

## R&D Investment Profiles


Republic of Moldova

# Key facts

  
Name:  
**Republic of Moldova**

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

  
Population:  
**2.68 million, 2019**

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

  
Language:  
 **Romanian (official)**  
Other spoken languages:  


  
Currency MDL:  
**1 EUR = 19.4 MDL**  
July, 2020

Doing Business  
Rank, 2020 **48**

Employment  
rate, 2019 **40.1%**

Inflation rate,  
june 2020 **4.23%**

GDP per capita  
at PPP, 2019 **\$13,574**

GDP current  
prices, 2019  
billion **\$10,262**

R&D



2019/2020

  
NO. OF EMPLOYEES BY PROFILE

**2767**  
Researchers

**275**  
Technicians

**510**  
Auxiliary staff

**506**  
Other

  
RESEARCHERS BY SCIENTIFIC FIELD

**1018**  
Natural sciences

**339**  
Medical sciences

**352**  
Agricultural  
sciences

**403**  
Engineering and  
technological science

**393**  
Social sciences

**262**  
Humanitarian  
sciences

**7%**

UNIQUE TAX ON TURNOVER IN IT VIRTUAL PARK



research and experimental  
development on biotechnology  
(72.11)\*



other research and experimental  
development on natural sciences  
and engineering (72.19)\*



Manufacture of electronic  
components (26.11)



specialised design activities  
(74.10)\*

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

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# R&D in the Republic of Moldova

## Sector Overview

Moldova can be your Research and Development platform - boosting your product development and speeding up the product launch.

Considering that there are already existing hubs for automotive and agritech industries (either in partnerships with academia or private companies), R&D and engineering services is expected to be the best performing segment, which will post a 5-year CAGR of 12.24% to reach \$30.94 million in 2024.

Source: IDC, 2019.

From the world's longest nanowire or the world's first nanostructures micro-submarine, Moldova innovation is impacting research and product development globally. Companies are currently assembling international-quality research teams here at highly competitive costs with strong and committed governmental support for R&D.

Moldova foster innovation via boosting private investments in R&D, stimulating innovative activities and technology transfer from universities and research centers to the production sector and accelerating the application of innovations in the current activities of enterprises, so that they acquire better technologies and improve the manufacturing process.

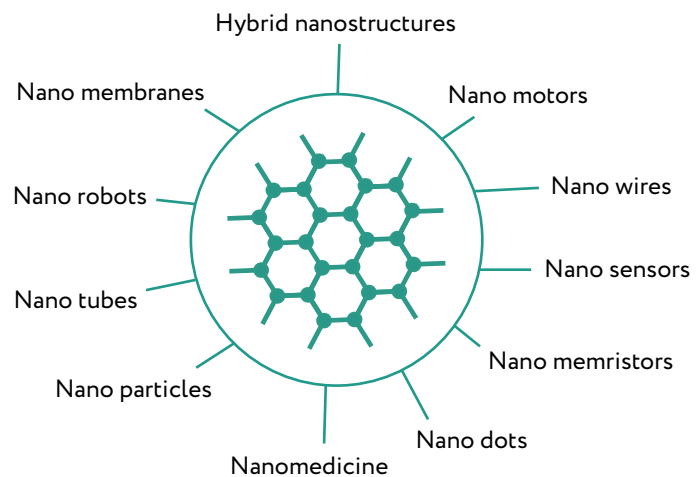
The country's intellectual and innovative capital represent a trusted source for R&D. The university system of Moldova is developing talented and world class technical professional that can stimulate innovation creation. Moldova offers a collaborative ecosystem for R&D including 11 Public Research Institutes, 8 innovation incubators, one Science and Technology Park. Alongside these platforms, Moldova offers a unique incentive – 7% tax on turnover for IT Virtual Park residents carrying out R&D in natural sciences, engineering and biotechnology. The National Agency for Research and Development of Moldova (NARD) acts as the central R&D public authority under the Government, ensuring quality and efficiency for the implementation of national priorities in R&D. All these entities have an important role to play in accelerating technology transfer and encouraging partnerships with the private sector to develop and assimilate innovation.

The Republic of Moldova is ranked 58 out of 129 countries in the Global Innovation index 2019. Research and development expenditure (% of GDP) in Moldova was reported at 0.24 % in 2019.

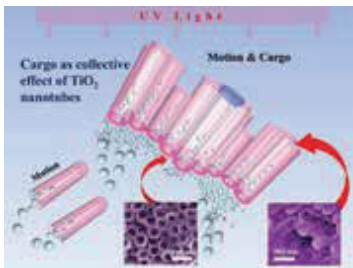
# Moldova Research & Development in Nanotechnology

## The Center for Nanotechnology and Nanosensors

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

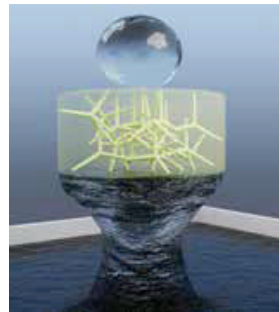


## Did you know that?



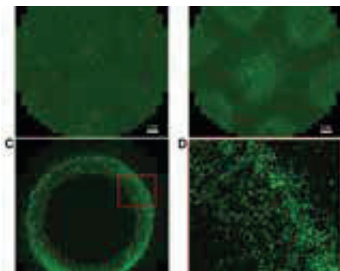
The first nanostructured micro-submarine exhibiting both light-driven motion and cargo capabilities has been invented by Moldovan researchers. The micro-submarine consists of arrays of TiO<sub>2</sub> nanotubes working as nanoengines under UV illumination.

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



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 aerogal-nite (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>



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>

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

# AFN (MECHATRONICS)

AFN was founded in 1992, as a company that provided Industrial Automation (electronics design, embedded systems programming, software systems programming). MECHATRONICS was founded, and is part of the same group of companies as AFN SRL. Mechatronics Innovation Center is developing complex components or equipment for customers in the medical technology field.

## MANAGEMENT AND OWNERSHIP

CEO: Nicu Alla

AFN Ownership:  
NICU ALLA (87,50%),  
VICTORIA NICU (12,50%)

MECHATRONICS Ownership:  
NICU ALLA (50%),  
MECHATRONICS INNOVATION  
CENTER SRL (50%)

Location:  
Republic of Moldova, Romania

Main serviced markets:  
Moldova (AFN SRL), Romania,  
Germany, Switzerland, USA  
(MECHATRONICS)

Working Languages: Romanian,  
Russian, English, Russian, German,  
Italian, Spanish

Serviced Languages: English

# mechatronics innovation center

## KEY INDICATORS

USD	2015	2016	2017	2018	2019
Turnover	1,081,872	193,630	185,319	375,611	560,422
Profit	298,700	(16,615)	(58,011)	157,793	56,538
No. of employees	36	30	26	27	13

## INFRASTRUCTURE

**Office space:** 550m2 (private property) of offices and production halls.

**IT Infrastructure:** 25-30 Units. Server (Microsoft license); License software in electronic design – ALTIUM DESIGNER.

## TECHNICAL SKILLS/EXPERTISE

C (EMBEDED); C++ (EMBEDED + applications); C#;  
WINDOWS, ANDROID, LINUX; SQL server;

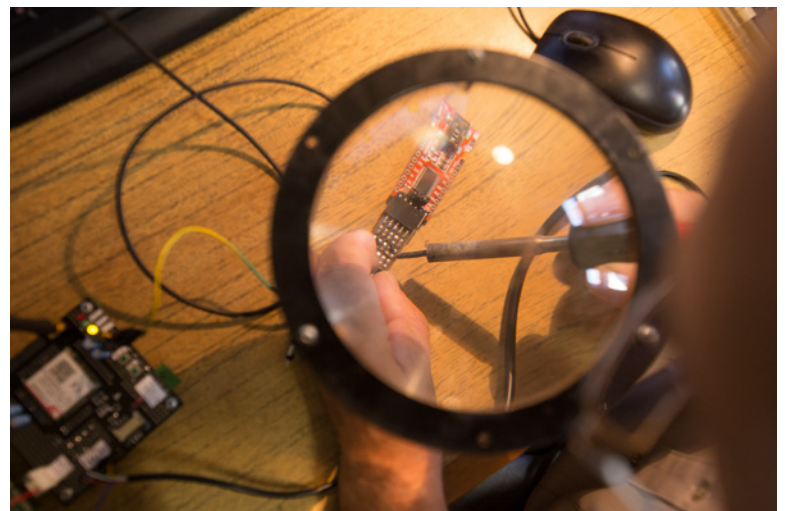
Knowledge working with CAN Open; MOD-Bus, Profi-Bus; TDD, DDD, Clean Code;

Various platforms like Texas Instruments, STM, Renesas, Freescale.

## SERVICES

- Embedded software development;
- PC software development;
- Electronical components design;
- Mechanical parts design;
- Design and CAD modeling;
- Designing datasheets and product Specifications;
- Project management;

The companies can also offer an ALL-INCLUSIVE consulting for the Client.







## HUMAN RESOURCES

AFN's team consists of young engineers, with practical training and experience in Germany, through the Erasmus program.

- 1 Project Manager
- 3 electronic engineers (2 senior- level)
- 20+ year of experience
- 8 programmers (3-Senior, 3-middle, 2-junior level).

The Technical University of Moldova has proved itself a pro-active partner in recruiting young engineers even before gaining their Master's degree.

## PROCESS

The whole process of production of AFN and MECHATRONICS is based on ISO 13485 Standard (Medical devices – Quality management systems). Also, the company can adopt the standardization processes of the client.

## AGILE

AFN and MECHATRONICS are very adaptable to the client's needs, processes and standardizations.

For medical devices sector you cannot be 100% AGILE. For non medtech the company provides agile services.

## PRICE POSITIONING

The company has a middle price policy for the region.

20-30 Euro/hour depending on the skills involved and the size of the project.

## CLIENT APPROACH

Customer oriented.

The reaction time to complaints is standardized internally (3 days). For "problem" removal – 2 weeks.

Very open to any verifications from the client side.

## INNOVATION

The group has a STATE OF THE ART work.

## CLIENT PORTFOLIO

JK-Holding GmbH

Seleon GmbH

## INVESTMENT OFFER

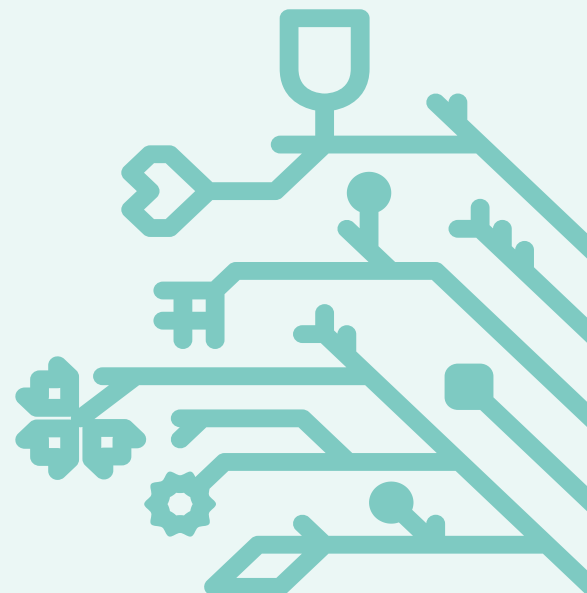
### GOAL

The company is interested in Partners Attraction, in order to invest in:

- Certifications and Marketing;
- Transfer of expertise;
- Sales Support.

### OUR COMPETITIVE ADVANTAGES

- Qualification and Expertise in Medical Tech;
- Competitive prices;
- Young engineers, with practical training and experience in Germany;
- Successful projects for different markets like Germany, USA, Japan, Switzerland;
- Experience in medical technology.



### Contact Person

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Project Director

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# ELIRI JSC

ELIRI was founded in 1995. Initially, research and development work was carried out here to develop and introduce new types of products based on microwires. Currently, ELIRI is a company that is specialized in the production of customized micro and nanowires and products based on them. Also ELIRI's R&D activity is related to nanoelectrodes and nanowires, including thermic, chemical and mechanical treatments.

## MANAGEMENT AND OWNERSHIP

CEO: Marcel Varlan

Ownership:  
PRIVATE (100%)

Location:  
Republic of Moldova (Chisinau)

Main serviced markets:  
Japan, South Korea, China, Russia, Israel, EU countries, USA

Working Languages: Romanian, Russian, English, Polish, Lithuanian, etc.

Serviced Languages: Romanian, Russian, English, Polish, Lithuanian, etc.



## KEY INDICATORS

USD	2015	2016	2017	2018	2019
Turnover	192,810	122,764	145,144	140,817	357,621
Profit	15,311	(30,328)	(60,057)	41,883	45,081
No. of employees	45	45	35	33	28

## INFRASTRUCTURE

**Office space:** 600m<sup>2</sup> + extension potential.

**Production spaces:** up to 5000m<sup>2</sup>.

## TECHNICAL SKILLS/EXPERTISE

ELIRI works in the field of new materials and technologies, which are essential in the development of new products. These technologies provide a high technical level and competitiveness of products developed according to the technical requirements of customers.

**Microelectronics expertise** - development of technical solutions for operations in space and aggressive environments (mines, submarine and aerial).

**Nanotechnology expertise** – sensorial technical development for monitoring vital activity parameters (temperature, breathing, etc.). Microwires and nanowires can be produced both in small - custom made series or in bigger industrial quantities. ELIRI has strong experience and very good technical possibilities of post processing of fine wires, including thermic, chemical and mechanical treatments.

Further integration into sub-systems is also possible, including the possibility of micro high-precision winding for microsensors production.

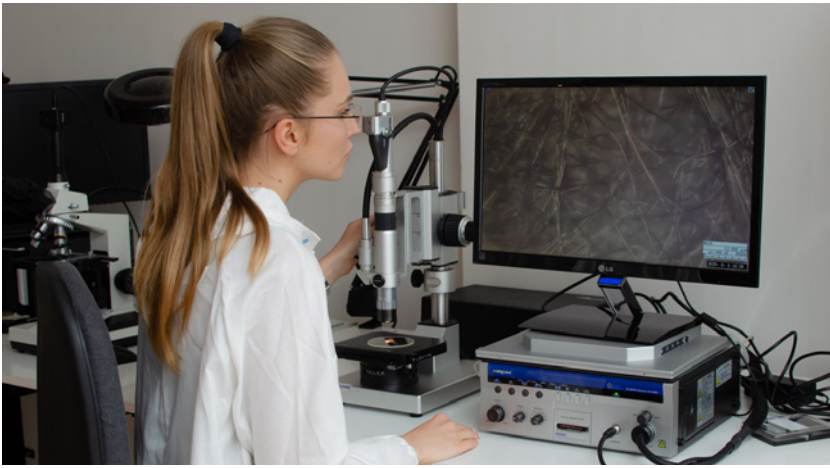
The company has developed the production of cast microwires in glass insulation with a core diameter from less than 1 µm to tens of µm.

ELIRI is working in accordance to standards imposed by customer, as usually they are stricter than the ISO, etc.

## PRODUCTS

- Micro-coils and sensors;
- Microwires;
- Nanowires;
- In terms of production, R&D and post-integration.





## HUMAN RESOURCES

70% - Engineering senior specialists (5-8 years of experience) with diverse expertise (chemical engineer, electronics engineer, mechanical engineer).

## PROCESS

Very flexible approach on the processes strongly related to the projects, i.e. ON THE SPOT.

Working with AMAZON platform through Romania portal.  
Fast delivery, within 2 weeks.

## AGILE

The company is SUPER AGILE. "Order-product development" duration – up to one week.

Delivery within the EU – 24h, USA – 48h (both via air).

## PRICE POSITIONING

Flexible, according to quantities and application.

## CLIENT APPROACH

ELIRI provides high-quality services in line with customer requirements, ensuring a high degree of professionalism to analyze the requirements of the orders taken over.

There are 2 dedicated sales persons plus sales head.

Direct client's contact through sales platforms and professional networks (LINKEDIN).

The whole communication with the client is managed mainly remotely.

## INNOVATION

The company is open to research proposals. The advantage is that ELIRI has the resources to conduct experiments in fields related to microwires and their derivatives. Employees of ELIRI have the experience and knowledge required to carry out research and development activities for new products.

There is a "2-way innovation" – in-house innovation and client-based innovation.

In-house innovation is mainly related to super conductors' development.

## CLIENT PORTFOLIO

Medicine and microelectronics for one of the biggest medical and environmental operators in USA and Israel.

### Client groups:

Medicine and microelectronics, advanced sensors sectors (location and positioning, magnetic field and integrated sensor suits).

## INVESTMENT OFFER

### GOAL

To create co-partnerships in order to develop products and solutions, based on joint ideas, experience, expertise and efforts. The most relevant partnerships must be oriented on partnering up with companies from Health Care, Aerospace and Microelectronics sectors.

ELIRI is looking for partnerships in order to develop export activity/operations. The most interesting partnerships are to be based on complex and integrated projects related to microelectronics and nanotechnologies.

### OUR COMPETITIVE ADVANTAGES

– ELIRI's experience is one of the rarest, so that 5-10 companies globally can provide such an integrated Niche Expertise and Experience;

– Highly qualified team of 10 engineers in R&D department;

– AGILE approach on the whole process (R&D, Production, BPO);

– Extensive and niche experience in R&D by differentiation of technologies.

– R&D is strongly related to ELIRI's production experience. Moreover, there is the implementation of new industrial standards (on equipment and methodologies) oriented on processes (R&D – Production – Quality Inspection – Packaging).

### Contact Person

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General Manager

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# GARAGE LAB

GARAGE LAB is a start-up accelerator that develops ideas for innovative devices and brings them into action. The GARAGE team has designed Lobster Freediving Weight, which immediately caught the free divers' attention from all over the world and even helped in setting new world records.

## MANAGEMENT AND OWNERSHIP

CEO: Logvinenco Serghei

Ownership:  
LOGVINENCO SERGHEI (100%)

Location:  
Republic of Moldova (Chisinau)

Main serviced markets: USA, UK, Asia, Italy, France, Germany, North and South Korea

Working Languages: Romanian, Russian, English.

Serviced Languages: Romanian, Russian, English.

### Contact Person

**Serghei Logvinenco**  
CTO

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## KEY INDICATORS

USD	2017	2018	2019
Turnover	23,508	54,425	75,312
Profit	(2,456)	13,183	22,230
No. of employees	8	13	14

## INFRASTRUCTURE

**Office space:** 100m2;

**Production spaces:** 150m2, 3D printers, 3D Scanner, CPU Machine.

## TECHNICAL SKILLS/EXPERTISE:

**Software Development:** Python, C, C++, Assembler

**Hardware Development:** 3D Design, 3D Animation

## SERVICES:

**LOBSTER Freediving Weight** - the World's first adjustable weight system for long underwater dives;

**SONR** - The world's smallest underwater communicator allowing swimmers and triathletes to progress faster than ever.

## HUMAN RESOURCES:

1 Designer 3D; 1 Animator 3D; 2 Project manager; 3 Hardware Developers (7+ years experience); 2 Software Developers (7+ years experience)

**PROCESS:** Bitrix and Internal Guide

## PRICE POSITIONING:

**LOBSTER** - from 139.99EUR, **SONR** - from 149.99EUR

**CLIENT APPROACH:** The communication with the client is mainly made by the Account Manager - for B2C clients, via emails, messengers.

**INNOVATION:** Innovations always come from inside the company.

**CLIENT PORTFOLIO:** B2B - Sport Federations, Sport Clubs, Sporting on-line Stores. B2C - free-divers.



## INVESTMENT OFFER

### GOAL

Finding new clients; Investment attraction in reaching new segments.

### OUR COMPETITIVE ADVANTAGES

- Innovative products - LOBSTER and SONR;
- New Solutions for an old problem;
- Swimmers using company's products achieve their results 20% faster than those using conventional methods.

# NOROC CONSULTING

Noroc Consulting SRL is one of the most modern and successful design companies in oil, gas and automotive industry in Moldova. The office is located in Chisinau, Moldova.

Noroc Consulting SRL offers engineering services such as structural, piping, mechanical design, 3D modeling, strength calculations, manufacturing and assembling drawings, 3D modeling from point clouds of any scanned objects or areas for very competitive price.

## MANAGEMENT AND OWNERSHIP

CEO: Aurel Stroncea

Ownership:  
AUREL STRONCEA (100%)

Location:  
Republic of Moldova (Chisinau)

Main serviced markets:  
Norway (85%), Denmark, France, Spain, Netherlands - 15% all together

Working Languages: Romanian, Russian, English

Serviced Languages: Romanian, Russian, English

## KEY INDICATORS

USD	2015	2016	2017	2018	2019
Turnover	90,596	51,497	29,941	262,094	291,531
Profit	36,727	10,509	(6,081)	171,501	184,450
No. of employees	6	5	6	7	7

## INFRASTRUCTURE

**Office space:** 100m2 organized in 3 office spaces and a meeting room.

**IT Infrastructure:** 7+ units; Internal Server; 2 Optic fiber internet channels; Firewall.

**TECHNICAL SKILLS/EXPERTISE:** Structural, Piping, Mechanical Design, 3D Modeling, Strength Calculation, Manufacturing and Assembling Drawings.

**SERVICES:** CAD design; 3D structural, piping, mechanical design, 3D modeling from points cloud, paper to CAD.

**HUMAN RESOURCES:** 3 Engineers and 7 employes (4 are senior 5+ years of experience)

**PROCESS:** The company adapts to the client's framework.

**PRICE POSITIONING:** Very competitive.

**CLIENT APPROACH:** Sales and Customer Acquisition are mostly done by the PM/Owner. Every Client has a project manager and the communication goes through email, official letters, notifications etc.

**INNOVATION:** NOROC CONSULTING always come with some suggestions/innovations for the client.

**CLIENT PORTFOLIO:** COSL, Westcon Yard, Roxel Aanestad, Semco Maritimes and others.

**Client groups:** Engineering Companies; Oil and gas.



## INVESTMENT OFFER

### GOAL

Partnerships/clients in Engineering Companies; Oil and gas.

### OUR COMPETITIVE ADVANTAGES

- Experience working internationally;
- High- Quality Services;
- Experienced team and expertise;
- Compliance with the delivery terms.

### Contact Person

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Managing Director

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# INTEXNAUCA

Founded in 1989, Intexnauca S.A., specializes in system integration and supply of a wide range of computer equipment to corporate clients and individuals in the Republic of Moldova. Also, the company is operating in the civil engineering sector. ITN is providing a wide range of services including: feasibility studies, engineering surveys, preliminary and detailed design, bill of quantities and cost estimates, technical specifications for construction works, construction supervision and any appropriate professional services.

## MANAGEMENT AND OWNERSHIP

CEO: Șandrovschii Veniamin

Ownership:  
PRIVATE (100%)

Location:  
Republic of Moldova (Chisinau)

Main serviced markets:  
Italy, Germany, Ukraine

Working Languages: Romanian, Russian, English

Serviced Languages: Romanian, Russian, English



## KEY INDICATORS

USD	2015	2016	2017	2018	2019
Turnover	561,690	373,674	396,194	517,129	648,885
Profit	9,359	2,402	1,754	3,500	35,265
No. of employees	162	142	125	103	136

## INFRASTRUCTURE

**Office space:** 5 buildings, 800-900 m2.

**IT Infrastructure:** High speed Internet – 3 channels (fiber optic); 100+ units (HP, Dell); 5 plotters; Special Hardware; Special transport for field work.

## TECHNICAL SKILLS/EXPERTISE

To ensure high quality services, the company uses licensed software: AutoCAD, CREDO, IndorCAD, as well as the proper techniques of GPS for the direction of studies. Are applied advanced technical solutions, new technologies and materials.

## SERVICES

### Engineering:

- feasibility studies;
- engineering research;
- technical specifications for construction works;
- cost estimates;
- quantity lists;
- technical supervision of construction works and any other appropriate professional services;

### Banking Systems:

- Consulting;
- Integration;
- Service;

### IT-Certification:

Intexnauca is an authorized Pearson VUE testing center.

## HUMAN RESOURCES

90 Design Engineers - senior 15-20% young people. Qualified employees as designers, technicians and internal verifiers.

## PROCESS

Holding national licenses and authorizations, INTEXNAUCA S.A. operates in strict compliance with the norms and standards in force in the territory of the Republic of Moldova.

The company is Agile.

## CLIENT APPROACH

Client oriented. Understanding customer needs. The communication with every Client is made via email, official letters, notifications etc. by a Project Manager in charge.

## INNOVATION

The company is open to research proposals. The innovations are imposed by the development of the market, as the company uses international systems and software.

## CLIENT PORTFOLIO

Millennium Challenge Corporation (USA), Millennium Challenge Account Moldova, UNDP Moldova, European Bank of Reconstruction and Development, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, World Bank, USAID, CBI (Netherlands); projects under grants from the Holland Government; and dozens works under Social Investments Fund (FISM).

### Client groups:

The company's clients are private companies and public authorities, as well as national and international institutions.

- Banks
- Transport
- Telecommunications.



## INVESTMENT OFFER

### GOAL

To establish Partnerships (co-partnerships).

### OUR COMPETITIVE ADVANTAGES

- The company participated in a wide variety of large-scale national public infrastructure projects in various fields of expertise for urban and rural areas. Considering all boundary conditions and analyzing all possible alternatives ITN aims to meet client's needs.
- INTEXNAUCA S.A. executed over 1000 projects in Republic of Moldova, having a long experience of collaboration with the Social Investment Fund of Moldova in order to provide the services of design and construction of social objects, projects financed by reputable local and international institutions. «Intexnauca» S.A. is part of the list of companies posted on Central Contractor Registration (CCR).
- INTEXNAUCA is an authorized Pearson VUE testing center
- Experience and expertise, demonstrated by :
  - Over 300 industrial and civil objects;
  - Over 1000 km of roads;
  - Over 400 bridges;
  - Over 500 km of aqueduct;
  - Over 30000 ha irrigated areas;
  - Over 800 km of gas pipelines;
  - Over 200 km of electricity networks.

### Contact Person

**Veniamin Șandrovșchii**  
General Director

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# RAILTECHNIQUE

Railtechnique SRL Moldova was founded in 2006 and is part of the Railtechniek van Herwijnen Group of Companies. The company's main activity is to provide engineering, accounting and back office services to all the companies within the group. Because of Moldova's geographical location between Romania and Ukraine, Railtechnique SRL is the group's front office for the nearby region and CIS countries.

## MANAGEMENT AND OWNERSHIP

CEO: Den Hartog Gerardt

Ownership:  
VAN HERWIJNEN JURGEN  
GODERT EMANUEL (50%)

VAN HERWIJNEN MENNO  
ROELOF ALEXANDER (50%)

Main serviced markets:  
Western Europe - Germany (50%),  
Belgium, France, Netherlands  
(50% all together), some projects  
in Russia

Working Languages: English,  
Russian, Romanian, German,  
Dutch

Serviced Languages: English,  
Russian, Romanian, German,  
Dutch



RAILTECHNIQUE SRL  
MOLDOVA

## KEY INDICATORS

USD	2015	2016	2017	2018	2019
Turnover	271,501	298,922	276,423	315,734	336,162
Profit	61,253	71,516	28,483	32,441	65,474
No. of employees	13	12	13	14	13

## INFRASTRUCTURE

**Office space:** 150m<sup>2</sup>, organized in a large open space, 1 Meeting room.

**IT Infrastructure:** Local server (linked to the Group server); 13+ working stations; High speed Internet.

## TECHNICAL SKILLS/EXPERTISE

German Software: 3D CAD

SCIA (structural analysis)

1C – for Moldova's companies

SAGE and Exact Globe – for bookkeeping of other companies

## SERVICES

**Mechanical Engineering (machine building) using 3D CAD software:**

- Creating 2D and 3D lay-out drawings from sketches and specifications;
- Workshop drawing and installation drawings;
- Parts lists;
- Maintenance Manuals;
- Project Management.

**Accountancy:**

- Processing in-coming and out-going invoices, preparing reports, financial statements, balance sheets, stock register;

**Back-office UK company:**

- Telephone reception, bookkeeping, sales, purchasing and technical support.

**Other:**

- Processing of mechanics' workhours data. Normal works hours, travel hours, over time.



## HUMAN RESOURCES

-8 Engineers

-4 Bookkeepers

## PRICE POSITIONING

RAILTECHNIQUE is positioning itself as a MEDIUM + price level.

## CLIENT APPROACH

The communication with the direct client is mainly made by the Account Manager – applicable for Russia and Romania clients (because of the languages knowledge).

The direct client of RAILTECHNIQUE MOLDOVA is the mother company, who takes over the communication with the client.

## INNOVATION

Both ways:

- On client side;

- In-house.

## CLIENT PORTFOLIO

PSA Peugeot Citroën; Renson; Ronal AG; Adient; Royal Dutch Gazelle; Fokker/GKN Aerospace; GE Aviation; Sedac-Mecobel.

### Client groups:

Paint Finishing Lines

Assembly lines

Internal Logistics

Industrial Laundry Conveyors

Woodworking Conveyors

Garment Handling Systems

Laundry Handling System

Meat Processing Industry



## INVESTMENT OFFER

### GOAL


The company is interested in finding new partners.

### OUR COMPETITIVE ADVANTAGES


- Extensive know how, based on more than 60 years' experience with overhead conveyor systems (both hardware and software);
- Very large range of overhead conveyor products;
- Simple or complex, we always have the best solution for every budget;
- We continuously innovate;
- Worldwide leader in high-end conveyor solutions;
- Customer focused;
- Financially very strong and independent;
- Strong work ethic;
- Market Power;
- Inventive;
- Worldwide supplier.

### Contact Person

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CEO

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# SALONIX-TEH

The company was founded in 2000. It offers one of the largest range of products and services for industrial automation, electric and pneumatic field, develops and implements turnkey projects, in the automation of complex technological processes.

SALONIX represents a group of 4 companies:

Moldova: SALONIX-TEH and SALONIX Engineering

Romania - SALONIX International

Georgia - SALONIX Georgia

## MANAGEMENT AND OWNERSHIP

CEO: Butanu Valeriu

Ownership:  
BUTANU VALERIU (100%)

Location: Moldova, Romania, Georgia

Main serviced markets:  
Moldova, Romania, Georgia, Russia

Working Languages: English, Russian, Romanian

Serviced Languages: English, Russian, Romanian



## KEY INDICATORS

USD	2015	2016	2017	2018
Turnover	2,021,313	755,052	1,023,906	1,554,830
Profit	284,711	45,892	149,939	66,558
No. of employees	29	25	35	25

## INFRASTRUCTURE

**Office space:** 1800m<sup>2</sup> (private property) organized in 2 floors of production halls (700m<sup>2</sup>) and offices.

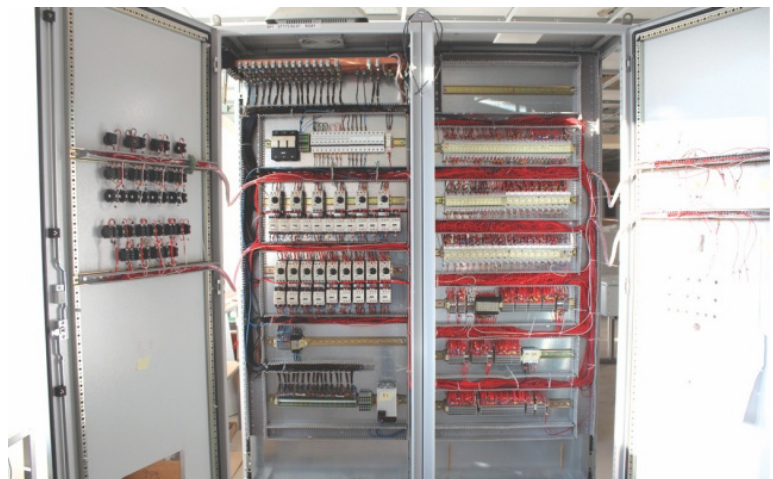
**Production Space:** A field of 1000m<sup>2</sup> (infrastructure potential extension).

## TECHNICAL SKILLS/EXPERTISE

AutoCAD, E-Plan; Special software to develop software licenses.

## SERVICES

SALONIX designs and develops projects from scratch. It has the ability to design and build electrical control panels for a wide variety of different applications. In addition to the electrical design and manufacture of electrical control systems, SALONIX can be a one stop shop for an automated solution.



## HUMAN RESOURCES

60-70% - senior; 80% - engineers with higher education;

Employees with 5+ years of experience – 60%.

## PROCESS

Quality Manual; Operating manual; FIDIC (yellow, red).

Management of complex systems, such as SEAP.RO, SALONIX.COM.

## PRICE POSITIONING

Middle.

## AGILE

The company adopts the AGILE methodology. This way it can receive the right feedback from the customer and reach the common goal right on time.

## CLIENT APPROACH

The high level of the employee's professionalism and the innovative know-how allow SALONIX to offer optimal decisions and become a competent and reliable partner for any Customer. Every Client has a project manager and the communication goes through email, official letters, notifications, etc.

## INNOVATION

The innovations are imposed by the development of the market. As the company uses international systems and software, it must develop and innovate with technologies, by trainings in-house and outside.

## CLIENT PORTFOLIO

Strabag AG (WWTP Gardabani); PASAVANT PHIFFER (WWTP Chisinau); APA-CANAL CHISINAU ; SADE VIDIA (irrigation system r. Prut); WABAG (WWTP Kashira, Russia); IMSAT MUNTENIA (irrigation system); FLOARE SA.

### Client groups:

- Food and Beverage - Automation of technological processes of production in the food industry;
- Water Treatment - Automation of technological processes of water treatment;
- Energy - Manufacture of electrical panels of any type and complexity;
- Chemical - Automation of production processes in the chemical industry;
- Building materials - Automation of processing and production of building materials;
- Solar energy - Salonix provide unique and reliable, high quality services which include all of the stages involved in planning, installing and up keeping solar energy production systems.



## INVESTMENT OFFER

### GOAL

Partnerships in Industrial Construction Industry/ Industrial Engineering.


The company is open to any form of investments/partnerships. The main goal of partnerships is to enter on a certain market. The pricing of the company is negotiated with potential investors / partners.


### OUR COMPETITIVE ADVANTAGES

- More than 20 years of Expertise and experience (FIDIC yellow and red);
- Highly qualified team of engineers (electric engineers, automation engineers, PLC and SCADA engineers);
- Top level of Clients and Providers (use equipment and components from leading European manufacturers, such as: SIEMENS, Schneider Electric, Rittal, Phoenix Contact, Tekpan, Bosch-Rexroth, Sika, Vishay, Sick, Turck, FESTO, ProMinent, LappKabel, Eaton, IFM-Electronic, Wika, etc);
- For CSI investors/partners/clients - GOST knowledge at high level;
- International presence;
- Competitive prices.

### Contact Person

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CEO

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 www.salonix.com

# MOD ENGINEERING

MOD Engineering was established in Chisinau, Moldova in 2012 with a vision to offer complete mechanical engineering solutions. Being a part of the Italian CPI-ENG group, with offices in Italy, France and Republic of Moldova – MOD Engineering is managed by highly competent professionals with 30 years of experience in the industry, which specializes in designing marine engines, aviation, industrial and mechanical transmissions, and also offers digital solutions and consulting services.

## MANAGEMENT AND OWNERSHIP

CEO: Franco Polesello

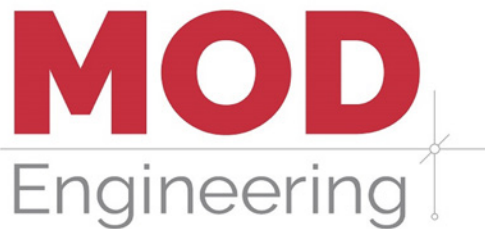
Ownership:  
BRACICH CHRISTIAN (75%),  
POLESELLO FRANCO (25%)

Location: Republic of Moldova,  
France, Italy

Main serviced markets:  
EU (Italy, France, Germany,  
Finland), Russia

Working Languages: English,  
Russian, Romanian, Italian

Serviced Languages: English,  
Russian, Romanian



## KEY INDICATORS

USD	2015	2016	2017	2018	2019
Turnover	452,577	454,372	751,453	608,130	587,100
Profit	185,924	134,675	324,966	98,650	107,160
No. of employees	12	18	19	22	24

## INFRASTRUCTURE

**Office space:** 320-350m<sup>2</sup> organized in 5 office spaces and a meeting room.

**IT infrastructure:** 30 units; Internal and External (Italy) Server with direct VPN connection; 2 Optic fiber internet channels; Firewall.

## TECHNICAL SKILLS/EXPERTISE

CAD - Creo, Autodesk Inventor, Siemens NX, Solidworks, Autocad plant 3D, etc.

PLM - 3ds Enovia, Windchill, Teamcenter

Calculation & Analysis - Promechanica, Mathworks

Operation systems - Linux, Windows, Apple, Android

Programming languages - Python, VB.net, Java, etc.

Database technologies - MySQL, SQL Server

Development platforms - NetBeans, Visual Studio, Eclipse

Web languages - Angular, HTML5, CSS3, PHP, etc.

Device platforms - ARMbed, MQTT, etc.

## SERVICES

**ENGINEERING** – MOD Engineering, along with CPI develops complete engineering solutions both for mechanical and electrical needs.

- Mechanical design
- Electrical design

**SOFTWARE DEVELOPMENT** – the expertise and professional skills of the team gives the possibility to make renderings and animations with different techniques for all static models.

## TECHNICAL DOCUMENTATIONS:

- technical documentation and manuals development (operating and maintenance manuals, assembly instructions, technical reports);
- product risk assessment and safety concepts development;
- support in technical file preparation and testing needed to achieve certification.

MOD Engineering has a wide experience related to USDD (ECKD) and ISO standards.

**SUPPLY CHAIN AND COST ANALYSIS** – the company has an increasing network of trusted supplier with whom it develops prototypes and that can follow the project industrialization. Mod Engineering can also perform cost reduction improving components engineering or making an analysis on suppliers.



## HUMAN RESOURCES

More than 90 engineers and technicians.

Mechanical Engineers – 63%; Software/Firmware Designers – 12%; Project Managers – 10%; Electrical Engineers – 7%; Simulation Specialists – 6%; Certification Specialists – 2%.

## PROCESS

ERplanner - a platform developed by the group for internal use. In House innovation.

## PRICE POSITIONING

20-40Euro/hour.

## AGILE

The company adopts the SCRUM/AGILE approach so it can provide the customer with minimum viable product increment in short sprints, this way it can receive the right feedback from the customer and reach the common goal right on time.

## CLIENT APPROACH

Sales and Customer acquisition are mostly done by the Sales Department in Chisinau. Every Client has a project manager and the communication goes through email, official letters, notifications, etc. ERplanner – a smart human resources management tool (for internal use); The next industrial generation— Industry 4.0 or simply put Digitalization—brings increased flexibility in manufacturing, along with mass customization, better quality and improved productivity.

The aim of the group is to become a loyal partner for the companies that intend to develop complex components outside their own structure. The company exempt the customer from eventual hassles by taking full care for the project beginning from the first stage, the research and consultancy until the prototype realization.

**INNOVATION** – MOD Engineering develops the product from concept design to prototyping and pre-industrialization. A team of mechanical, electronic and software engineers can develop hardware, software and control, mechatronic, hydraulic and thermic prototypes in small scale per study and validation of mathematical models. The group also can implement control systems for SISO and MIMO SYSTEMS (PID, model predictive control, LQR).

## CLIENT PORTFOLIO

ILLY, MAN, DONATONI, BIESSE, FLEX, VALMET MANGIAROTTI.

**Client groups:** Industrial Machinery; Engine and Power generation; Food and Biomedical; Oil and gas; HVAC; Aeronautics.

### Contact Person

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CEO

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## INVESTMENT OFFER

### GOAL

Partnerships in Industrial Machinery; Engine and Powergen; Food and Biomedics; Aeronautics.

### OUR COMPETITIVE ADVANTAGES

- Young and growing business, representing a strong bridge to CSI Market and managed by highly competent professionals with 30 years of experience in the industry.

- Team of 90 engineers, who are equipped with state-of-the-art hardware and software tools, including those for 3D modeling, Finite Element Analysis, and process simulation.

- Through mutual partnership and same philosophy of business CPI-ENG and MOD Engineering came up as one group focused on providing professional services to clients in the whole European region. The project is based on a synergistic cooperation with the aim of appealing to the technical and organizational knowledge and skills acquired over the years. MOD Engineering acquires and shares the know-how and the high specialization of the team together with CPI-ENG.

- MOD ENGINEERING exists to deliver excellent and competitive engineering services to customers, manage customer requests efficiently and quickly, using innovative resources while registering optimum returns on the investment.

- The mission is to become a premier design and engineering company delivering end-to-end innovative solutions that provide superior values to their clients.

- A deep understanding of the customer's interest and its non-compromising stand on the quality of work regarding International Engineering Standards.

- The business is based on values, which are: Integrity, Commitment, Excellence, Innovation.



# RESEARCH INSTITUTES IN MOLDOVA

## Institute of Chemistry

### RESEARCH AREA:

Synthesis and the study of coordination compounds with diverse useful properties and investigation of chemical processes, development of methods for the analytical control of ecosystems and of non-polluting technologies.

### RESEARCH DIRECTIONS:

Coordination compounds chemistry; organic and bioorganic chemistry; polarography; quantum chemistry; chemistry of natural and physiologically active compounds; chemistry of coordination, macrocyclic and supramolecular compounds; ecological chemistry and chemistry of adsorbents.

## Institute of Applied Physics

### RESEARCH DIRECTION:

- Fundamental and applied research into physics and physico-chemistry of condensed matter: crystalline, noncrystalline and nanostructured materials; electronics and quantum optics, design of high technologies and multifunctional electronic, optoelectronic and photonic devices.
- Fundamental and experimental research into using electricity as a catalyst in heat and mass transfer, in cavitation, in electro-floatation and electro-plasmolysis; modification of surfaces of materials by electro-physical and electrochemical methods; development of high technologies and up-to-date techniques.
- Theoretical study of quantum technologies in artificial or real atomic and opto/nanomechanical systems, respectively, the investigation of quantum coherence or quantum interference, quantum inseparability and control of quantum dissipations.

### RESEARCH ACCREDITATION PROFILE:

Condensed matter physics, physics of atoms and nuclei, photonics, materials science, electrotechnologies.

## Institute of Genetics, Physiology and Plant Protection

### RESEARCH DIRECTION:

- Genetic and molecular control of the quantitative and qualitative valorous traits; elaboration of the new principles of heritable variability extension and quantification; study of genetic and physiological diversity and plant gene pool conservation; genetic and physiological mechanisms for manipulation of the productive processes.
- Elaboration of the new principles, breeding technologies and biotechnologies; creation of plant varieties and hybrids with high productivity, quality and ecological resistance to different agricultural system; elaboration of genetic and physiological methods of optimization and providing of the production stability in intensive and organic (ecological) agriculture.



### RESEARCH ACCREDITATION PROFILE:

Genetics, physiology, biochemistry, plant breeding and protection.

### Research potential:

123 scientific researchers, including - 3 Full Members of the Academy of Sciences of Moldova, one corresponding Member, 10 Doctors Habilitate and 40 Doctors of Chemistry.



#### Contacts

 [www.ichem.md](http://www.ichem.md)  
 [ichem@ichem.md](mailto:ichem@ichem.md)



### Research potential:

153 researchers, including – 5 Full Members of the Academy of Sciences of Moldova, 1 Corresponding Member, 19 D.Sc. holders, 82 Ph.D. holders, 53 young scientists (under 35).

#### Contacts

 [www.phys.asm.md](http://www.phys.asm.md)  
 [director@phys.asm.md](mailto:director@phys.asm.md)

#### Contacts

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 [institut.gfpp@gmail.com](mailto:institut.gfpp@gmail.com)



## Institute of Geology and Seismology

### RESEARCH AREA:

Research and development activities in the field of Earth Physics with the focus in Seismology and Geology.

### RESEARCH DIRECTION:

- Seismic regime of the Carpatho-Balkanian region, seismic macro-zoning of the territory of the Republic of Moldova, seismic microzoning of urban areas, seismotectonic and geodynamics.
- Study of regional geology, lithology and stratigraphy of geological formations and minerals deposits tectonics and neotectonics;
- Hydrodynamics and regime investigations of ground water in the Republic of Moldova;
- Study of the geochemical anthropogenic processes on the territory of the Republic of Moldova, improvement of geochemical monitoring, quantitative prognosis of environmental pollution, elaboration of methods for pollution localization and reduction.

## „D. Ghitu” Institute of Electronic Engineering and Nanotechnologies

### RESEARCH AREA:

– Fundamental and applied research in the domain of exact and engineering sciences, particularly materials physics and nanotechnology and electronic engineering.

### RESEARCH DIRECTION:

- Fundamental and applied scientific research in the field of solid-state electronics, technology and engineering of materials and electronic devices, including nanodimensional research;
- Engineering of materials, structures, and electronic devices;
- Elaboration of new methods and physical principles, technologies, and advanced products for national economics;
- Research of electromagnetic radiation influence on living bodies and applied biophysical problems;

## „Vladimir Andrunachievici” Institute of Mathematics and Computer Science

### RESEARCH AREA:

Theoretical and applied mathematics, informatics and information technologies oriented towards the development of the knowledge society.




### RESEARCH DIRECTIONS:

- Fundamental studies in algebra, geometry, topology and differential equations with applications in cryptography, medicine, ecology, energetic and crystallography (quasicrystals, fullerenes, nanostructures).
- Mathematical modeling of the deterministic and stochastic dynamic processes
- Research for advanced and perspective technologies (distributed computations: methods, tools, application execution environments; molecular computations

### Research potential:

31 scientific researchers, 12 engineers and technicians. The Institute has 5 laboratories and one experimental methodical centre.



#### Contacts

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-  [cancelarie.igs.asm@gmail.com](mailto:cancelarie.igs.asm@gmail.com)




### Research potential:

The Institute has 5 laboratories: Cryogenics; Nanotechnologies; Medical Technique; Solid State Structures; Electronics of Low Dimensional Structures.

#### Contacts

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-  [imam@math.md](mailto:imam@math.md)

## Institute of Microbiology and Biotechnology

### RESEARCH AREA:

Fundamental and applied research in microbiology and biotechnology and related fields.

### RESEARCH DIRECTIONS:

- Microbial biodiversity and physiological activity of microbiocenosis in natural environments, including polluted ones;
- Conservation and efficient exploration of microbial resources;
- The use of microorganisms as biotechnological objects for the purpose of targeted synthesis of bioactive substances;
- Development of biotechnologies for the production and use of microbial bioactive preparations in various branches of human activity;
- Development of biotechnologies of the microorganisms' application in soil and wastewater remediation;

## Institute of Zoology

### RESEARCH AREA:

Research in the field of zoology, entomology, parasitology, ichthyology, hydrobiology, ecotoxicology and ecology.

### RESEARCH ACCREDITATION PROFILE:

Systematics, evolution and sustainable use of diversity of the animal world, monitoring of aquatic and terrestrial ecosystems

### RESEARCH DIRECTION:

- Study of structural-functional organization, of dynamics and evolution of animal populations and communities, development of approaches and methods of protection and rational use of animal world.

### Research potential:

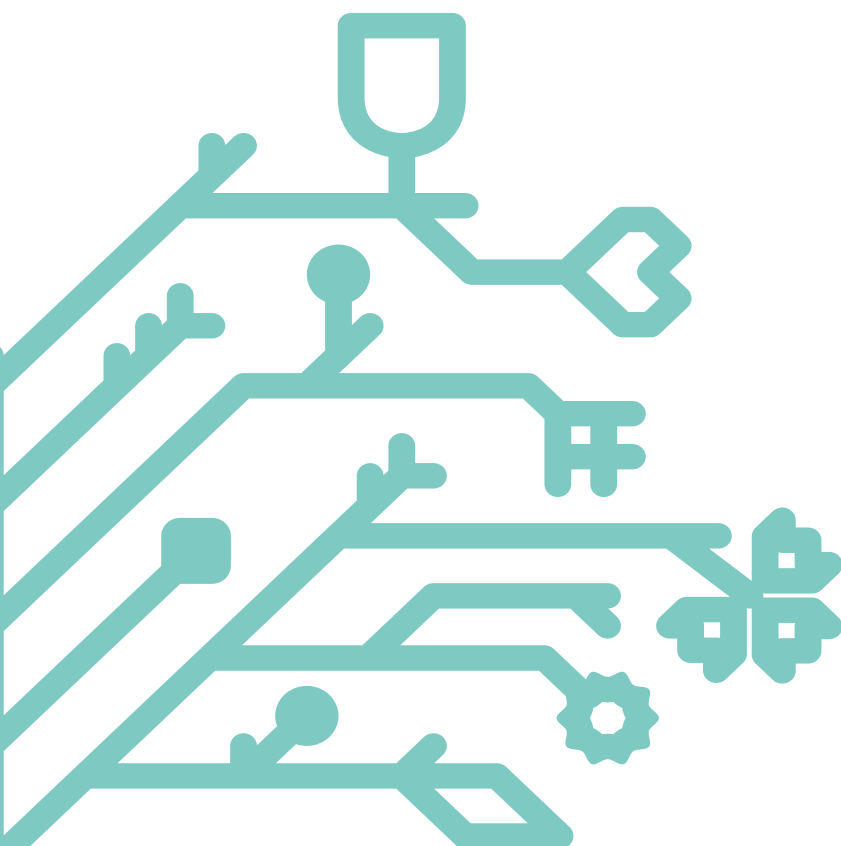
65 scientific researchers, including 5 members of of the Academy of Sciences of Moldova, Ph.D.Hab. – 11, Ph.D. – 31. The Institute has 5 research laboratories (Soil Microbiology, Phycobiotechnology, Yeast Biotechnology, Enzymology and Nonpathogenic Microorganisms).

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The Moldova Investment 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.

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