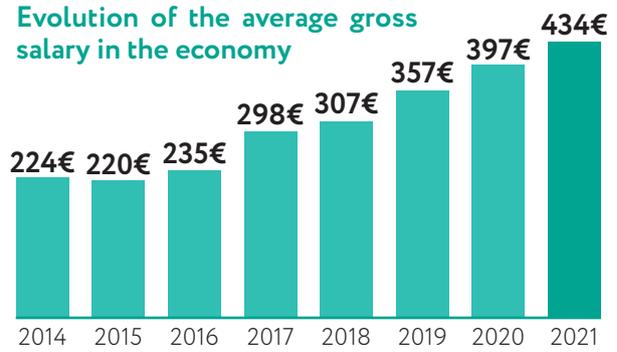
Moldova commends a highly-skilled, competitively priced workforce. Labor costs are among the lowest in the region and low enough to ensure cost-effective operations. This provides an attractive basis for a successful business.

The gross wages in Moldova for workers in the industry sector range from 180 EUR to 450 EUR, depending on the region and professional level of the employee, which is lower than the wages in the region. A newly-graduated university student of engineering could earn up to 600 EUR.

Moldova's labor force combines low-cost with high productivity, thus reflecting the key

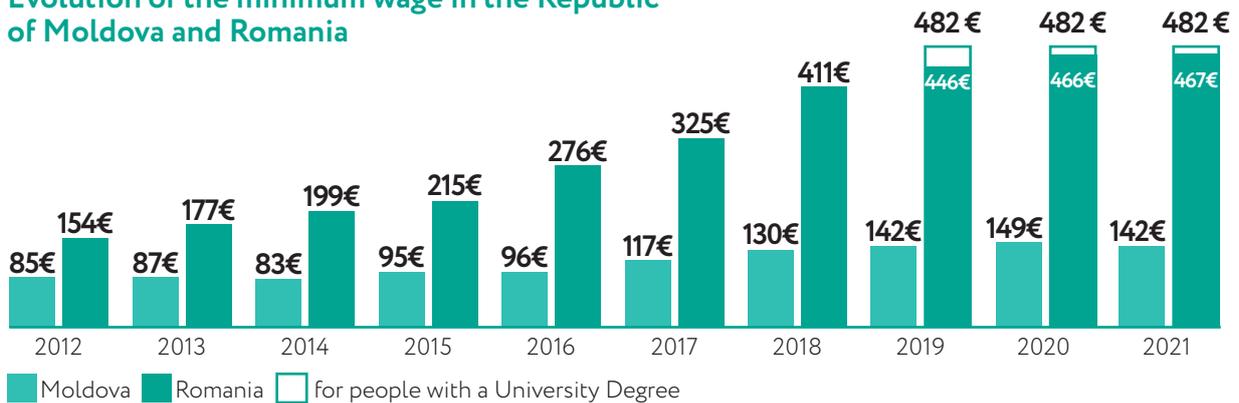
factor for a strong business performance. The quality of the labor force also derives from the industrial experience and history of Moldova, as it was one of the most industrialized republics in former Soviet times.

Evolution of the average gross salary in the economy



Source: National Bureau of Statistics, 2021

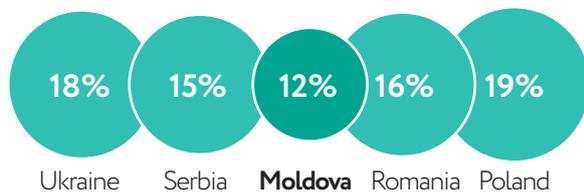
Evolution of the minimum wage in the Republic of Moldova and Romania



Source: National Bureau of Statistics Moldova, Romania

The minimum wage in Moldova developed very slow, in some years even decreasing. In Romania, the minimum gross salary doubled in the last six years and is maintaining a clear growth trend.

Corporate Income Tax



Personal Income Tax



Source: KPMG, 2018

Utility costs, 2021

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

1.32 EUR/m³ - Balti
 1.75 EUR/m³ - Comrat
 2.3 EUR/m³ - Hincesti
 1.8 EUR/m³ - Ceadir-Lunga
 1.62 EUR/m³ - Calarasi
 1.72 EUR/m³ - Soroca

Sewerage

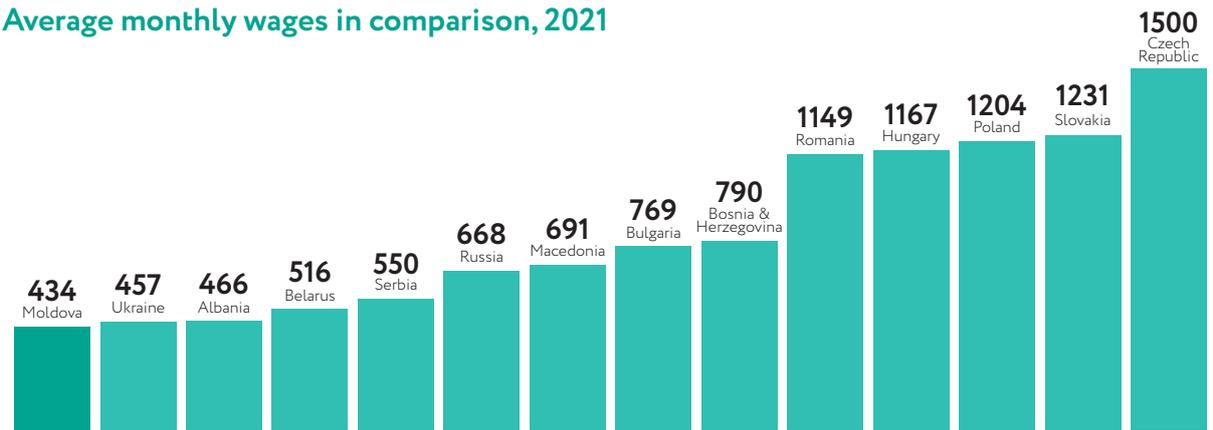
1.12 EUR/m³ - Ceadir-Lunga
 1.33 EUR/m³ - Călărăși
 1.13 EUR/m³ - Soroca

Gas

0.19 EUR/m³ - high pressure
 0.2 EUR/m³ - medium pressure
 0.22 EUR/m³ - low pressure

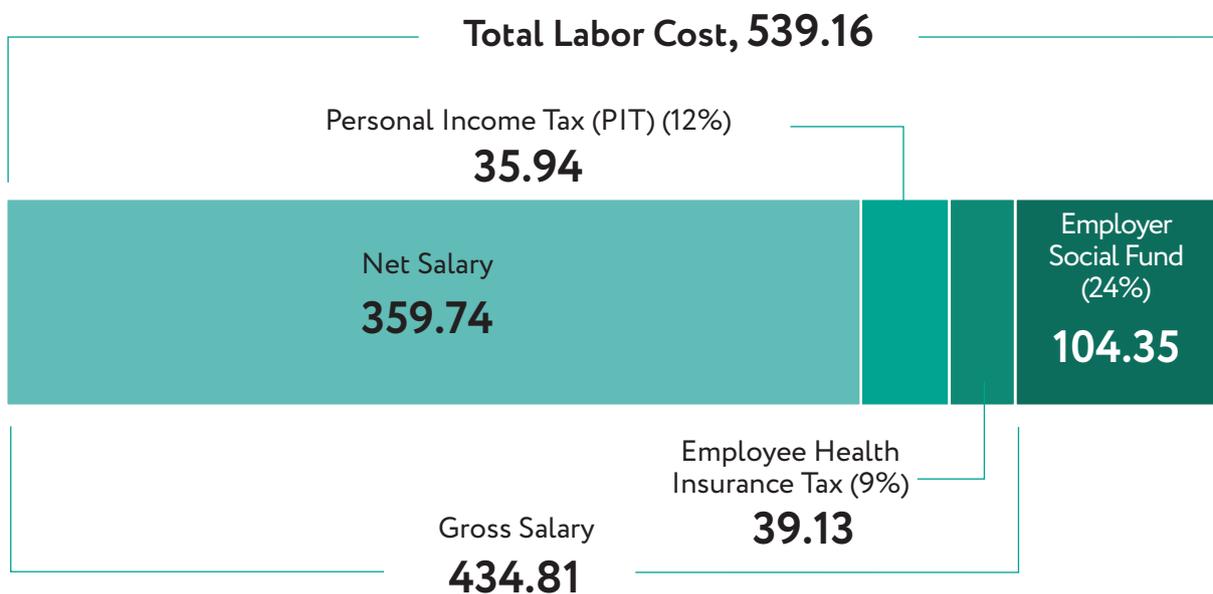
* Water and sewerage is subject of change, depending on the region.

Average monthly wages in comparison, 2021



Source: Trading Economics, Wages, 2021

Structure of the average salary in Moldova, 2021 (EUR)



Source: Invest Moldova Agency

* This table is using the average salary for 2021 – ca. 434 EUR (9,044 MDL)

** The calculation was made using the personal allowance for the employee (2,100 MDL/month)

Annual personal allowance 25,200 MDL is valid only for residents with annual taxable income under 360,000 MDL.

Structure of the average salary for IT Park residents, 2021 (EUR)

The calculation of the salary for the residents of IT Parks with the single tax in the amount of 7% of the sales income, replacing all the taxes contributions of the employees and employers.



* Law no. 77 of 21.04.2016 on IT Parks;

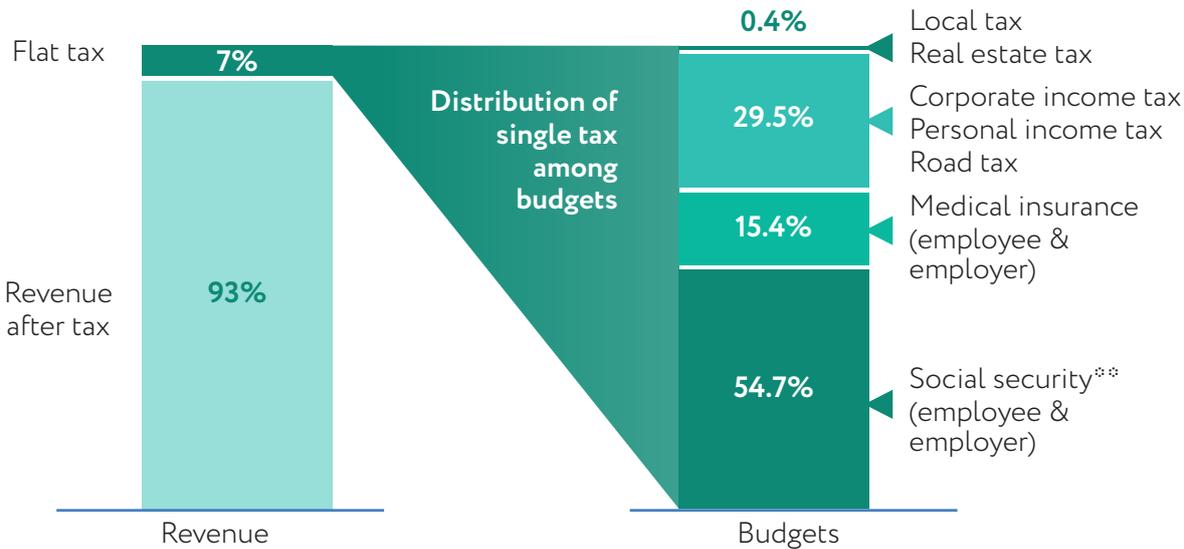
Virtual Park incentives for Electronics

The Information Technology Park is an organizational structure, whose residents carry out activities governed by Art. 8 of the Law no. 77 on IT Parks. The purpose of the law is to boost the growth of the information technology industry, create new jobs and attract local and foreign investment.

One of the facilities, granted by the state to the residents of IT parks, is the application of a single tax of 7% on the sales revenue.

The main benefit for companies registered as residents of IT parks is the simplification and reduction of taxation. A unique tax of 7% from the turnover is replacing CIT (corporate income tax), PIT (personal income tax), social security and medical insurance taxes due by employers and employees, local and real estate taxes.

Other types of income (e.g. financial, exceptional income, etc.) are considered to be taxed by applying the single tax and are not taxed separately.



* 7% of revenue, but not less than 30% of an average salary in the economy, multiplied by the number of employees (EUR ~398 x 0.3 = EUR ~119, as of 2020). The single tax does not cover tax on dividends, VAT, excise taxes.
 ** All IT Park employees benefit from social security coverage limited to 2/3 of an average salary in the economy (EUR ~398 x 2/3 = EUR 265, as of 2020)

This simplified tax regime has the following advantages:

-  reduced time and staff needed for tax calculation and accounting;
-  significantly reduced risk of committing errors in calculating the tax obligations;
-  significantly reduced risk of sanctioning by inspection authorities.

Residents of IT Parks also benefit from guarantees related to the application of the single tax. Thus, if new laws are adopted to change the rate and/or composition of the

single tax levied on residents of IT parks and/or to cancel it, residents of the park are entitled, during a period of 5 years from the date of entry into force of the Law on Information Technology Parks no. 77 of 21.04.2016 (until 2021), which however shall not exceed the operational period of the respective park, to operate according to the laws in force until the date of entry into force of the new laws.

The single tax is calculated on a monthly basis given the income recorded during the reporting month, without taking into account the cumulative data recorded since the beginning of the calendar year.

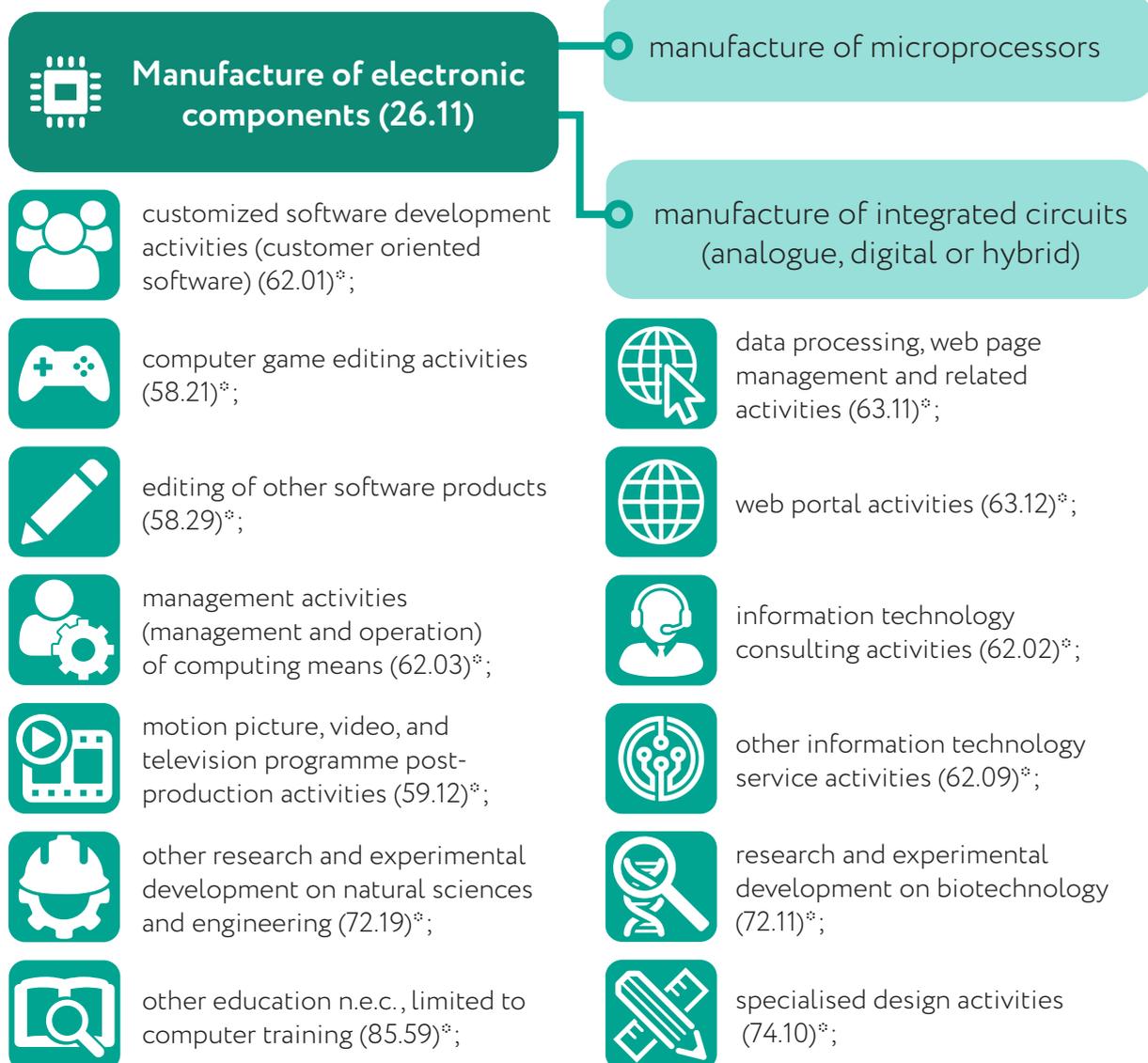
At the same time, the Law on Information Technology Parks and the Tax Code stipulate the minimum amount of the single tax to be paid by residents of IT parks, and namely 30% of the average monthly salary in the economy, forecasted for the year of the tax period of the tax concerned.

The minimum single tax amount is calculated depending on the number of employees who worked during the tax period for at least one day on the basis of an individual employment contract signed with the resident of the IT Park and the average monthly salary in the economy forecasted for the year to which the tax period

concerned refers. The single tax is calculated and reported on a monthly basis.

The status of the IT Park resident may be obtained by any legal or natural person who is registered in the Republic of Moldova as subject of the entrepreneurial activity and which carries out or intends to carry out as main business activity one or more types of business activities indicated in CAEM Rev.2. According to the IT Park Law the main business activity is the activity that generates 70% or more of the revenue from sales of the concerned IT Park resident member.

Eligible activities for IT Park residents



* According to Classification of Activities in the Moldovan Economy (CAEM Rev.2)

Inclusive workplace subsidy

30% Employer receives a monthly subsidy in the amount of 30% of the average monthly salary for the previous year, for a period of 6 months, for each unemployed person hired.*

Employing people with disability and other target groups*

Subsidy is transferred to the employer only once during a period of 36 consecutive months.

50% The Government compensates 50% of the costs of creating or adapting the workplace. The grant amount cannot exceed the amount of 10 average monthly salaries for the previous year, for each job created or adapted.

Creation and adaptation of the workplace for people with disability

The employer is required to keep the job created or adapted for at least 18 months.

* Law no. 105, art. 23: persons aged 50 years and over; persons released from places of detention; human trafficking victims after psychological and social rehabilitation; persons fighting with narcotic or psychotropic substances consumption after social and psychological rehabilitation; victims of domestic violence; other groups at risk of social exclusion established by law or by the Government.

Bottom line benefits to companies:

- Reduced turnover
- Lower rates of absenteeism
- Increased productivity and workplace safety
- Untapped labor pool

Best practices in employing people with disabilities in the Electronics Sector

“26 young people with hearing impairment are part of Steinel Electronics family. We strongly believe that they are a valuable asset for business since their loyalty and dedication has exceeded our wildest expectations. They are talented people with high productivity that are contributing to Steinel reputation in the community as a great place to work.”

Clementina Sarateanu
HR manager, Steinel Electronic S.R.L.

S t e i n e l M o l d o v a C h i s i n a u D e a f



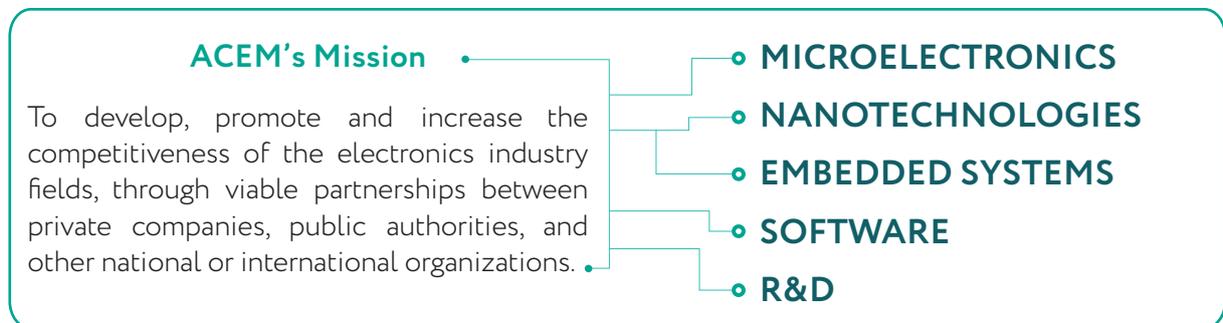
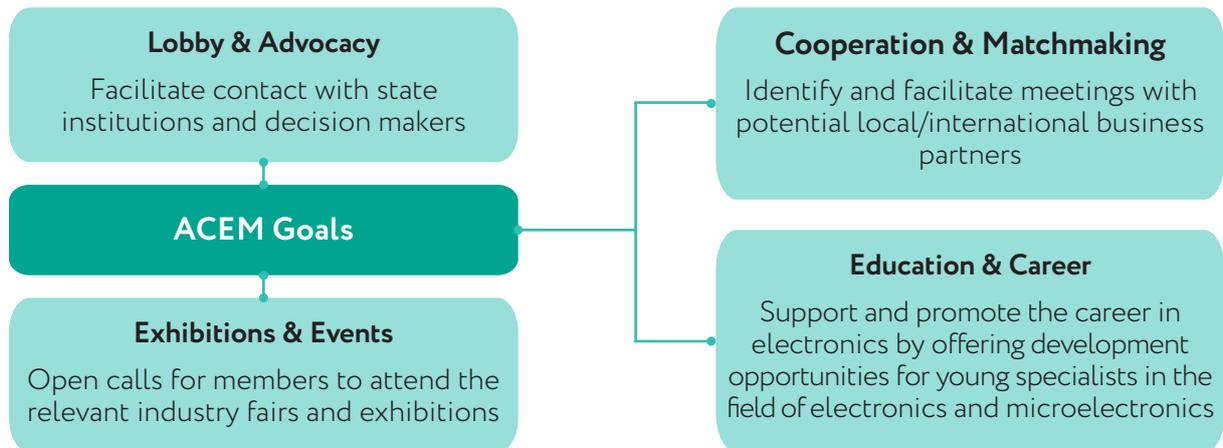
Source: Steinel Electronic S.R.L.

ACEM - The Association of Electronics Companies in Moldova



Who we are?

The Association of Companies in the Electronics Industry of Moldova (ACEM) is a non-profit organization founded in May 2019 to represent its members' interests in relations with the central authorities, to facilitate sharing the best practices among its members, and to increase competitiveness and development of the electronics industry, including such fields as microelectronics, nanotechnologies, integrated systems, software, and R&D in the Republic of Moldova. The ACEM aims to become a catalyst for the electronics industry and a reliable dialogue partner for Moldovan decision makers.



ACEM Members



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/m² 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.



Industrial platforms

Tychy, PL - 771km
 Katowice, PL - 768km
 Lviv, UA - 341km
 Ivano-Frankovsk, UA - 215km
 Chernivtsi, UA - 105km
 MD: Criva
 UA: Mamaliga

Kaluga, RU - 1063km
 Kiev, UA - 385km
 Vinnytsa, UA - 120km
 Mohyliv-Podolskiy, UA - 0.5km
 MD: Otaci
 UA: Mogiliov-Podolisc



ROMANIA

UKRAINE

Baia Mare, RO - 443km
 Suceava, RO - 97km
 Bototsani, RO - 55km
 MD: Costești
 RO: Stâncă

Iasi, RO - 24km
 MD: Sculeni
 RO: Sculeni

Arad, RO - 654km
 Craiova, RO - 641km
 Pitești, RO - 531km
 Bucharest, RO - 407km
 MD: Leușeni
 RO: Albița

Timișoara, RO - 697km
 Craiova, RO - 481km
 Pitești, RO - 370km
 Bucharest, RO - 255km
 Constanța, RO - 215km
 Galați, RO - 10km
 MD: Giurgulești
 RO: Galați

MD: Basarabesca
 UA: Serpniovoe 1

MD: Tudora
 UA: Starokazacie

Odessa, UA - 77km
 MD: Palanca
 UA: Udobnoe

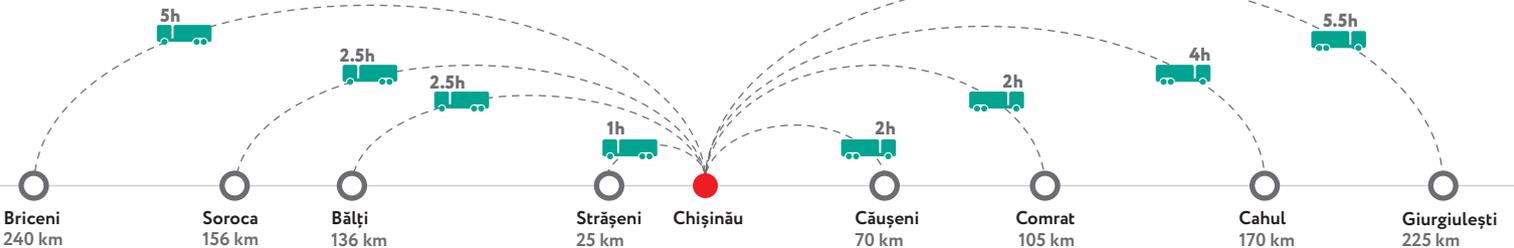


LEGEND:

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

Main distances

in km and hours (h)

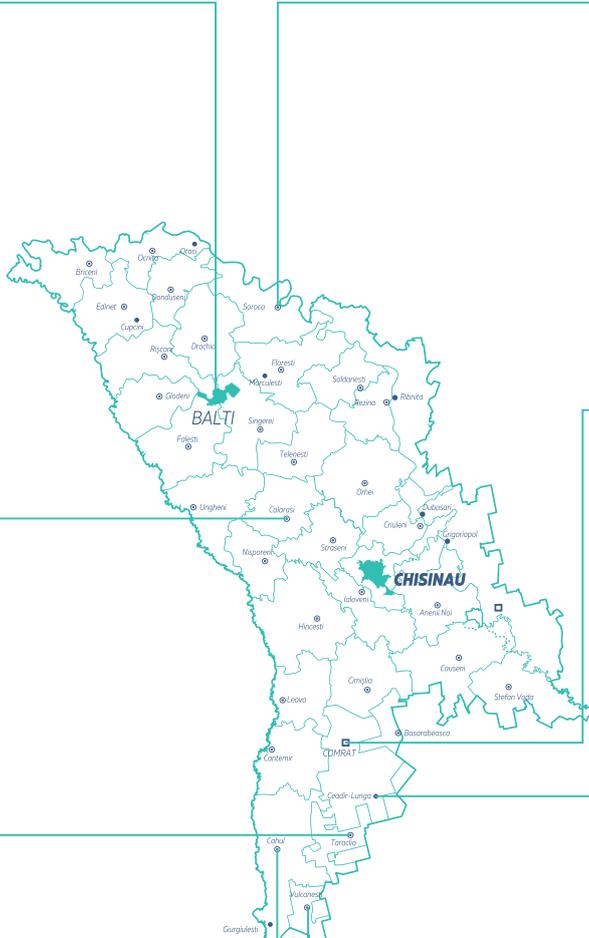


Free Economic Zones Greenfield



300 ha

Free buildable area in FEZ with available masterplans



Greenfield

FEZ BĂLȚI

Owner: Public

Total area: 136 ha | Free buildable area: 85 ha

Land price: **3.5 EUR/m²**



Greenfield

CĂLĂRAȘI

Owner: Public

Free buildable area: 32 ha

FEZ Ungheni-Business

Land price: **0.15 EUR/m²**



Greenfield

TARACLIA

FEZ TARACLIA

Owner: Public

Free buildable area: 33 ha

Land price: **0.65 EUR/m²**



Greenfield

CAHUL

Owner: Public

Free buildable area: 23 ha

FEZ Balti

Land price: **0.15 EUR/m²**



Greenfield

SOROCA

Owner: Public

Free buildable area: 17.6 ha

FEZ Ungheni-Business

Land price: **1.5 EUR/m²**



Greenfield

COMRAT Subzone

Owner: Public

Free buildable area: 40 ha

FEZ Valkanes

Land price: **1.5 EUR/m²**



Greenfield

CIADÎR-LUNGA

Owner: Public

Free buildable area: 42 ha

FEZ Valkanes

Land price: **0.65 EUR/m²**



Greenfield

FEZ VALKANES

Owner: Public

Free buildable area: 20 ha

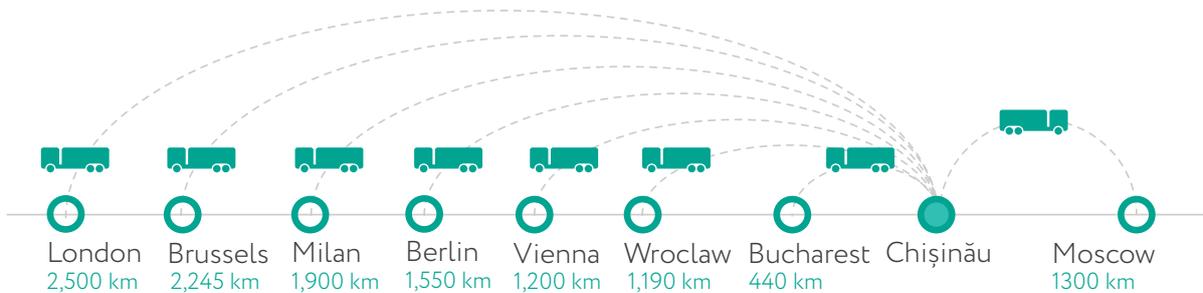
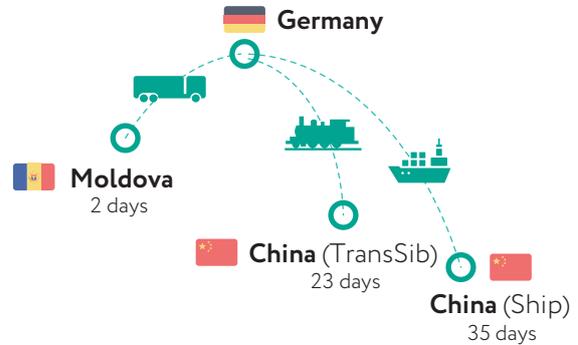
Land price: **0.65 EUR/m²**

Nearshoring Location

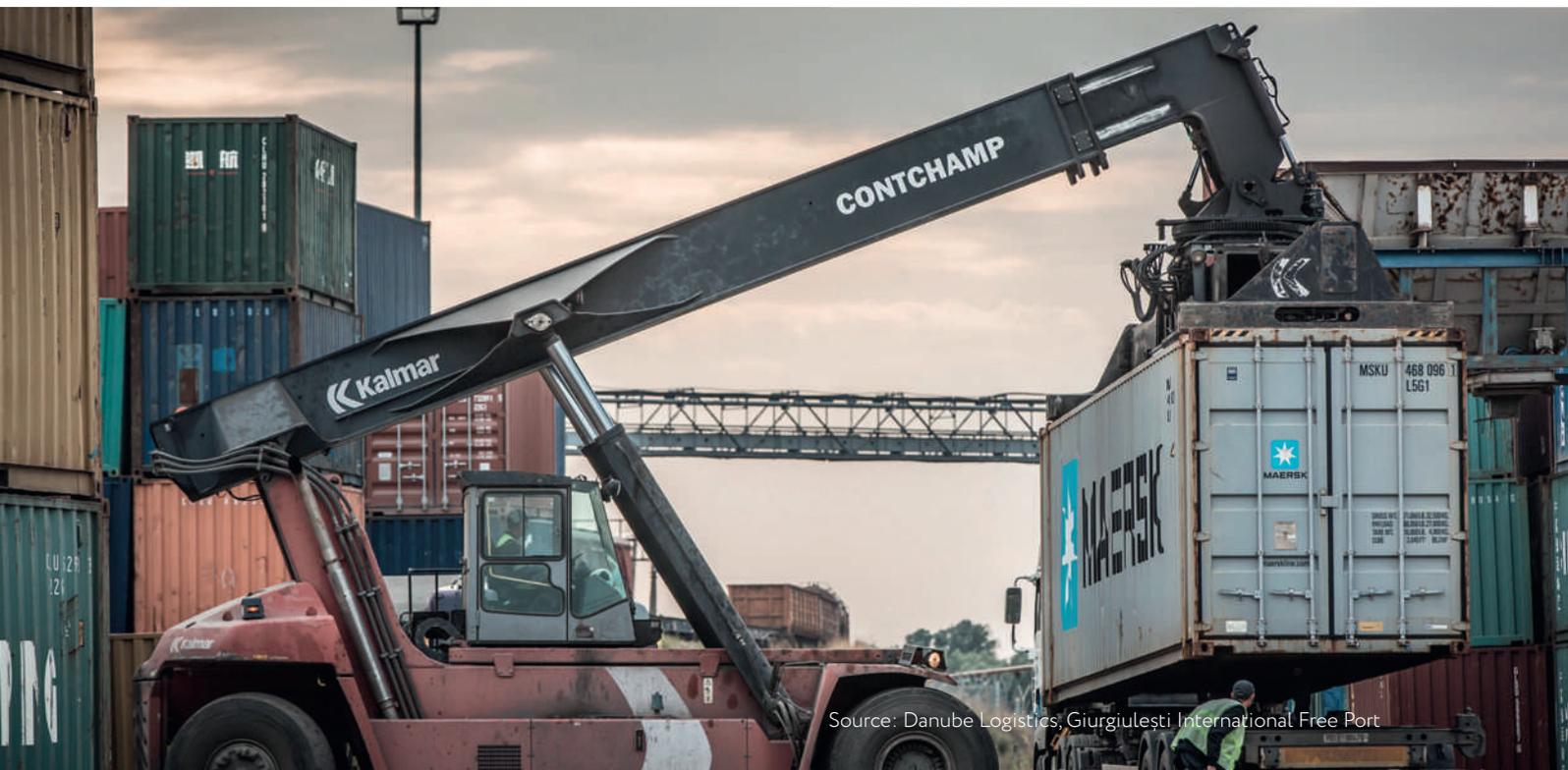
The outstanding location of Moldova and a good transportation infrastructure provides easy access to both CIS and European Countries. The excellent location enables just-in-sequence and just-in-time delivery of goods. Considering Germany, it takes 2 days for truck deliveries.

The longest Pan-European Corridor is passing through Moldova. Railway and road corridor IX from Helsinki (Finland), St. Petersburg (Russian Federation), Gomel (Belarus), Kiev (Ukraine), Chişinău (Moldova), Bucharest (Romania), Dimitrovgrad (Bulgaria), and Alexandroupoli (Greece) – crosses the country from North to South, linking it to key trade partners.

Transportation time



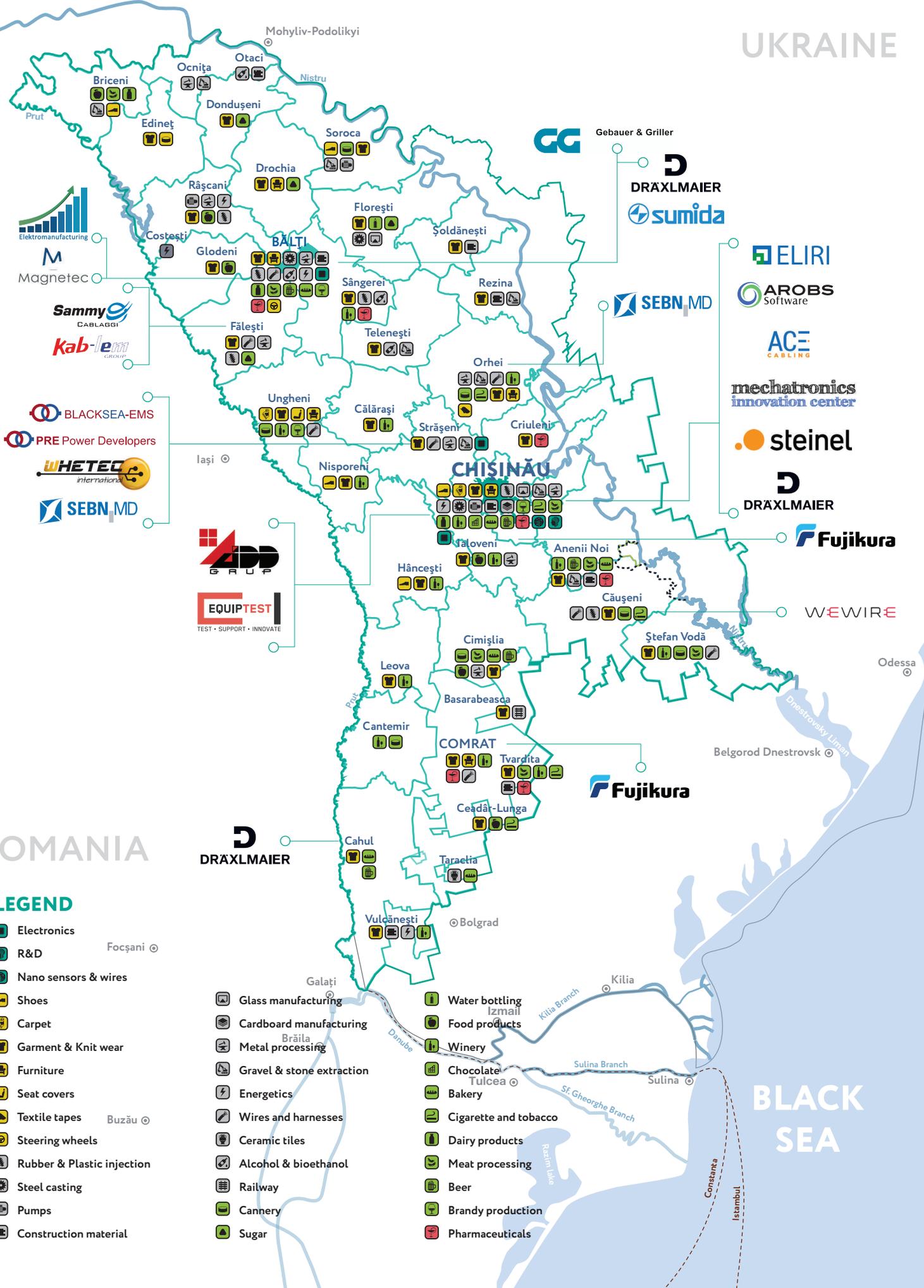
Moldova is also linked to Corridor VII (Danube from Passau-Germany to the Black Sea) through the Giurgiulesti International Free Port (GIFP), situated at km 133.8 of the River Danube, direct sea/river-borne transshipment and distribution point to and from Moldova. A regional logistics hub on the border of the EU with access to road, rail, river, and sea. GIFP offers container, bulk, oil terminals, and forwarding services.



Source: Danube Logistics, Giurgiulesti International Free Port

Success Stories & Industrial Competences

UKRAINE



ROMANIA

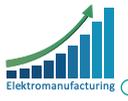
BLACK SEA

LEGEND

- Electronics
- R&D
- Nano sensors & wires
- Shoes
- Carpet
- Garment & Knit wear
- Furniture
- Seat covers
- Textile tapes
- Steering wheels
- Rubber & Plastic injection
- Steel casting
- Pumps
- Construction material

- Glass manufacturing
- Cardboard manufacturing
- Metal processing
- Gravel & stone extraction
- Energetics
- Wires and harnesses
- Ceramic tiles
- Alcohol & bioethanol
- Railway
- Cannery
- Sugar

- Water bottling
- Food products
- Winery
- Chocolate
- Bakery
- Cigarette and tobacco
- Dairy products
- Meat processing
- Beer
- Brandy production
- Pharmaceuticals



Elektromanufacturing

Magnetec

Sammy

Kab-lem

BLACKSEA-EMS

PRE Power Developers

WHETEC

SEBN MD

ADD GROUP

EQUIPTEST

TEST · SUPPORT · INNOVATE

CG

Gebauer & Griller

DRAXLMAIER

sumida

ELIRI

AROBS Software

ACE CABLES

mechatronics innovation center

steinel

DRAXLMAIER

Fujikura

WEWIRE

Fujikura

DRAXLMAIER

Focșani

Buzău

Bolgrad

Galați

Brăila

Kilia

Sulina

Sulina

Constanța

Istanbul

Odessa

Belgorod Dnestrovsk

Mohyliv-Podolikiy

Ocnita

Otaci

Briceni

Edineț

Dondușeni

Râșcani

Costești

Glodeni

Fălești

Ungheni

Iași

Nisporeni

Călărași

Strășeni

Nisoreni

Șoldănești

Rezina

Orhei

Criuleni

Ștefan Vodă

Căușeni

Hâncești

Leova

Cantemir

Basarabeasca

COMRAT

Tvardita

Ceard-Lunga

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Șoldănești

Rezina

Orhei

Criuleni

Ștefan Vodă

Căușeni

Hâncești

Leova

Cantemir

</



“ In 2010, Gilat had decided to come to Moldova. What had Gilat found? Highly qualified and enthusiastic colleagues, a friendly environment and a government that had pledged to continuously support the IT industry. This became the right formula for building one of the best Gilat’s offshore R&D operations.”

Alexandru Andronic,
General Manager Gilat, Moldova

“ Back in 2005 we came to Moldova to evaluate the possibility of manufacturing electronics here and have actually discovered many pro arguments, including: experience in electronics industry, qualified and/or willing to qualify workforce, openness to collaborate, Latin writing, convenient costs and last but not least, a positive atmosphere for foreign investors.

We just started off and... more than 10 years of Steinel production in Moldova have already passed, certainly not without the necessary investment in technology and personnel training. The result is obviously positive: high quality products, skilled and responsible employees, a legislation adapting to the requirements of the market economy. The decision turned out to be a good one. Dankeschön Moldova!”



Victor Hoffman,
Steinel Electronic SRL



“ When entering new markets, we seek talented people, eager to make a difference in the communities they live in. We have found well-grounded specialists in Moldova with good technical skills, whose passion for innovation comes together with the desire to reshape the world. They are now part of our team, developing solutions for one of the most important companies in the automotive, home automation, intellectual property, travel or pharmaceutical industries. We dream big for Moldova, therefore we will continue the investments here and will be your business ambassador for other potential investors.”

Vicu Oprean,
CEO, Arobs

“ In the light of foreseeable strong growth in our business fields, especially in the e-mobility and renewable energy business units, we came to Moldavia for the first time in February 2019 in order to search a new location for assembly activities. We were positively surprised about the country with many motivated and well skilled people and within one year and the active support of the Moldavian Investment Agency, GIZ Moldova and FEZ administration in particular, we were able to start our production in April 2020. Thanks to the well qualified and engaged employees, the development of the plant in Balti continues almost as planned, despite the considerable restrictions caused by the corona virus.

As an established supplier in the strong growing markets of eMobility, safety and renewable energies, we offer technologies as an expert for nanocrystalline toroidal cores and wound components that enable our customers to operate successfully in their markets and create added value as well as a sustainable protection of our environment.

We as a company stand for quality, reliability, flexibility, speed and customer orientation. Our corporate culture with flat hierarchies based on trust and partnership is highly appreciated by our customers, suppliers and employees. Due to the positive development, we plan further investments and the transfer of some purchasing-, engineering- and development-activities into this location, partly with worldwide responsibility for the MAGNETEC Group.

MAGNETEC continues to grow and we welcome all suppliers, cooperation partners, employees and customers, who want to accompany us on this path.

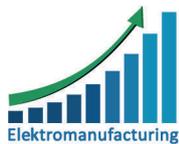
Marc Nicolaudius,
Managing Director, Magnetec group



“ The growth of our company in the Netherlands (PR-Electronics) motivated us to find additional location to produce power modules for electrical vehicles fast charges. Since 2017, we are fully operational in Moldova. Located in the Free Economic Zone Bălți (subzone Strășeni), we succeeded to tap into key advantages and incentives offered by FEZ.”



Menno Kardolus,
CEO, BlackSea-EMS



“ As a contract manufacturer of inductive electronic components, modules and electrical assemblies we successfully operate since 2013. In the Republic of Moldova we discovered an investment area with a high potential. We have found flexible labor market. Our professional cooperation with the government and local authorities is very productive. Moldova has an attractive and open fiscal policy and legislation base. This supports sustainable growth and extension of our business. We are open for new business opportunities and challenges.”

Oleg Burlacu,
General Manager, Elektromanufacturing SRL

“ We opened a joint venture in Moldova in 2018 because of the incentives of the IT Park legislation. Now we have 16 programmers and hardware engineers and we are growing fast. We think it is a great incentive for developing the IT business and attract investment in Moldova.”



Mihai Murgulescu,
Co-Founder, Mechatronics Innovation Center



“ We operate in Moldova since 1992, and the core of our business is Electronics Design and Embedded Programming. We can stay competitive in a tough market thanks to our engineers. The engineering and programming school in Moldova is at least on par with the major European countries so we never lack talented and engaged personnel.”

Nicu Roman
Technical Director, AFN Systems

“ ADD Group is a high-tech company from Moldova that design and manufacture bechmarking smart metering solutions. Our company covers the full range of manufacture process, from the product development to the costumer support.



With genuine Moldova origin, we became a global company operating in more than 27 countries and supplying circa 6 million smart meters worldwide. Our team in Moldova acts as a key enabler for our globalization process having a complete range of competencies for the electronic sector.”

Ruslan Casico,
Head of Sales and Marketing, ADD Grup

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

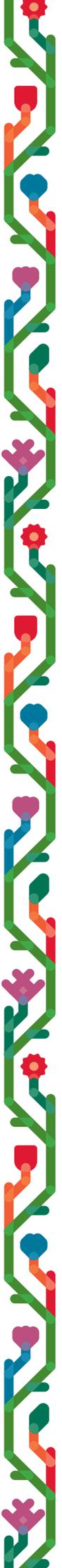
Economic Council to the Prime Minister of the Republic of Moldova

- 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)



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

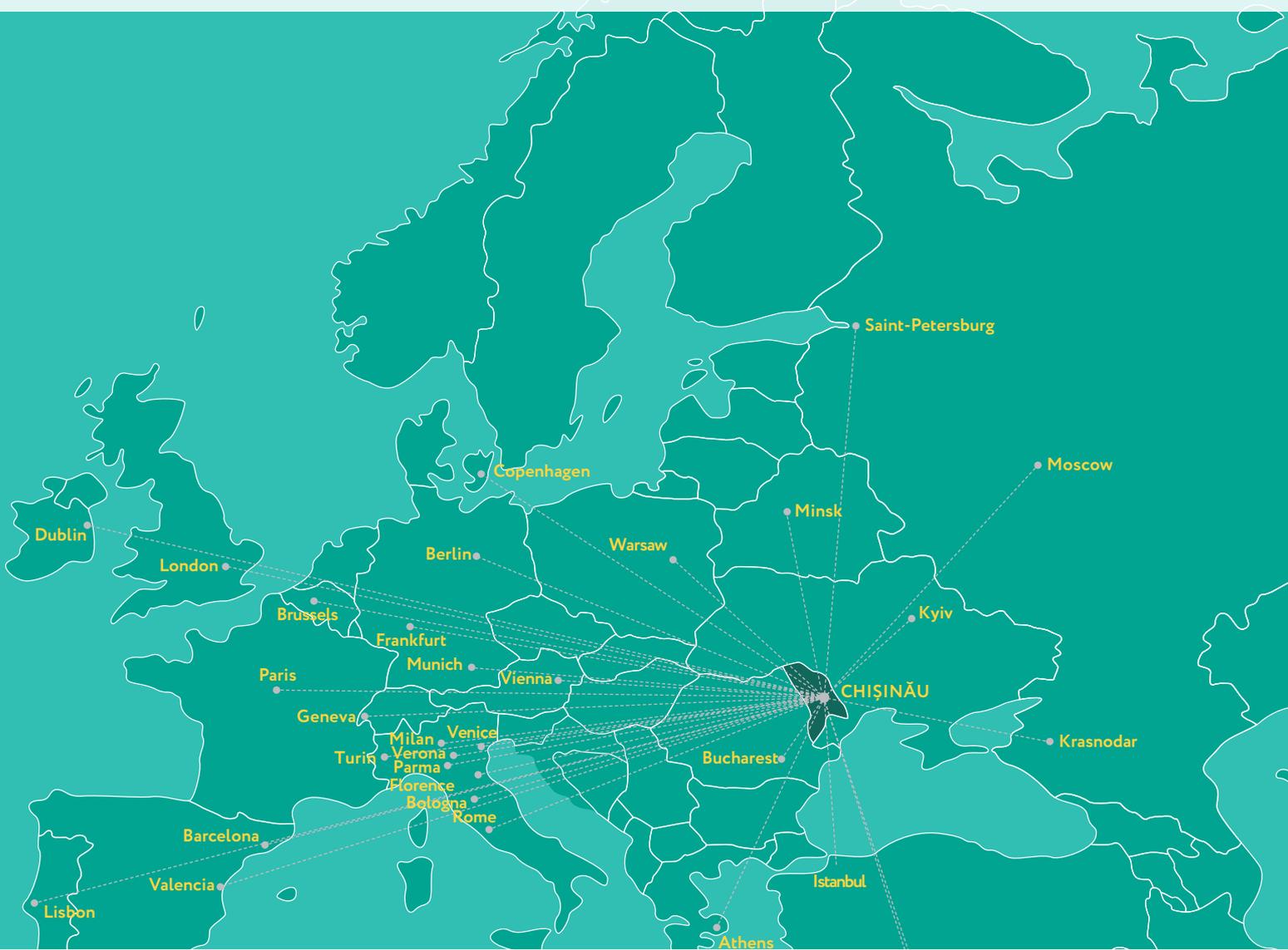
We provide tailored services for potential investors throughout the investment decision process. We also support existing investors in extending their operations.

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.



Swiss Agency for Development and Cooperation SDC
Agenția Elvețiană pentru Dezvoltare și Cooperare
Швейцарское управление по развитию и сотрудничеству

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