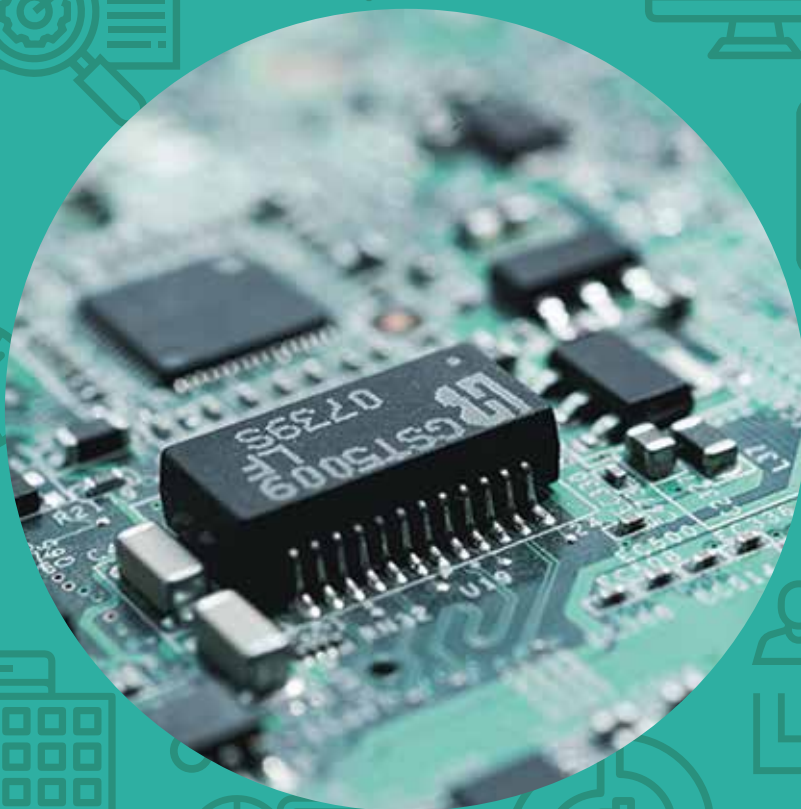


Edition 2020



# Electronics Investment Profiles

Republic of Moldova

# Key facts



Name:  
**Republic of Moldova**



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



Population:  
**3.55 million, 2019**



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



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



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

## ELECTRONICS



2019/2020

**dual** învățământul  
profesional  
tehnic dual

Dual VET System

**€ 397**  
EUR

Average Labor Cost

**2,000**  
EUR/job created

Job creation incentive

**500 +**  
ha

Free buildable area  
in FEZ all over the country

**2.8**  
EUR/hour

Full load  
labor cost

**€ 149**  
EUR/month  
Minimum salary  
in 2020

**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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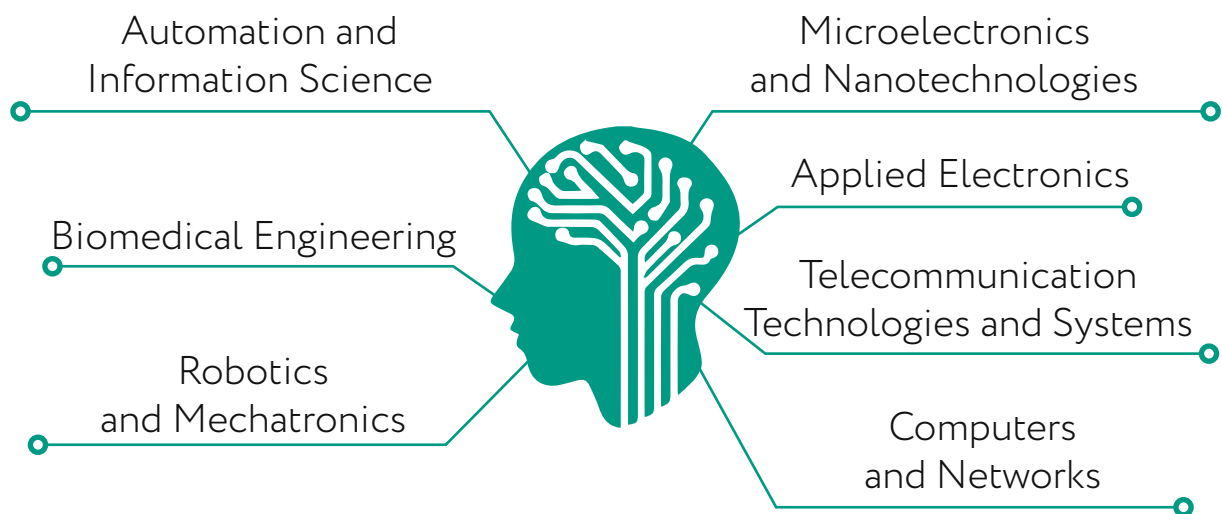
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# Electronics in the Republic of Moldova

## Sector Overview

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. Today, with over **170 companies** and **16 000 employees**, the electronics industry is one of the most promising industrial sectors in the country in terms of GDP contribution, employment generation and FDI attraction.

The success of the sector is attributed to a strong technical and engineering foundation, covering dual VET, colleges and the Technical University. The curricula of vocational schools and universities is under continuous scrutiny of the entire industry in order to ensure compliance with the sector's needs and standards. Moreover, the availability of a fully-fledged Dual VET system allows companies to harness highly skilled workforce at affordable cost.

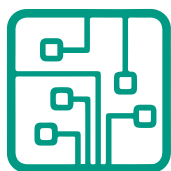


The highly qualified and cost-effective labour force, the availability of manufacturing platforms and state incentives alongside the geographical proximity to EU and CIS countries is making Moldova the perfect location for manufacturing electronics.

**Not just manufacturing** - Moldovan local companies offer R&D and engineering services and are eager to develop innovative products and technologies. The Government is offering a special fiscal regime of only 7% flat tax rate on turnover for IT Virtual Park residents carrying out R&D in natural sciences, engineering and biotechnology. This facility translates to lower costs for the company, and more competitive prices for their global customers.

Moldova's modern electronics industry is represented by companies producing hardware and software, electronic components and devices, smart meters, PLCs, PCBs, micro and Nano conductors etc. Locally, the competences in Electronics are related to such competitive activities as PCBs design & manufacture, PCBA, SMD & THT montage, EMS & ECM, electronic devices design and manufacture, Nano sensors and micro wires.

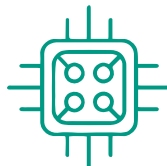
## Electronics competitive activities



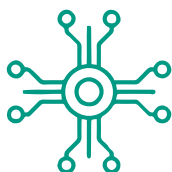
PCBs Design & Manufacture



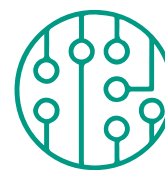
PCBA, SMD & THT montage



EMS & ECM



Electronic devices design & manufacture



Nano Sensors & Micro Wires

A significant feature of the Electronics companies is their connection to the automotive industry supplier network. The Automotive Sector in the Republic of Moldova is a relatively new one but having the highest dynamic growth thanks to the investments made by well-known foreign companies in this field. The investments attracted in the Automotive Sector and the future ones speak about the development potential of the Automotive Sector, at the same time having a major role in the consolidation of the country's economic growth potential and raising the industrial performance level.

# AFN (MECHATRONICS)

Initially, AFN was founded in 1992, as a company that provided Industrial Automation (electronics design, embedded systems programming, software systems programming). Then, in 2018, based on the organization of IT PARK in Moldova, Mechatronics Innovation Centre was founded, being part of the same group of companies with AFN SRL.

## MANAGEMENT AND OWNERSHIP

CEO: Nicu Alla

AFN Ownership:  
Nicu Alla (87,50%),  
Nicu Victoria (12,50%)

Ownership:  
Nicu Alla (50%),  
Mechatronics Innovation  
Center SRL (50%)

Location:  
Republic of Moldova,  
Romania

Main serviced markets:  
Republic of Moldova  
(AFN SRL), Romania,  
Germany, USA (MECHA-  
TRONICS), Switzerland

Working Languages:  
Romanian, Russian, English,  
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 | 395,712 |
| Profit           | 298,700   | (16,615) | (58,011) | 157,793 | 120,508 |
| No. of employees | 36        | 30       | 26       | 27      | 27      |

## INFRASTRUCTURE

**Office space:** 550 m<sup>2</sup> (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

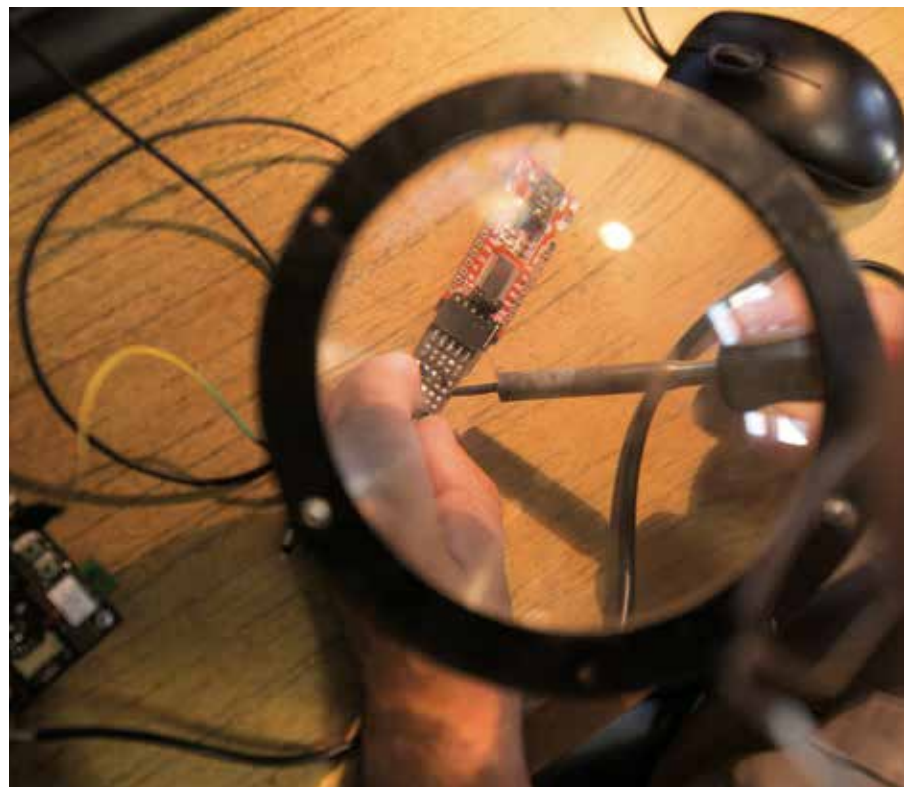
**Engineering:** Equipment for PCB start up, EMC testing equipment.

**Software:** Visual Audio; Microsoft Visual Audio; Java; C; C++; Linux; Android; Doxygen; Team City;

**Design:** Altium Designer

## SERVICES

- Electronics Design full development cycle from specifications to technology transfer;
- Software Development HMI's; Server related SW and Databases;
- Industrial automation systems;
- Automation design projects, PLC Programming, SCADA systems. Installation and commissioning;
- Microprocessors and periphery firmware development. Automatic testing and architecture.





## 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.



### HUMAN RESOURCES

- 4 Project managers (5 years of experience, automatization, R&D)
- 3 Team leads (2 programming and 1 electronic)
- 9 Software Engineers + 3 Electronic Engineers
- 3 Quality managers (engineer's studies)
- 3 Qualified workers (engineer's studies)

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

### 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.

### AGILE

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

### CLIENT APPROACH

Customer oriented and open to any verifications of the client. The reaction time to complaints is standardized internally (3 days). For "problem" removal – 2 weeks.

### CLIENT GROUPS

- Medical
- Energetic
- Automatic

### Contact Person

---

**Roman Nicu**  
Project Director

✉ [Roman.nicu@mechatronics-center.com](mailto:Roman.nicu@mechatronics-center.com)

🌐 [www.mechatronics-center.com](http://www.mechatronics-center.com)

# RAXUS TECHNOLOGY

Raxus Technology is an expert in Moldovan market and abroad in the field of automation, dispatching of buildings, industrial and semi-industrial facilities, telemetry systems - remote transfer of technological parameters. The company carries out the design and programming of SCADA systems for industrial control systems, programming of controllers, development of software, operator interfaces and application programs of controllers.

## MANAGEMENT AND OWNERSHIP

CEO: Andrei Homenco

Ownership:  
Homenco Andrei (100%)

Location:  
Republic of Moldova,  
(Chisinau)

Main serviced markets:  
Republic of Moldova

Working Languages:  
Romanian, Russian, English

### Contact Person

Andrei Homenco  
Director

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Raxus Technology®

## KEY INDICATORS

| USD              | 2016  | 2017  | 2018   | 2019   |
|------------------|-------|-------|--------|--------|
| Turnover         | 1 784 | 7 169 | 24 802 | 39 566 |
| Profit           | (747) | (82)  | 6 008  | 16 507 |
| No. of employees | 2     | 3     | 3      | 4      |

## INFRASTRUCTURE

**Office space:** 25 m<sup>2</sup> + extension potential

**IT Infrastructure:** 20 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** CNC Center, which includes milling functions, laser marking, engraving, 3D-printer; Soldering and mounting equipment - soldering stations; Measuring equipment - oscilloscopes, spectrum analyser, multimeters, etc.

**Software:** Embedded development, C, C++, C#, RNR, Java, JavaScript, Python, Forth, ST, STEP 7, Assembler

**Design:** Complex programs Dip-Trace and for more complicated we have made our own tool.

## SERVICES

– System telematics- TELEMATIC V2.1 is a SCADA system - a comprehensive advanced software for local or remote process control and dispatching.

– System telemetric- system allows to remotely receive any technological parameters from a distance.

– Subscription to telemetry

## HUMAN RESOURCES

– 1 Project manager (20 years' experience)

– 1 Team leader (10 years' experience)

– 1 Engineer (20 years' experience)

– 3 QA Specialists (10-20 years' experience)

## CLIENT GROUPS

– All type of Production Industry

– Electrical Engineering

– Water Suppliers Operation and Optimization

– Housing Construction Cooperative

– Telecommunication sector

## PRICE POSITIONING

Engineering: 20-25 euro per hour

Engineering and testing: 20-25 euro per hour + inventory cost

Installation: 10-15 euro per hour



## INVESTMENT OFFER

### GOAL

Investment attraction and finding new partners.

### OUR COMPETITIVE ADVANTAGES

- Integrated and combined solutions.
- Complete cycle of services.
- Customized solutions at convenient prices.
- Highly skilled, experienced and committed team.



## RTI

The company was founded in 2003. It offers complex automation solutions of business processes mainly for HORECA, and retail sector. RTI provides comprehensive solutions that increase the efficiency of warehouses and logistics centers, hospitality and retail enterprises, as well as manufacturing. The main activity of RTI Group is the manufacturing of the fiscal equipment.

### MANAGEMENT AND OWNERSHIP

**CEO:** Ruslan Ivanov

**Ownership:**  
Ruslan Ivanov (100%)

**Location:**  
Republic of Moldova

**Main serviced markets:**  
Republic of Moldova

**Working Languages:**  
Romanian, English, Russian

#### Contact Person

**Olga Petrascu**  
Project Manager

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www.rti.md

# RTI

be effective

### KEY INDICATORS

| USD              | 2015    | 2016    | 2017      | 2018      | 2019      |
|------------------|---------|---------|-----------|-----------|-----------|
| Turnover         | 979 000 | 968 000 | 1 500 000 | 1 200 000 | 1 700 000 |
| Profit           | 5 000   | 72 000  | 271 000   | 255 000   | 300 000   |
| No. of employees | 37      | 28      | 33        | 21        | 37        |

### INFRASTRUCTURE

**Office space:** 1 000 m<sup>2</sup>

**Workstations:** 50

**Production space:** 200 m<sup>2</sup>

### TECHNICAL SKILLS/EXPERTISE

**Engineering:** measuring, and control instruments

**Software:** 1C, CRM, a soft for retail, a soft for HORECA industry

### SERVICES

- Hardware and software for the automation of retail, HoReCa and wholesale stores;
- Manufacture of the fiscal printers, fiscal memory devices;
- Integrated solutions to increase the efficiency of business processes;
- Service center providing technical maintenance, repair of retail and electronic equipment.

### HUMAN RESOURCES

- 3 Project managers (8+ years of experience)
- 4 Team leads (7+ years of experience)
- 4 Engineers (11+ years of experience)
- 1 QA Specialist (8+ years of experience)

### PROCESS

In-house CRM system and a customizable business process management system.

### PRICE POSITIONING

Flexible, according to client's needs

### CLIENT GROUPS

- Commercial (Food Industry, Retail companies, Clothing and footwear companies, Pharmacies, Automotive Industry)
- Electronic and Engineering companies
- Construction companies



## INVESTMENT OFFER

### GOAL

Investment attraction and finding new partners.

### OUR COMPETITIVE ADVANTAGES

- Extensive experience in ensuring integrated solutions for business processes;
- Well-trained team with a broad experience;
- High quality of products and services offered at the competitive prices;

# SALONIX-TEH

The company was founded in 2000. It offers a large range of products and services in the field of automation and electric works; it develops and implements turnkey projects in the automation of complex technological processes. Salonix brings the value of a subcontractor in electrical works and SCADA automations. 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:**  
Republic of Moldova,  
Romania, Georgia

**Main serviced markets:**  
Republic of Moldova,  
Romania, Georgia, Russian  
Federation

**Working Languages:**  
English, Russian, Romanian

**Serviced Languages:**  
English, Russian, Romanian



## Key Indicators

| USD              | 2015      | 2016    | 2017      | 2018      | 2019      |
|------------------|-----------|---------|-----------|-----------|-----------|
| Turnover         | 2 000 000 | 800 000 | 1 000 000 | 2 000 000 | 400 000   |
| Profit           | 300 000   | 46 000  | 200 000   | 67 000    | (300 000) |
| No. of employees | 29        | 25      | 35        | 25        | 26        |

## INFRASTRUCTURE

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

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

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** Phoenix Contact; Weidmuller for assembling and testing electrical panels

**Software:** E – Plan; SIEMENS SIMATIC STEP 7 and WinCC Engineering V15; SIEMENS SIMATIC HMI WinCC V7.5 WinCC: Configurations and Communication

**Design:** AUTOCAD MECHANICAL AND ELECTRICAL

## 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

**Valeriu Butanu**  
CEO

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- valeriu.butanu@salonix.com
- www.salonix.com

# ELCON

The company was founded in 1997. It provides a broad range of products in the field of electronics, such as high-power electronics with specialization in power supply and high-frequency resonant converters with a sinusoidal form of key current.

## MANAGEMENT AND OWNERSHIP

**CEO:** Alexander Semenov

**Ownership:**  
Alexander Semenov (34%)  
Elena Semenova (33%)  
Simion Danita (33%)

**Location:**  
Republic of Moldova,  
(Chisinau)

**Main serviced markets:**  
Republic of Moldova,  
Ukraine, Russian Federation,  
Sweden

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

### Contact Person

**Alexander Semenov**  
CEO

+373 69 151 622  
elconmd@mail.ru  
www.protron.ru

# ELCON

## KEY INDICATORS

| USD              | 2015    | 2016     | 2017    | 2018   | 2019  |
|------------------|---------|----------|---------|--------|-------|
| Turnover         | 145 000 | 6 000    | 12 000  | 15 000 | 9 000 |
| Profit           | 19 000  | (18 000) | (3 000) | 6 000  | 1 000 |
| No. of employees | 8       | 7        | 5       | 5      | 5     |

## INFRASTRUCTURE

**Office space:** 16 m<sup>2</sup>

**Workstations:** 6

**Production space :** 110 m<sup>2</sup> (with available extension – 50 m<sup>2</sup>)

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** oscilloscope, testers, power meters

**Software:** OrCAD

**Design:** Manual assembly technology

## SERVICES

- Custom design and manufacturing of PCB according to customers' needs;
- Development of custom embedded software;
- Custom design for power modules;
- Development of high frequency convertors.

## HUMAN RESOURCES

- 1 Project manager (40+ years of experience)
- 2 Engineers (40+ years of experience and 10+years of experience)
- 1 QA Specialist (40+ years of experience)
- 1 Logistics manager (20+ years of experience)

## PRICE POSITIONING

On average our products are 10-15% lower compared to competitors' pricing for comparable products quality and performance wise.

## CLIENT GROUPS

PROTON ELEKTRONIK AB (Sweden)

Institute of Steels and Alloys of Moscow

NPO Saturn (Russia)



## INVESTMENT OFFER

### GOAL

The company is oriented towards attracting investments and partners.

### OUR COMPETITIVE ADVANTAGES

- Competitive products and efficient solutions at reasonable prices according to the client's needs;
- Long life and less maintenance of the devices due to absence of any moving parts;
- Resonant converters are more reliable, high-speed short-circuit protection in the load is not required, because short-circuit current limitation occurs naturally;
- Resonant converters are not very demanding on the quality of power elements;
- Assured the quality of the manufacturing products.

# MAGNETEC

Magnetec was founded in October 2019, as an expansion of German enterprise "Magnetec-Gesellschaft Fur Magnet-technologie Mbh". The company is an expert in power electronics, offering high-quality standard products as well as product innovations for trend applications.

## MANAGEMENT AND OWNERSHIP

**CEO:** Igor Cheptine

### Ownership:

Magnetec - Fesellschaft Fur Magnettechnologie MBH (100%)

### Location:

Republic of Moldova, (Balti)

**Main serviced markets:**  
Hungary

### Working Languages:

Germania, Romanian, Russian, English

### Contact Person

**Igor Cheptine**  
General Director

+373 60 302 893

igor.cheptine@magnetec.de

www.magnetec.de



## KEY INDICATORS

The company is a Start Up founded in 2019.

## INFRASTRUCTURE

**Office space:** 300 m<sup>2</sup>

**Workstations and Production:** 1800 m<sup>2</sup>

**Production space :**600 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** manual assembly (hand placement), Wayne Kerr - inductive measuring device, Hioki - insulation resistance measuring devices, G41 - high voltage measuring devices, Festo - manual winding devices, Mitutoya - devices for measuring the dimensions of finished products, ERSA - glue injection devices, Schleuniger - cable cutting machines and hoses;

**Software:** Abas, 1C;

**Design:** AutoCAD;

## SERVICES

- High Permeability Tape Wound Ring Cores
- Nanoperm
- Standard Cores
- Coolblue
- Nanoperm Line Absorber (NaLa)
- Nanoperm Low Mu Cores
- Emv Chokes
- Cool Tube
- Low Cost Cores

## HUMAN RESOURCES

- 1 Project manager (30+ years of experience)
- 2 Team leads (15-20 years of experience)
- 3 Quality (8-15 years of experience)
- 1 QA Specialist (10 years of experience)
- 40 Workers (2-10 years of experience)

## PRICE POSITIONING

Individual price policy based on technical requirements.

## CLIENT PORTFOLIO

Automotive Industry Leaders: Honda, Apple, BMW, Renault, Aptiv, Woltswagen, Ford, Peugeot, Porche, Kostal, Mercedes, Intica Sistemas.



## INVESTMENT OFFER

### GOAL

The company is interested in finding international partners.

### OUR COMPETITIVE ADVANTAGES

- Fast solution delivery;
- Experience in the field of EMC for various applications;
- Local testing facilities.
- Plants located in Germany, Hungary, Moldova, and China with short delivery time.

# INFORM BUSINESS

## INFORMBUSINESS

is a soft and hardware company established in 1992. The main products provided by the company are electronic equipment for trolleybuses, trams, electric buses and trains. The company offers high intellectual and the high technology microprocessor control systems based on IGBT - technologies for urban electrical transport products.

## MANAGEMENT AND OWNERSHIP

**CEO:** Vitalie Esanu

**Ownership:**  
Vitalie Esanu (100%)

**Location:**  
Republic of Moldova,  
(Chisinau)

**Main serviced markets:**  
Republic of Moldova,  
Republic of Belarus,  
Russian Federation,  
Romania, Ukraine

**Working Languages:**  
Russian, Romanian, English,  
Ukrainian



## KEY INDICATORS

| USD              | 2015    | 2016    | 2017    | 2018      | 2019      |
|------------------|---------|---------|---------|-----------|-----------|
| Turnover         | 214 000 | 793 000 | 935 000 | 1 708 000 | 3 378 000 |
| Profit           | 71 000  | 132 000 | 482 000 | 842 000   | 2 175 000 |
| No. of employees | 40      | 40      | 45      | 45        | 50        |

## INFRASTRUCTURE

**Office space:** 200 m<sup>2</sup>

**Workstations:** 300 m<sup>2</sup>

**Production space :** 750 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** Through-hole technology (THT), Surface-mount technology (SMT), manual assembly (hand placement), automated insertion mount machines

**Software:** ORCAD, P-CAD, AutoCAD, SolidWorks, Fujitsu software (for programming Fujitsu processors), Visual Studio

**Design:** CorelDRAW, Adobe

## SERVICES

- High technology microprocessor control systems based on IGBT - technologies for urban electrical transport products;
- PCB production;
- EMS;
- Power modules;
- Embedded software;
- Semiconductors;
- Control systems and electro transport diagnostics;
- Development of on-board systems based on multimedia technologies and the CAN networks;
- Research and Development.



## INVESTMENT OFFER

### GOAL

– Search for the partners interested in further development, testing and producing new innovative devices.

– Forming a long-term partnership with new manufacturers of electric transport.

– Building a strong relationship with companies, which operate public electric transport for its modernization.

### OUR COMPETITIVE ADVANTAGES

Well-trained and qualified team of professionals;

Automated design equipment, modern measuring devices, high quality production equipment at reasonable prices;

Elaboration, implementation and production of products of increased competitiveness and intelligence.

### Contact Person

**Vitalie Esanu**  
CEO

+373 79 507 809

info@informbusiness.md

www.trans-electro.com

### HUMAN RESOURCES

- 1 Project manager (20 years of experience);
- 2 Team leads (30 years of experience);
- 1 Product owner (30 years of experience);
- 2 Engineers (15 years of experience);
- 2 QA Specialists (30 years of experience).

### PROCESS

- Waterfall
- AGILE

The company uses an authentic system of management and project management – VITAL (developed in-house).

### PRICE POSITIONING

Individual approach to each client.

### AGILE

The company uses Agile methodology practices (customer collaboration, daily scrum).

### INNOVATION

In-house innovation (manufacturing technologies and electronic equipment's functionality are in continuous development) and client's demand-based innovation (adapted technical solutions for each client's specific requirements).

### CLIENT APPROACH

MAZ (Belarus)  
TOV «TORHOVYI DIM «LITAN» (Ukraine)  
CAZ (Cernihiv autoplant, Ukraine)

### CLIENT GROUPS

Electric vehicle manufacturers;  
Transport mechanical engineering;  
Machine-building companies.



# DIGITAL DEVELOPMENT

Established in March 2014, Digital Development is a complete IT solutions company, providing software development and IT services worldwide. The company brings worldwide innovative software and hardware solutions for automatic, embedded, sensor and smart metric with a complete IT solution servicing Java and PHP.

## MANAGEMENT AND OWNERSHIP

**CEO:** Alina-Elena Grierosu

**Ownership:**  
Alina-Elena Grierosu (100%)

**Location:**  
Republic of Moldova,  
(Chisinau)

**Main serviced markets:**  
Russian Federation,  
Republic of Moldova,  
Romania, Italy

**Working Languages:**  
Italian, English, Russian,  
Romanian

### Contact Person

**Alexandru Nicolaita**  
Project manager & Administrator

+373 79 155 030  
a.nicolaita@software-dep.net  
www.digital-md



## KEY INDICATORS

| USD              | 2015    | 2016    | 2017     | 2018    | 2019     |
|------------------|---------|---------|----------|---------|----------|
| Turnover         | 232 367 | 214 599 | 231 517  | 262 910 | 357 626  |
| Profit           | 23 399  | 33 931  | (27 192) | (9 216) | (20 691) |
| No. of employees | 14      | 14      | 11       | 11      | 27       |

## INFRASTRUCTURE

**Office space:** 380 m<sup>2</sup> + extension potential of 400 m<sup>2</sup>

**Laboratory:** 20 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** Soldering machine, Manual placement of components. For medium games we order stencils, Automatic infrared station for welding, Personal welding and disassembling devices, clean the PCBs manually, For testing: direct current sources, oscilloscopes, digital analyzers.

**Software:** Java, PHP, C++, Autosar, CANoe, Cantata, Vector tools, Canalyzer, Redmine, TestLink, Git.

**Design:** Altium Design, ORCAD;

## SERVICES

- Consumer electronics;
- Automotive electronics;
- Embedded development;
- Sensors (Black box);
- Smart meters for gas;
- Development of prototypes;

## HUMAN RESOURCES

- 1 Project managers (5 years' experience)
- 3 Team leads (5 years' experience)
- 4 Software Engineers (3-5 years' experience)
- 3 Hardware Engineers (3-5 years' experience)

## PRICE POSITIONING

Proposed price policy is in the Low-Middle level on the international market.

## CLIENT GROUPS

- Commercial
- Automotive industry
- Oil & Gas industry
- Consumer Electronics industry



## INVESTMENT OFFER

### GOAL

- Finding new partners and Investment attraction.

### OUR COMPETITIVE ADVANTAGES

- Extensive expertise in prototypes development;
- International experience;
- Competitive price policy;
- Agile to customer needs and high qualified staff;
- 24x7 Support department.



# SIMPALS SRL/ GARAGE

**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

### Contact Person

**Serghei Logvinenco**  
CTO

+373 79 996 935

s.logvinenco@gmail.com

www.garage.md



## 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:** 100 m<sup>2</sup>;

**Production spaces:** 150 m<sup>2</sup>, 3D printers, 3D Scanner, CPU Machine.

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** - PCB design, PCB production & manual assembly (hand placement), Surface-mount technology (SMT)

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

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

**Design:** 3D Design

## 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 and investment attraction in reaching new segments with **LOBSTER** and **SONR** products.

### 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.
- Young and ambitious team.

# ICEVO CONSULTING SRL

ICEVO CONSULTING was founded in 2008 to provide services for design and verification in the field of integrated circuits. The company comes to the market with in-house R&D resources for electronic prototyping, know-how in the embedded field, and integrated circuits design. It also offers an efficient autonomous solution for remote objects control via the internet using a mobile communication network.

## MANAGEMENT AND OWNERSHIP

CEO: Andrei Covalenco

Ownership:  
Andrei Covalenco

Location:  
Republic of Moldova,  
(Chisinau)

Main serviced markets:  
Republic of Moldova,  
Russian Federation,  
Romania, Italy

Working Languages:  
Italian, English, Russian,  
Romanian

### Contact Person

Andrei Covalenco  
CEO

+373 69 434 443

covalenco.andrei@gmail.com

www.icevo.md



## KEY INDICATORS

| USD              | 2015    | 2016    | 2017    | 2018    | 2019    |
|------------------|---------|---------|---------|---------|---------|
| Turnover         | 155 000 | 134 000 | 158 000 | 152 000 | 110 000 |
| Profit           | 27 000  | 10 000  | 21 000  | 800     | (8 000) |
| No. of employees | 6       | 6       | 6       | 5       | 3       |

## INFRASTRUCTURE

**Main infrastructure:** (testing laboratory – 32 m<sup>2</sup>)

Production space can be setup in the Free Economic Zone

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** PCB assembly machine; 3-axis 360 Gimbal, for sensors calibration; 3D printer, supports polycarbonate, nylon and carbon materials; PCB reflow oven; Oscilloscope for signals analysis; Power source; Microscope; Accurate magnetometer.

**Software:** Keil Embedded Development Tools, CAM350 for Gerber Files generation/visualization and representing PCB in 3D

**Design:** OrCAD Capture for PCB design, Xcelium Cadence Simulator

## SERVICES

- ASIC design and verification consultancy (RTL description using VHDL, Verilog, System Verilog; Digital logic verification using UVM methodology; Modelling for the analog circuits in mixed signal environment).
- Electronic modules prototyping (PCB design based on customer requirements; Electronic module assembly; Debugging using Keil tools suite; Testing/evaluation using signals analysis equipment).
- Drone Route device and Drone Route platform.

## HUMAN RESOURCES

- Project managers (comes by client)
- 1 Team leads (15+ years of experience)
- 3 Engineers (7+ years of experience)

## PRICE POSITIONING

For the ASIC design and verification services the average price per hour is about two times lower than in the EU: 30 vs 60 Euro/h. Similar factor of price reduction is available for electronic module prototyping.



## INVESTMENT OFFER

### GOAL

The company aims to attract partners and investments.

### OUR COMPETITIVE ADVANTAGES

- The company is unique on the market of the Republic of Moldova in the industry of drones;
- In-house R&D laboratory;
- Company's facility is in the Free Economic Zone Chisinau, which gives advantage of tax-free trading;
- Expertise in the ASIC design and verification;
- Software and hardware work skills.

# COMELPRO

The company was established in 2001. COMELPRO specializes in the field of development of radio engineering systems and complexes of transfer and processing of the information. It produces test equipment using modern technologies, element base of industrial performance, miniaturization, and integrated methods of digital signal processing algorithms.

## MANAGEMENT AND OWNERSHIP

**CEO:** Mihail Vladov

**Ownership:**  
Maria Vladova (100%)

**Location:**  
Republic of Moldova,  
(Chisinau)

**Main serviced markets:**  
Russian Federation

**Working Languages:**  
Russian, German, Bulgarian

### Contact Person

**Mihail Vladov**  
CEO

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office@comelpro.com  
comelpro@mail.ru  
www.comelpro.com



## KEY INDICATORS

| USD              | 2015    | 2016    | 2017      | 2018    | 2019    |
|------------------|---------|---------|-----------|---------|---------|
| Turnover         | 146 000 | 157 000 | 93 000    | 245 000 | 141 000 |
| Profit           | 81 000  | 50 000  | (109 000) | 140 000 | 57 000  |
| No. of employees | 15      | 13      | 11        | 9       | 9       |

## INFRASTRUCTURE

**Workstations:** 7

**Production space:** 500 m<sup>2</sup> with available extension 1 000 – 1 500 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** test equipment: heat and cold chambers, heat chamber, vibrating stand; others: automatic item installer, ultrasonic flux wash bath.

**Software:** MAX+ plusII v.10.2, Quartus9.2, OrCad v.9.2, PCad, AutoCAD, MS Office, Borland C++, HTML, Instal Shield 4.0.

**Design:** AutoCAD, SolidWorks, KOMPAS – 3D, Inventor Professionals, Altium Designer, Builder 6.0, MS Visual C++ 6.0.

## SERVICES

- Radio engineering systems and complexes;
- Information systems;
- Systems of automated management by complex objects;
- Technical telemetry systems;
- Telecommunications and control and diagnostic equipment;
- Subsystems and equipment for small spacecraft (SC);
- Equipment for remote sensing of the Earth, including multispectral scanners;
- Secondary sources of power.

The company proposes the following measuring multichannel systems:

- Measurement of vibrations and accelerations.

**HUMAN RESOURCES:** 2 Project managers (40+, and 30+ years of experience)

1 Team lead (40+ years of experience)

7 Engineers (7+, 10+, and 30+ years of experience)

1 QA Specialist (20+ years of experience)

**PRICE POSITIONING:** Middle – price range.

**CLIENT PORTFOLIO:** NPO Saturn (Russia), Topaz (Moldova), FSUE "MMB-PP" Salut" (Russia), Technical University of Moldova, AEROSILA (Russia), Aviation Scientific – Technical Complex (Ukraine).



## INVESTMENT OFFER

### GOAL

The company is open to investment attraction and finding new partners, especially in western Europe.

### OUR COMPETITIVE ADVANTAGES

- Competitive products and efficient solutions at reasonable prices according to client's requirements;
- Customized solutions for each client;
- Software flexibility with international standard;

# ZAW ENERGY

Zaw Energy is a young company founded in 2016 with an ambitious idea to contribute to the development of the renewable energy sector in the Republic of Moldova. The company is specialized in the construction of photovoltaic parks, hydroelectric power plants, industrial installations, medium and high voltage electrical substations.

## MANAGEMENT AND OWNERSHIP

**CEO:** Zveaghintev Vitalie

**Ownership:**  
Zveaghintev Vitalie (100%)

**Location:**  
Republic of Moldova,  
(Chisinau)

**Main serviced markets:**  
Republic of Moldova, Italy

**Working Languages:**  
Russian, Romanian, English



## KEY INDICATORS

| USD              | 2017   | 2018    | 2019    | 2020    |
|------------------|--------|---------|---------|---------|
| Turnover         | 11 695 | 123 542 | 154 100 | 586 455 |
| Profit           | 645    | 83 119  | 93 602  | -       |
| No. of employees | 2      | 2       | 5       | 9       |

## INFRASTRUCTURE

**Office space:** 70 m<sup>2</sup>

**Workstations:** 9+

**Production space:** The company has available extension

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** Installation tools, electrical tools for the commissioning and service, different skills accumulated with the abroad experience related to the design, sizing, troubleshooting, etc.

**Software:** Microsoft Office (Excel, Word, Power Point, Project, One Note) 1C, Adobe Illustrator, etc.

**Design:** AutoCad, EPLAN (Electrical design), PVSyst (PV plant design), etc.

## SERVICES

Construction of photovoltaic systems;

– Counselling;

– Development of a technical documentation;

– Services for coordination of Development, Erection, Commissioning and Service of the Hydroelectric Systems and High Voltage Substations in cooperation with STE ENERGY company (Italy).

## HUMAN RESOURCES

1 Project manager (12 + years' experience);

2 Team leads (5-12 + years' experience);

2 Engineers (12+ years' experience);

1 QA Specialist (12 + years' experience)



## PROCESS

The company is using Excel and a customizable business process management system - an integrated soft 1C.

## PRICE POSITIONING

Middle-High segment of the market oriented on high qualified service and staff.

## AGILE

The company adapts very quickly to any customer needs which are part of company specialization.

## CLIENT APPROACH

The management of the company is responsible for communication with clients and project management.

## INNOVATION

The company is an integrator of new and innovative solutions for renewable energies.

## CLIENT PORTFOLIO

PDG FRUCT SRL - 100 kW photovoltaic plant was built to cover the energy consumption of the industrial cool store;

ARIVAPROD SRL - 100 kW photovoltaic plant was built on land to provide electricity to a large agro complex;

GRIGOCRIS COM SRL - 60 kW photovoltaic plant was built to cover the energy consumption of the industrial cool store;



## INVESTMENT OFFER

### GOAL

- The company is interested in finding new partners working in the energy sector including the field of renewable energies;
- Finding investors in construction of new photovoltaic stations;
- Finding investor for the development of new production related to PV panels and/or Lithium Battery Technology.

### OUR COMPETITIVE ADVANTAGES

- High qualified engineering staff;
- The company is pioneer in the renewable energy sector in Moldova and already has installed more than 1 Megawatts of electrical substations;
- Investing in solar power plants is a way to significantly optimize energy costs through the "Net Metering" principle, from a business perspective there is an opportunity to sell energy at a fixed tariff. For the foreign investors there is a possibility to invest in bigger than 1MW PV plants (up to 25MW for 2020) through the tenders.

### Contact Person

**Vitalie Zveaghintev**  
General Director

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www.zawenergy.md



# TEHELECTRO-SV

Established in 2001 "TEHELECTRO-SV" has almost 20 years of experience. The company story started from repairing electrical devices, following import operations of electric supplies and during time "TEHELECTRO-SV" transformed into an importer and local producer of electric and electronic supplies, expanding the range of products and services. The company is offering electric supplies at best quality-price ratios, following customized approaches and fast ready to use solutions.

## MANAGEMENT AND OWNERSHIP

**CEO:** Viorel Petelca

**Ownership:**  
Petelca Viorel (50%)  
Munteanu Sergiu (50%)

**Location:**  
Republic of Moldova,  
(Chisinau)

**Main serviced markets:**  
Republic of Moldova,  
Romania

**Working Languages:**  
Russian, Romanian, English



## KEY INDICATORS

| USD              | 2015      | 2016      | 2017      | 2018      | 2019      | 2020<br>Iquarter |
|------------------|-----------|-----------|-----------|-----------|-----------|------------------|
| Turnover         | 3 837 881 | 4 349 444 | 4 166 442 | 4 099 470 | 4 705 246 | 514 883          |
| Profit           | 57 532    | 332 759   | 337 422   | 245 410   | (303 673) | 28 066           |
| No. of employees | 63        | 67        | 70        | 68        | 67        | 66               |

## INFRASTRUCTURE

**Office space:** 300 m<sup>2</sup>  
**Workstations:** 1000 m<sup>2</sup>  
**Production space:** 4600 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** Extrusion cable lines; High-speed extrusion cable lines; Rough copper wire drawing machine LHT450; equipment for the production of PVC granules; Medium drawing machine with continuous annealing 17DT; Copper wire annealing and tinning machine; Fine drawing machine with continuous annealing; welding equipment; Traction devices; Winding and unwinding equipment; Cable length meter; Cable winding machine; Equipment for measuring the outer diameter of the cable during the manufacturing process; Double twist stranding machine;  
**Software:** 1C accounting software with adaptability to the company needs;  
**Electronics manufacturing services (EMS):** Through-hole technology (THT), Surface-mount technology (SMT), manual assembly (hand placement) or by automated insertion mount machines;

## SERVICES

- Cables and wires;
- Cable and wires production equipment;
- PVC, PE and compounds granules;
- Electric extension cords;
- Semiconductors;
- Research and Development;
- Repairing services of electric devices;
- Electrical devices and tools.



### PRICE POSITIONING

The company positions itself in the Low-middle price level with the one of best quality on the local market.

Company vs Competitors—the prices are about 5-10 % under that of main competitors.

### AGILE

An individual and customized approach to each customer especially for unique parameters for cables.

### CLIENT APPROACH

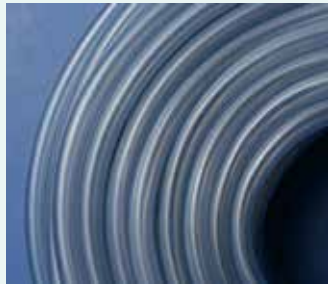
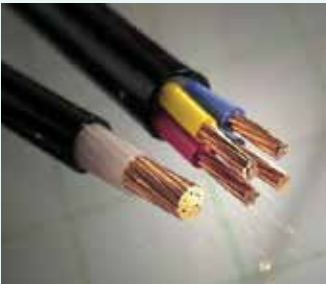
The understanding of the client's needs and the correct distribution are top priorities for the company.

### INNOVATION

The company provides customer-centered innovation and adapted solutions for every client.

### CLIENT PORTFOLIO

Coca Cola;  
Primaria Causeni, Moldova;  
TSV Cable, Romania.



## INVESTMENT OFFER

### GOAL

Finding external European partners, customers, and distribution companies, not excluding also the opportunity for investments.

### OUR COMPETITIVE ADVANTAGES

- Own electric wires production infrastructure concentrating most of the added value on its own value chain;
- Competitive location of the company in the Centre of Europe with distribution ways to East and West, close to the Black Sea area;
- Conformance and quality performance for the products and offered service;
- The competitive international price for offered products and services due to the local cost of resources.

### Contact Person

**Viorel Petelca**  
Director

+373 79 401 363

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www.tehelectro-sv.com

# SINCOS-PLUS

The company SIN-COS-PLUS was officially registered in 2005. Although, the company's founders were active collaborating in electronic devices development projects since 1996. The company is specialized in the production of electronic devices and manufacture of non-standard equipment.

## MANAGEMENT AND OWNERSHIP

**CEO:** Iurie Sainsus

### Ownership:

Conev Alexei (50%)  
Sainsus Iurie (50%)

### Location:

Republic of Moldova,  
(Chisinau)

### Main serviced markets:

Republic of Moldova

### Working Languages:

Russian, Romanian, English

### Contact Person

**Iurie Sainsus**  
General Director

+373 79 678 804

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www.sincos-plus.com



## KEY INDICATORS

| USD              | 2015    | 2016    | 2017   | 2018   | 2019    |
|------------------|---------|---------|--------|--------|---------|
| Turnover         | 461 270 | 31 440  | 95 810 | 75 870 | 40 190  |
| Profit           | (3 420) | (4 720) | 13 340 | 480    | (2 590) |
| No. of employees | 6       | 6       | 9      | 8      | 5       |

## INFRASTRUCTURE

**Office space:** 35 m<sup>2</sup>

**Workstations:** 50 m<sup>2</sup> deposit 50 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** oscilloscopes with an operating frequency of up to 200 MHz; an installation for checking devices for electrical safety (with a maximum voltage of electric current up to 4000V); soldering stations; a drilling machine; manual assembly (manual placement);

**Software:** programs for Microsoft Word, Excel, PDF

**Design:** ORCAD, PCAD

## SERVICES

- PCB production;
- EMS;
- Power modules (household stabilizers);
- Research and Development.

## HUMAN RESOURCES

2 Project managers (+25 years' experience)

1 Team leads (+15 years' experience)

3 Product owners (+30 years' experience)

## PRICE POSITIONING

- Negotiated price depending on the product and specification;
- Low prices for the development and testing of electronic devices;
- The cost per engineering hour can vary depending on the complexity from 18 to 30 Euros per hour.

## CLIENT PORTFOLIO

Moldelectrica;

Orange Moldova;

Security service for the Ministry of Interior.



## INVESTMENT OFFER

### GOAL

- The company is interested in finding investors/partners in research and development or production of existing and new products;

### OUR COMPETITIVE ADVANTAGES

- Competitive development prices;
- Manufacture of non-standard equipment;
- Good knowledge of the element base in power electronics.



# ELEKTRONIC-SYSTEM

**ELEKTRONIC-SYSTEM** was created in 2007, by a group of professionals with wide expertise and experience operating in the electronic and electrical engineering sector. The company is engaged in production and delivery of inductive electronic components, coil-related components and modules for consumer electronics, automotive, and industrial markets under the contract of processing services.

## MANAGEMENT AND OWNERSHIP

**CEO:** Oleg Burlacu

**Ownership:**  
Oleg Burlacu (100%)

**Location:**  
Republic of Moldova,  
(Balti)

**Main serviced markets:**  
Worldwide (focused on  
UE market 100%)

**Working Languages:**  
Russian, Romanian, English

### Contact Person

**Oleg Burlacu**  
Owner/ General Manager

+373 79 655 556

burlacu.oleg@emf.md

# ELEKTRONIC-SYSTEM

## INFRASTRUCTURE

**Office space:** 150 m<sup>2</sup>

Workstation and production space can be extended up to 6000 m<sup>2</sup>.

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** for winding, terminal shorting, terminal milling, tinning, soldering, electrical measurement, optical control, impregnation process, terminal binding, crimping, pinning, varnishing and coating parts.

**Software:** EKS adopts the business partner software system.

## SERVICES

- Choke Modules for Inverters;
- Module Components;
- Components & Modules;
- Transformers;
- Normal Mode Chokes;
- Common Mode Chokes;
- Flexible Cables.

## HUMAN RESOURCES

Project managers (6+ years of experience)

Team leaders (5+ years of experience)

Engineers (5+ years of experience)

QA Specialists (3+ years of experience)

## PROCESS

New projects are implemented according to the common agreement between the partners and to the procedure accepted by both parties.

## PRICE POSITIONING

Middle to Low price range

## CLIENT APPROACH

The communication with client/partner is performed by the CEO or Project Managers, as the projects/production plans are focused on client's specific requirements. The company is not using a sophisticated CRM program, as a result of their B2B outsourcing model for one or few international partners.

## INNOVATION

ELEKTRONIC-SYSTEM strives to continuously improve, aim to anticipate and respond swiftly to changing customer and business needs through continuous learning.



## INVESTMENT OFFER

### GOAL

The company is willing to partnership with companies looking for reliable partner for relocating a part of the production process of the above mention products and components.

### OUR COMPETITIVE ADVANTAGES

- Highly-skilled, competitively-priced workforce;
- Low Cost Country Sourcing;
- In-house all production cycle with affordable price policy and non-standard approach;
- Complete custom transformer and inductor design and support services;
- Previous management experiences with production relocation activities;

# ESCO VOLTAJ

ESCO Voltaj is a company operating in the field of electronics and energetics founded in 2007. The company is now the leader on the market of the Republic of Moldova in renewable energy and energy efficiency sectors. ESCO Voltaj's offer of green energy products is also growing strongly.

## MANAGEMENT AND OWNERSHIP

**CEO:** Nicolae Claichnet

**Ownership:**  
Mihai Stratan (100%)

**Location:**  
Republic of Moldova,  
Chisinau

**Main serviced markets:**  
Republic of Moldova

**Working Languages:**  
Romanian, Russian, English,  
French, Spanish, Italian.



## KEY INDICATORS

| USD              | 2015    | 2016    | 2017   | 2018     | 2019    |
|------------------|---------|---------|--------|----------|---------|
| Turnover         | 74 000  | 13 000  | 73 000 | 146 000  | 227 000 |
| Profit           | (7 000) | (3 000) | 4 000  | (29 000) | 55 000  |
| No. of employees | 11      | 9       | 7      | 8        | 9       |

## INFRASTRUCTURE

**Office space:** 52 m<sup>2</sup>

**Workstations:** 34 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** manual assembly - skills in collecting and processing data on electricity quality parameters, determining the capacity of wind and photovoltaic parks depending on the customer's energy consumption and available area, manual assembly (hand placement), feasibility studies and technical reports on energy efficiency solutions;

**Software:** PVsyst, Global Wind Atlas, Power Vision+, WinSmeta, PVsol;

**Design:** AutoCAD, Visio, Autodesk.

## SERVICES

- Feasibility studies and Energy audit;
- Consulting in the thermal energy and renewable energy projects;
- CHP (cogeneration);
- Execution of electrical networks;
- Reactive energy compensation systems;
- Harmonic filtering;
- LED lighting;
- Frequency converters;
- Maintenance services;
- Turnkey wind farms (on/off-grid);
- Turnkey solar PV plants (on/off-grid);
- Turnkey Biogas and Biomass plants;





## INVESTMENT OFFER

### GOAL

The company is interested in both finding partners and investment attraction.

### OUR COMPETITIVE ADVANTAGES

- The company collaborates with many internationally recognized companies that offer the safest and highest quality services and solutions in the field of energy efficiency;
- ESCO Voltaj is now the leader on the market of the Republic of Moldova in terms of promoting the use of renewable energy;
- The company knows excellently both the legal framework and technical norms in the energy field, so it can easily present the constraints and strengths regarding the implementation of projects.



### HUMAN RESOURCES

- 2 Project managers (5-15 years of experience)
- 1 Team lead (12 years of experience)
- 4 Engineers (2-7 years of experience)
- 2 QA Specialists (15 years of experience)

### PROCESS

ESCO Voltaj uses and integrates the TRELLO platform for helping the team easily track project plans, tasks, and progress.

ESCO Voltaj uses and integrates the PROJECT MANAGEMENT platform for planning the activity of the projects and scheduling it.

### PRICE POSITIONING

The company offers several products thus various components are used, and therefore create different values of the products. The services that are offered by the company are qualified as the range from middle to high.

### AGILE

ESCO Voltaj analyzes the market and innovative technologies to propose technological solutions and services customized for each client and market.

### CLIENT APPROACH

New potential customers are informed about the company's services and products, and they are approached directly through letters, emails, addresses, and social media.

### INNOVATION

The company responds to customer needs through the solutions and services it offers.

### Contact Person

**Mihai Stratan**  
Owner

+373 67 430 430

mihail.stratan@gmail.com

www.escovoltaj.md

# MICROFIR TEHNOLOGII INDUSTRIALE

The research and production enterprise MicroFir Tehnologii Industriale was founded in 2002. The company is specializing in research and development (R&D), production, and use of micro wire in various fields. Micro wire in glass insulation combines lots of unique properties, which is impossible to obtain with other materials.

## MANAGEMENT AND OWNERSHIP

**CEO:** Chicu Lilian

### Ownership:

Larin Sofia (50%),  
Ustiugova Elena (10%),  
Șihman Valeriu (40%);

### Location:

Republic of Moldova,  
Chisinau

### Main serviced markets:

Europe (15%), Asia (15%),  
SUA (70%)

### Working Languages:

Romanian, Russian, English



## KEY INDICATORS

| USD              | 2015    | 2016    | 2017     | 2018    | 2019     |
|------------------|---------|---------|----------|---------|----------|
| Turnover         | 276 216 | 321 799 | 211 576  | 230 652 | 92 972   |
| Profit           | 24 111  | 57 653  | (55 262) | 2 508   | (69 729) |
| No. of employees | 35      | 35      | 30       | 25      | 23       |

## INFRASTRUCTURE

**Office space:** 20 m<sup>2</sup>

**Research space:** 60 m<sup>2</sup>

**Production space:** 150 m<sup>2</sup> can be rented in the same building

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** Micro Wire Casting Installation (ITMF - 3) for casting of the micro wire. The following equipment is used to measure the properties of the micro wire: MI-8 microscope (measures geometric dimensions); Micro Wire B-H meter (measures magnetic properties in statics); Magnus - 5 (measures magnetic properties in dynamics, in motion);

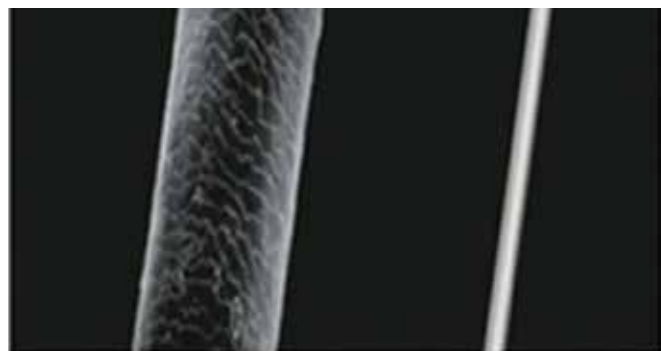
**Software:** Windows Office, 1C, C++, Java;

**Design:** - Compass V12;

## SERVICES

- Micro wires in glass insulation;
- Thermal sensors;
- Systems for identification and protection of merchandise against fraud;
- Sensors of deformation and movement - under development stage;
- R&D for Micro wires;
- Gas analyzers;
- HF radiation absorbing materials.





Human  
hair  
150µm

Amorphous  
wire  
20µm

### HUMAN RESOURCES

- 2 Project managers (15 years' experience)
- 3 Team leads (15 years' experience)
- 1 Product owner (20 years' experience)
- 4 Engineers (20 years' experience)

### PROCESS

Project management methodology.

### PRICE POSITIONING

The company is positioning itself in the middle-low price level.

### AGILE

Individual and customized approach to each client of the company start with their specific needs and deliver the best working solution.

### CLIENT APPROACH

The company participates in trade fairs and publishes their research to find new partners.

### INNOVATION

The company has an in-house innovation approach in research of new properties and application of microwire. Microfir is present at international scientific conferences and is the author of articles to specific journals.

### CLIENT PORTFOLIO

Fuji Xerox  
Adaxis



## INVESTMENT OFFER

### GOAL

- Finding new partners in the implementation of microwire worldwide in automotive, intellectual security, aeronautic, and other sectors that would be interested.
- Investment attraction in the research of unique properties of microwire in glass insulation because microwire can still have many practical applications that cannot be obtained in other fields.

### OUR COMPETITIVE ADVANTAGES

- Experience in developing new types of amorphous microwires;
- International cooperation in research with Romania and Japan;
- Over 45 years of field experience;
- Offer any type of amorphous microwires;
- Scientific research of micro Wires.

### Contact Person

Lilian Chicu  
Director

+373 79 610 321

mfti@company.md

www.microwires.com

# NAVARH BTB

Navarh BTB was founded in 2017 as a Startup in production of LED lighting sources for indoor, outdoor, industrial and commercial spaces, following new trends and technologies in the field of LED lighting. The commercial brand of the company is LUMINA LED.

## MANAGEMENT AND OWNERSHIP

**CEO:** Tricolici Valentina

**Ownership:**  
Tricolici Valentina (100%)

**Location:**  
Republic of Moldova,  
(Chisinau)

**Main serviced markets:**  
Republic of Moldova

**Working Languages:**  
Romanian, Russian, English



## KEY INDICATORS

| USD              | 2017   | 2018    | 2019      |
|------------------|--------|---------|-----------|
| Turnover         | 28 219 | 26 380  | 524 111   |
| Profit           | 2 433  | (9 449) | (110 953) |
| No. of employees | 1      | 4       | 40        |

## INFRASTRUCTURE

**Total space:** 6500 m<sup>2</sup>

**Office space:** 500 m<sup>2</sup>

**Commercial space:** 2000 m<sup>2</sup>

**Production space:** 1500 m<sup>2</sup>

**Warehouse:** 2500 m<sup>2</sup>

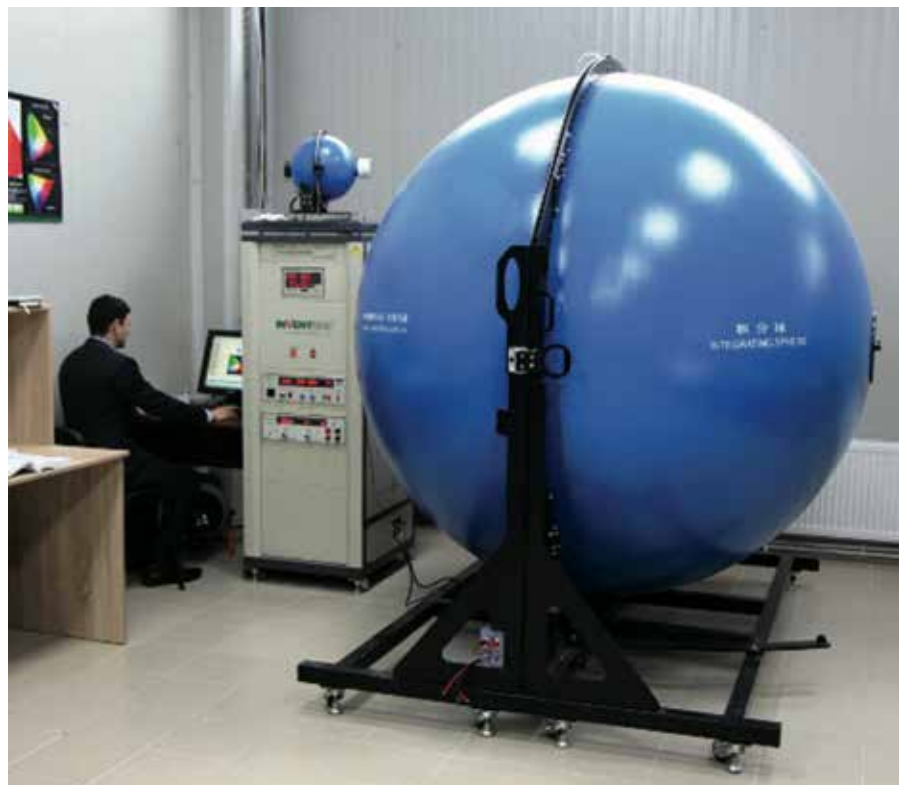
## TECHNICAL SKILLS/EXPERTISE

**Engineering:** surface-mount technology (SMT), manual assembly (hand placement) or by automated insertion mount machines, lighting welding and forming equipment;

**Software:** customized software solution provided by the assembly line producer.

## SERVICES

- Lighting objects;
- LED bulbs, tube, panels and projectors;
- LED lighting sources;
- Electric devices;
- Electric instruments;
- Electric wires;





## INVESTMENT OFFER

### GOAL

The company is interested in finding new partners beyond the boundaries of Moldova. LuminaLED is focusing on expanding production volumes. The company is planning to establish a subsidiary in Romania and that expansion would be subject for investment attraction.

### OUR COMPETITIVE ADVANTAGES

- The lowest price and good quality products on the Moldovan market;
- All products are produced according to EU requirements, and tested in-house;
- In-house Factory Design & Research Department with own technology that is unique for Moldova;
- Proactive company with flexible approach to customers' requirements and needs coupled with fast delivery.



### HUMAN RESOURCES

- 1 Head of production (4 years of experience);
- 2 Team Leaders (6-8 years of experience);
- 2 QA Specialists: Engineer (5 years of experience) and Head of laboratory (5 years of experience);
- 20 Operator in production (1-3 Years of experience).

### PROCESS

Standardized process of framework developed by the company. Company is using e-commerce on their site [www.luminaled.md](http://www.luminaled.md) with online payments.

### PRICE POSITIONING

Proposed price on the middle-low level on the market and middle-high level of quality.

### AGILE

The company focuses on sustainable growth by continuously adapting to evolving customer needs to develop new personalized solutions.

### CLIENT APPROACH

The company has a strong internal customer journey process starting with the lead to transform it into a client and offer after sales support.

### INNOVATION

Company is constantly developing to respond to client's requirements. Now the main innovative solutions are clients personalized ideas transformed into real life projects.

### CLIENT PORTFOLIO

SUPRATEN SA - biggest DIY chain in Moldova  
City Hall Dubasari  
Mall and Shoe Manufacturer "Zorile"

### Contact Person

**Igor Lisii**  
Executive Director

+373 69 579 841

[igorlisii@luminaled.md](mailto:igorlisii@luminaled.md)

[www.luminaled.md](http://www.luminaled.md)

# FAINA LUMINA

FAINA LUMINA is a Moldovan company established in 2007, as a result of owners gained extensive experience in the electronics sector. The first delivered product was a led panel for National Opera and Ballet Theater with simultaneous interpretation, executed in less than 28 days. Currently, the company is one of the niche leaders in the manufacture of customized stage light for theater, dance, opera, and other performance arts.

## MANAGEMENT AND OWNERSHIP

CEO: Svetlana Faina

Ownership:  
Faina Svetlana (100%)

Location:  
Republic of Moldova

Main serviced markets:  
Republic of Moldova

Working Languages:  
Romanian, Russian, English



## KEY INDICATORS

| USD              | 2015    | 2016   | 2017   | 2018    | 2019    |
|------------------|---------|--------|--------|---------|---------|
| Turnover         | 123 000 | 86 000 | 95 000 | 104 000 | 137 000 |
| Profit           | 36 000  | 2 000  | 2 000  | 3 000   | 9 000   |
| No. of employees | 6       | 7      | 6      | 5       | 6       |

## INFRASTRUCTURE

**Total space:** 20 m<sup>2</sup>  
**Workstation:** 6 units  
**Warehouse:** 120 m<sup>2</sup>  
**Production space:** 40 m<sup>2</sup>  
**Conference room:** 64 people capacity  
**Rehearsal room & Theater hall:** 60 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** welding machine; metal bending machine; set of electric tools for drilling, cutting, grinding; circular blade device; manual table shear for cutting sheet metal;  
**Software:** P – CAD (for boards), AVR Code Studio (for programming), SolidWorks (for design);  
**Design:** P – CAD (for boards), AVR Code Studio (for programming), SolidWorks (for design).

## SERVICES

- LED installations: (Outdoor and indoor commercial advertising led panels, Dynamic led panels; Alphanumerical Information LED Display; LED ramp; Stage Led Wall solution; Star ceiling lighting solution).
- Dimmer controllers;
- Theatrical bars for hanging and controlling projectors;
- Intelligent lights;
- UVC disinfection installations for the treatment of air and surfaces.

## HUMAN RESOURCES

2 Project managers, Team leads and 2 QA Specialists (with more than 25 years of experience, with university degree in electricity, directing, arts).





## INVESTMENT OFFER

### GOAL

Interested in finding investments for supporting the transfer of new developed product - efficient UV-C mobile installations from prototype development phase into industrialization and volume production. In less than 3 months the company can meet the requirements of the internal and external market. The product was developed as a respond to pandemic crisis COVID19. The installation can eliminate up to 99.9% of viruses, microbes, fungi and bacteria.

### OUR COMPETITIVE ADVANTAGES

- Innovative solution for effective COVID-19 Control. The ultraviolet germicidal waveform kills every known microorganism including bacteria, viruses, and other pathogens – even antibiotic-resistant superbugs;
- Broad experience in product design, prototyping and development of customized solutions for various industries;
- FAINA LUMINA are flexible, operational and the guarantor of quality for their products.
- Reliable business reputation and openness for challenging customized projects;
- Located in Moldova the company is a gateway for the CSI market and EU.

### Contact Person

**Faina Svetlana**  
CEO

+ 373 69 335 533  
info@faina.md  
www.faina.md



### PROCESS

The company plan to use an integrated project management - ASANA, when they will hire more staff.

### PRICE POSITIONING

Middle – range price.

### CLIENT APPROACH

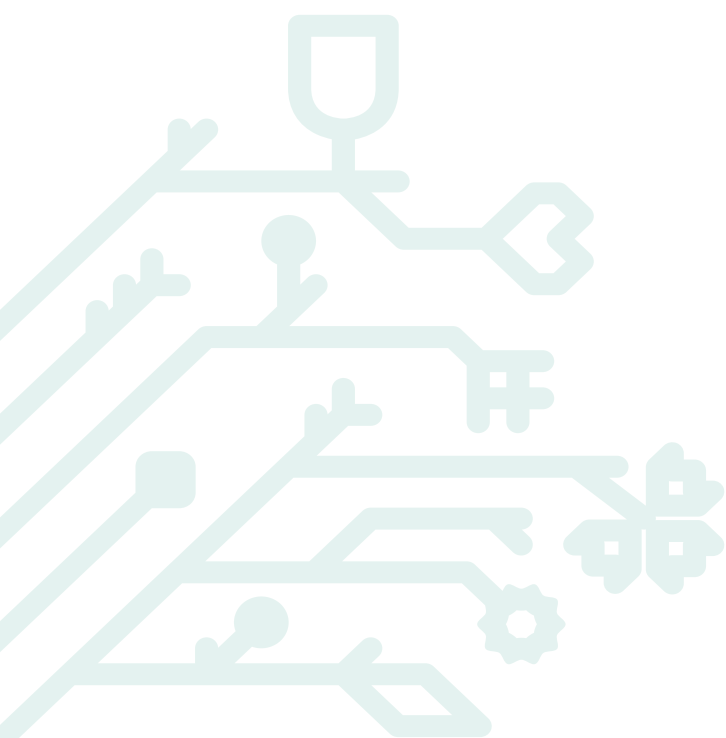
The company ensures individual and customized approach to each customer.

### INNOVATION

The latest company innovation is related to the UVC disinfection installations.

### CLIENT PORTFOLIO

National Theatre “SATIRICUS ION LUCA CARAGIALE”  
National Theatre of Opera & Ballet “M. Bieșu”  
Lukoil (Gospodarul)



# LED MARKET

Led Market was founded in 2004. The company has extensive experience in the design, manufacture and installation of LED lighting products. Led Market is a one-stop shop for all led lighting solutions for individuals, big corporate groups as well as small and medium-sized companies.

## MANAGEMENT AND OWNERSHIP

**CEO:** Vadim Danu

**Ownership:**  
Vadim Danu (100%)

**Location:**  
Republic of Moldova,  
(Chisinau)

**Main serviced markets:**  
Republic of Moldova,  
Romania

**Working Languages:**  
Romanian, Russian, English

# LED market

## KEY INDICATORS

| USD              | 2015      | 2016      | 2017      | 2018      | 2019      |
|------------------|-----------|-----------|-----------|-----------|-----------|
| Turnover         | 1 228 460 | 1 541 180 | 1 695 780 | 1 996 500 | 2 061 900 |
| Profit           | 274 050   | 318 250   | 309 330   | 362 480   | 431 180   |
| No. of employees | 17        | 17        | 21        | 35        | 40        |

## INFRASTRUCTURE

**Office space:** 180 m<sup>2</sup>

**Workstations:** 250 m<sup>2</sup> for 2 local stores;

**Raw material warehouse:** 1000 m<sup>2</sup>

**Finished products warehouse:** 450 m<sup>2</sup>

**Production section:** 650 m<sup>2</sup> + extension potential up to 4500 m<sup>2</sup>

**Showroom:** 75 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** SMT process (SMT for Electronic Products with a production capacity that allows the assembly of over 40 surface mounted components (SMT); Dispensing equipment (Liquid dispensing equipment with one or more components to increase the level of protection (IP) of products); Lighting welding and forming equipment;

Electronic microscopes with 2000x magnification for rigorous research of LED welding processes as well as research of LED crystals proper.

**Software:** The main program that directs the company's price and inventory policy is 1C

**Design:** Graphic design: Adobe Photoshop, Adobe Illustrator, Adobe InDesign, 3d design, AutoCAD, SolidWorks, Dialux, Dialux Evo

## SERVICES

- PCB production;
- Power supply manufacturing line;
- EMS;
- Home, Interior & Office lighting;
- Commercial & Industrial lighting;
- Outdoor decorative lighting;
- Public and street lighting;
- Lighting for plant growth;
- Research and Development.

## HUMAN RESOURCES

4 Project managers; 10 Team leads; 4 Product owners; 5 Engineers; 1 QA Specialists;

## PROCESS

Project management methodology.

## PRICE POSITIONING

The pricing policy within the company is directed according to the level of positioning of the products on the market (competitiveness and quality). Led market is positioned on the "High" segment on the local market. Thus, the company offers a greater guarantee and reliability to our products, which other competitors do not offer.



## INVESTMENT OFFER

### GOAL

- Find partners for improving and developing B2B / legal entity relationship;
- Investment attraction in research, development and application.

### OUR COMPETITIVE ADVANTAGES

- High-quality products with the most competitive available price;
- Best in-house research and development team;
- Complete traceability of the production process, with high standards of quality control;
- Comprehensive, bespoke and durable LED lighting solution from a single source with maximum flexibility, excellent lead times with intelligent lighting management systems;
- Commitment to drive the future of industrial and public lighting;



### AGILE

Although the company is not certified, the company uses internally Agile methods followed in order to manage complex product development. The processes used enable company to adjust smoothly to rapidly changing requirements, and produce a product that meets evolving business goals and individual approach to each customer.

### CLIENT APPROACH

Led market is using a CRM to convert LEAD to CLIENT. Team involvement in project flow: sales – lead – client – execution – delivery.

### INNOVATION


Company is constantly developing to respond to internal upgrade of the processes but also to client's requirements, being focused to in-house innovation, but also opened to client's demand-based innovation.

### CLIENT PORTFOLIO


Darwin  
Enter  
Starnet

### Contact Person

**Danu Vadim**  
General director

 +373 69 777 726

 trade@compuvad.com

 www.ledmarket.md  
www.ledmarket.eu

# ECOCITY

ECOCITY was founded in 2014. The company provides comprehensive assistance for the implementation of energy service projects of any complexity.

## MANAGEMENT AND OWNERSHIP

**CEO:** Vladimir Eftodi

### Ownership:

Railean Serghei (50%)  
Eftodi Vladimir (25%)  
Panus Alexandr (25%)

### Location:

Republic of Moldova,  
(Chisinau)

### Main serviced markets:

Republic of Moldova

### Working Languages:

Romanian, Russian, English



## KEY INDICATORS

| USD              | 2015    | 2016    | 2017    | 2018    | 2019    |
|------------------|---------|---------|---------|---------|---------|
| Turnover         | 296 000 | 685 000 | 890 000 | 982 000 | 841 000 |
| Profit           | 58 000  | 64 000  | 85 000  | 135 000 | 122 000 |
| No. of employees | 8       | 16      | 42      | 40      | 21      |

## INFRASTRUCTURE

**Office space:** 73 m<sup>2</sup>

**Workstations:** 35

**Production space:** 100 m<sup>2</sup>

**Tooling** (spaces with equipment, work equipment and production): 173 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** Manual assembly (hand placement) and automated insertion mount machines, Surface-mount technology (SMT);

**Design:** DIALux, Altium Designer, Autodesk, Photoshop, AutoCad, CorelDraw, Illustrator.

## SERVICES

The company offers a broad range of high-quality products designed to meet the lighting needs of both industrial and commercial rooms, public institutions, as well as the lighting of private spaces:

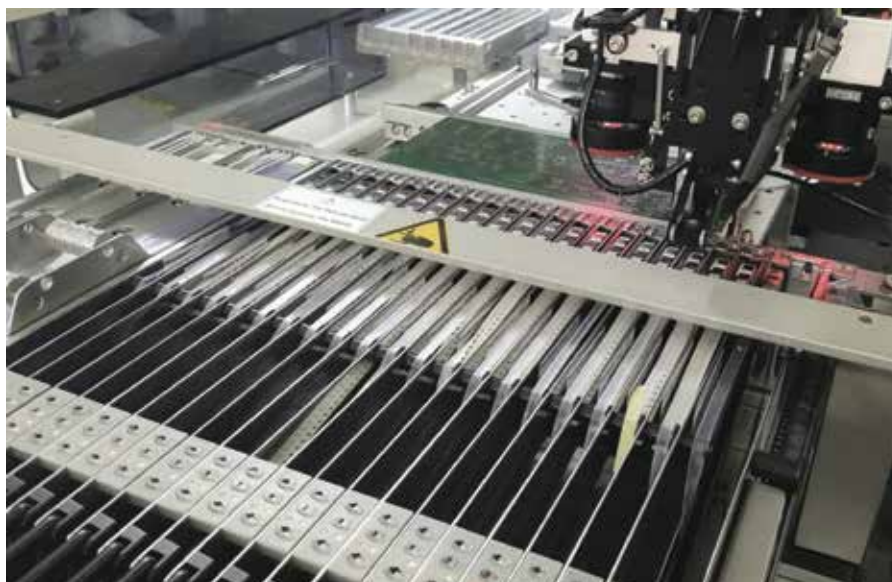
- Carrying out the energy audit, in terms of efficiency and economy;
- Elaboration of the LED lighting project;
- Selection and sale of lighting equipment;
- Installation of LED lighting;
- Commercial lighting – 40%; industrial lighting – 30%; street lighting – 30%.

## HUMAN RESOURCES

1 Project manager (15+ years of experience);

2 Engineers (10+ years of experience);

3 QA Specialist (10 years of experience).





## INVESTMENT OFFER

### GOAL

Investment attraction and Partners' finding.

### OUR COMPETITIVE ADVANTAGES

- Lighting equipment selection and selling;
- Dismantle of out-of-day lighting equipment;
- Energy efficiency audits;
- Ecocity is an official partner of OsRam Licht AG.



### PROCESS

The company is using CRM; 1C; CRM BITRIX24; 1C 8.3 production and sales;

### PRICE POSITIONING

The pricing policy of the company is high quality at an average cost.

### AGILE

Project implementation time is very diverse, depending on the volume and specifics of the equipment. The average transaction cycle is from a week to a month.

### CLIENT APPROACH

Accounting and interaction with the client are carried out through the CRM system.

### INNOVATION

Technology is changing very quickly and rapidly. The European partners and component suppliers of the company (e.g. OSRAM) help the company in developing new products.

### CLIENT PORTFOLIO

TERMOELECTRICA

Building materials store KSK

Lighting Chişinău

### Contact Person

**Vladimir Eftodi**  
Director

+373 68 698 802

info@ecocity.md

www.ecocity.md

# NIPASO

Founded in January 2018, “Nipaso” is a young, dynamic forward-looking dedicated to production of decorative LEDs, being pioneers in this field in the Republic of Moldova. The company has export experience to Italian market.

## MANAGEMENT AND OWNERSHIP

**Ownership:**  
Pietro Pirrone (100%)

**Location:**  
Republic of Moldova,  
(Straseni)

**Main serviced markets:**  
Italy

**Working Languages:**  
Italian, English, Romanian,  
Russian

# NIPASO

## KEY INDICATORS

| USD              | 2019   |
|------------------|--------|
| Turnover         | 44 284 |
| Profit           | 17 137 |
| No. of employees | 7      |

## INFRASTRUCTURE

**Office space:** 30 m<sup>2</sup>

**Workstations and production space:** 150 m<sup>2</sup> (+extension potential)

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** manual assembly (hand placement), soldering stations and machines.

**Software:** programs for Microsoft Word, Excel, PDF.

**Design:** for main product company does not need any specific design tools, for any future projects Nipaso could apply for designer services.

## SERVICES

- Decorative E14 led bulbs
- Led garlands

## HUMAN RESOURCES

1 General manager (10 years of experience responsible for Administration and Logistic);

1 Engineer (15 years of experience responsible for Production);

10 Workers (1-5 years of experience).

## PROCESS

The company does not use specialized software, but records are taken in an Excel and 1C-adapted to the needs of the company.



## PRICE POSITIONING

Proposed prices of the company are in the middle-low segment of the market. Company vs Competitors is one of the only local producer of decorative led bulbs and garlands.

## AGILE

The company is always ready to respond to customer needs from technical specifications to the realization of a finished product.

## CLIENT APPROACH

Nipaso works with international clients and the communication is directly carried out by the management of the company, that is sending all technical requirements to the production plant.

## INNOVATION

Innovation is driven by both internal desires to develop new innovative products and external factors as client's individual request. The chief engineer of the company constantly is focused on developing new solutions or ideas to best suit market trends.

## CLIENT PORTFOLIO

Light Emotions Italy  
Alba Lux Italy  
Idock Italy



## INVESTMENT OFFER

### GOAL

The company already exports to EU countries, especially Italy and is interested in finding new partners and customers to produce LED bulbs.

### OUR COMPETITIVE ADVANTAGES

- Nipaso is one of the pioneers of led decorations manufacturing industry in Moldova;
- Flexibility to customer needs;
- Advantageous geographical location over Asian producers;
- Faster delivery throughout Europe, availability in permanent local stock.

### Contact Person

**Pietro Pirrone**  
Director

☎ (+373) 78 608 676  
✉ pietropirrone@gmail.com

### Contact Person

**Gurschi Olga**  
General manager

☎ +373 68 230 258  
✉ nipasomd@gmail.com

# CRIS

CRIS Hermetic Pumps was founded in 1994. The company is specialized in the design and manufacture of reliable and cost-effective hermetic centrifugal explosion-proof electric pumps, the family of which has been manufactured and improved in the Republic of Moldova for almost 60 years.

## MANAGEMENT AND OWNERSHIP

**CEO:** Pavel Becciv

**Ownership:**  
Becciv Tatiana (50%)  
Strugac Margareta (50%)

**Location:**  
Republic of Moldova,  
(Chisinau)

**Main serviced markets:**  
80% CSI countries  
(Russian Federation,  
Ukraine, Kazakhstan,  
Azerbaijan, Uzbekistan)  
15% EU countries  
(Romania, Bulgaria, Germany,  
Denmark, Belgium, Sweden,  
Netherlands)  
5% Middle East  
(Iraq and Iran)

**Working Languages:**  
Romanian, English, Russian



## KEY INDICATORS

| USD              | 2015      | 2016      | 2017      | 2018      | 2019      |
|------------------|-----------|-----------|-----------|-----------|-----------|
| Turnover         | 2 482 691 | 2 112 965 | 2 028 338 | 1 327 562 | 1 452 809 |
| Profit           | 486 557   | 521 384   | 120 934   | (163 159) | 377 651   |
| No. of employees | 60        | 70        | 66        | 63        | 66        |

## INFRASTRUCTURE

**Office space:** 1000 m<sup>2</sup>

**Workstations:** 4000 m<sup>2</sup> (+extension potential)

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** Cutting, turning, milling, drilling, welding polishing, spooling rocking mechanical, testing electrical testing. Modern induction furnaces, hot investment casting techniques and casting in HTS provides the core production with cast components of pumping equipment - impellers, bearing housings, pump housings, terminal boxes, etc.

**Software:** Autocad, SolidWorks, Kompas;

**Design:** CAD, CAM, CAE solutions;

## SERVICES

- Canned motor pumps of CH, CMP, CRIS, and NH series;
- Transformer electric pumps;
- Foundry Production;

## HUMAN RESOURCES

3 Project managers (30+ Years' experience);  
4 Team leads (10+ Years' experience);  
25 Engineers (5-10+ Years' experience);  
3 QA Specialists (10-30 Years' experience).

## PROCESS

The company uses simplified internal software to manage both material inputs and product outputs in Excel with a rigorous control of work to be done in 1C and a customized software made by "Business Logic".







## INVESTMENT OFFER

### GOAL

The company's goal is to find new partners and customers around the world to create convenient cooperative relationships for both parties.




### OUR COMPETITIVE ADVANTAGES

- Customized solutions for clients' specific needs;
- Fully integrated production with own in-house R&D department;
- Highly qualified specialists;
- Internationally recognized certificates;
- Very competitive prices.

### Contact Person

---

**Pavel Becciv**  
Director

-  +373 79 518 829
-  [cris.becciv@gmail.com](mailto:cris.becciv@gmail.com)
-  [www.crispumps.com](http://www.crispumps.com)



### PRICE POSITIONING

Proposed price –Low-middle segment of the market oriented on high quality.  
Company vs Competitors: Prices are much lower than average price on the market.

### AGILE

Agile approach in research and project development.

### CLIENT APPROACH

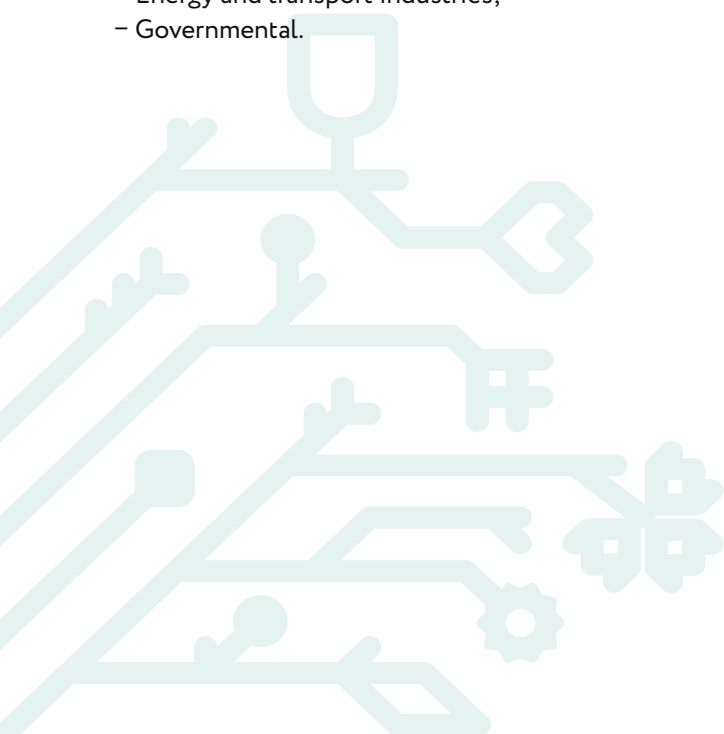
The leader of the company participates in sales and direct discussion with clients in B2B. The company has individual approach to each client.

### INNOVATION

The R&D Department's goal is design and continuous improvement of our pumps, follows the most advanced achievements and trends in this field. The individual approach of technical experts to every design and application of modern CAD, CAM, CAE solutions grants high quality results and pumping equipment best matching the needs of our customers.

### CLIENT GROUPS

- Machine building;
- Chemical industry;
- Petrochemical;
- Oil & gas industries;
- Nuclear Energy Industry;
- Pharmaceutical industry;
- Food processing industry;
- Energy and transport industries;
- Governmental.



# POTENTIAL

The company was founded in 1959 and has over 60 years of experience in the field. Potential is a specialized enterprise for the production of electrical products for hoisting-and-transport equipment, for cranes, winches, derricks, conveyors large transformers hydroelectric power station, state district power station, cement kilns, and inter-city trains.

## MANAGEMENT AND OWNERSHIP

CEO: Petru Gujev

Ownership:  
BZE Invest

Location:  
Republic of Moldova,  
(Bender)

Main serviced markets:  
Republic of Belarus,  
Russian Federation,  
Republic of Moldova

Working Languages:  
Russian, English



## KEY INDICATORS

| USD              | 2019<br>2/4 quarter | 2020<br>1/4 quarter |
|------------------|---------------------|---------------------|
| Turnover         | 220 000             | 260 000             |
| No. of employees | 187                 | 187                 |

## INFRASTRUCTURE

**Total space:** 51064 m<sup>2</sup>

**Office space:** 4000 m<sup>2</sup> (+extension potential)

**Production space:** 22500 m<sup>2</sup> (+24000 m<sup>2</sup> for extension)

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** Over 1000 units: Drilling, polishing, milling, planning, gear-cutting, thread-cutting and other machines; Mechanical and hydraulic presses; Forging machines, Hammers, Pickling machines, Scissors, Knockout and cleaning equipment, Welding equipment, Electric furnaces, High frequency installations, Equipment for paint and varnish coating, Woodworking equipment, Pumps, Compressors, Ventilation and miscellaneous working equipment, Measuring and regulating devices, Tools, Power equipment, Lifting equipment; **Software:** 1C, and for every engineering tools specialized software; **Design:** AutoCAD, 3DMAX;

## SERVICES

- Shoe brake (crane brake);
- Centrifugal hermetic transformer pumps;
- Contactors;
- Electro-hydraulic pushers;
- Resistors;
- Control electric box with high and low voltage.

## HUMAN RESOURCES

- 1 Project managers (15 years of experience);
- 2 Team leads (10+ years of experience);
- 47 Engineers (3-20 years of experience);
- 2 Quality specialists (10+ years of experience).



## PROCESS

Project management methodology is kept using 1C- which is adapted to company needs.

## PRICE POSITIONING

The proposed price of the company is in the Low- Middle level of the market-oriented on the best price offer and quality.

## AGILE

The company can change the specification and create new products in already existing nomenclature to satisfy customer needs being agile and easy to adapt to new challenges.

## CLIENT APPROACH

For standardized products and solutions, the company has a dedicated sales department that is responsible to communicate with clients. But for the non-Standardized project, prototyping projects, the CEO of the company is in direct touch with the clients.

## INNOVATION

Potential has 60 years of experience in producing electronic equipment and more than 1000 units of technical tools. That is used not only to produce standardized equipment but also in the development of new products and can implement an easier new production circle for his clients.

## CLIENT PORTFOLIO

GC Dnestenergo  
UCH Belcommumas  
UP ETON-ELTRANS



## INVESTMENT OFFER

### GOAL

The company is interested in finding clients worldwide, but also opened for investment projects.

### OUR COMPETITIVE ADVANTAGES

- Commitment to high quality and reliability;
- Developing leading edge electrical products and components;
- Customized solutions applying technical requirements of the client;
- The availability of free production space allows for work on joint production and inter-factory cooperation;
- Worldwide delivery and after-sales services if needed;
- Competitive pricing policy and constantly cost optimization;

### Contact Person

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Director

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# ECOLUX

Ecolux was founded in 1995 and represents a one-stop shop for design, installation and maintenance services for refrigeration, ventilation and air conditioning systems.



## KEY INDICATORS

| USD              | 2015      | 2016      | 2017      | 2018      | 2019      |
|------------------|-----------|-----------|-----------|-----------|-----------|
| Turnover         | 3 876 898 | 3 265 787 | 4 424 919 | 7 033 256 | 4 469 333 |
| Profit           | 854 948   | 656 110   | 768 587   | 1 248 169 | 1 096 513 |
| No. of employees | 36        | 42        | 42        | 51        | 51        |

## INFRASTRUCTURE

**Total space:** 500+ m<sup>2</sup>

**Workstations:** 25

**Production space:** 4500+ m<sup>2</sup> and available extension

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** assembly of refrigerating power packs, drilling; forging machine; welding equipment, measuring and regulating devices, soldering, Spiro-Lux tube bending & forming, electric guillotine, lathe, plasma, hydraulic press, pipe-cutting electric machine, decoiler, tube bender machine, ovalizer (for ventilation ducts), sharpening machine. SPIROLUX piping meets the most stringent requirements for performance, high tightness and superior quality of the raw material used;

**Software:** 1 C (7.7); Microsoft Office package; CRM (Bitrix24);

**Design:** AUTOCAD;

## SERVICES

- Production & assembly of automation control panels for internal and external use;
- Design, Installation and Servicing of Industrial & Commercial refrigeration equipment;
- Installation & Servicing of Refrigerated display decks & counters;
- Design, Installation & servicing of Ventilation equipment;
- Design, Installation and servicing of residential, commercial & industrial Air-conditioning systems;
- Manufacturing of various Ventilation ducts (e.g. Spiral/rectangular etc.);
- After sale and post warranty service.
- Sales points/offices across the country.

## MANAGEMENT AND OWNERSHIP

**CEO:** Mihail Zagorodnii

**Ownership:**  
Zagorodnii Mihail (100%)

**Location:**  
Republic of Moldova,  
(Chisinau)

**Main serviced markets:**  
Republic of Moldova

**Working Languages:**  
Romanian, Russian, English





## INVESTMENT OFFER

### GOAL

- Finding new partners working in the field of refrigeration; ventilation & air-conditioning.
- Finding an investor in the development of our new production & depot facility and the procurement of the necessary equipment.

### OUR COMPETITIVE ADVANTAGES

- Production line for galvanized and stainless-steel ventilation ducts;
- European quality standards and the ecological norms imposed by the EU.
- Constantly expanding its product spectrum, one of them being its own production of zinc-plated and stainless steel ventilation ducts.



### HUMAN RESOURCES

- 5 Project managers (10 years + experience);
- 5 Team leaders (10+ years' experience);
- 2 Engineers (3+ years' experience);
- 2 QA Specialists (4+ years' experience).

### PROCESS

The company is using a secured and customizable business process management system and integrates software like 1C and Bitrix24.

### PRICE POSITIONING

The company is positioning in the middle - high segment of the market with high quality products & services.

### AGILE

Execution of turnkey projects, starting with the initial study of the customer's business idea, then design and finally - the commissioning of the equipment.

### CLIENT APPROACH

Ecolux has a sales department, which alongside the hierarchy of the company, are always in the search of new partners/clients and opportunities.

### INNOVATION


The requirements of the client are the forefront of the company's project initiation and completion.


### CLIENT PORTFOLIO


- Commercial & privately-owned companies (JCS Bucuria, Navellina, Carmez, Coca-Cola, Cricova; JCS Floreni, Pegas, Efes, RomPetrol, Avante, Alimercomert, Linella, CustoMagic etc.)
- Governmental/state projects (The Organ Hall; Maternity of Hancesti city; The Republican Hospital of Moldova; Agricultural Ministry of Moldova; Ministry of Labour).

### Contact Person

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General Director

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# INTROSCOP NDT

IntroscoPNDT was established in 2015 based on the Scientific Research Institute of Non-Destructive Testing (NIINK), specializing in the development of ultrasonic devices and automated systems. The company provides a broad range of products and devices such as ultrasonic installations for automatic testing of tubes and metallurgical rolling; accessories for non-destructive testing equipment; acoustical fluid probes.

## MANAGEMENT AND OWNERSHIP

**CEO:** Andrei Tcacenco

**Ownership:**  
Andrei Tcacenco (100%)

**Location:**  
Republic of Moldova,  
(Chisinau)

**Main serviced markets:**  
Russian Federation (70%),  
Republic of Belarus (14%),  
other countries (12%),  
Republic of Moldova (4%)

**Working Languages:**  
Romanian, Russian.



## KEY INDICATORS

| USD              | 2016    | 2017   | 2018    | 2019    |
|------------------|---------|--------|---------|---------|
| Turnover         | 130 000 | 88 000 | 100 000 | 60 000  |
| Profit           | 31 000  | 2 500  | 8 000   | (4 000) |
| No. of employees | 17      | 16     | 16      | 16      |

## INFRASTRUCTURE

**Office space:** 80 m<sup>2</sup>

**Workstations:** 8

**Production space:** 340 m<sup>2</sup> and available extension 680 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** Electronics manufacturing services (EMS): radio measurements, electronic assembly, installation, adjustment of electronic equipment;

**Software:** QT creator, QT designer, C++, QWTool, Instruments TibcoEMS, Oracle Database.

## SERVICES

The company provides a broad range of products and devices such as:

- Ultrasonic and eddy current apparatus and sensors for testing of the material properties;
- Acoustic transducers for Ultrasonic apparatus and acoustic emission control systems;
- Acoustic emission control systems, diagnostics, and leak detection;
- Automated ultrasonic systems for monitoring and testing of seamless pipes;
- Automated ultrasonic systems for production of integrated control and testing of welded pipes;
- Nondestructive testing and technical diagnostics of materials, components, assemblies and structures.

## HUMAN RESOURCES

- 1 Product owner (40+ years of experience);
- 2 Project managers (40+ years of experience);
- 2 Engineer (15+ and 30+ years of experience).



## PRICE POSITIONING

Middle price policies

## AGILE

For making systems easier to be reconfigurable according to the production requirements, during the last few years, two technologies were used:

- software – based, modular, open-architecture controls able to allow reconfiguration of the controllers;
- modular machines and equipment hardware aiming to offer more options to the customer.

## CLIENT APPROACH

Ecolux has a sales department, which alongside the hierarchy of the company, are always in the search of new partners/clients and opportunities.

## INNOVATION

Specialists offer innovation ideas after analyzing local customer requirements. All innovation solutions and product upgrades are accepted after team negotiations with customers.

## CLIENT PORTFOLIO

Vykxa Steel Works (AO VMZ)

VSMPO-AVISMA Corporation



## INVESTMENT OFFER

### GOAL

IntroscoNDT is searching for new partners in the fields of:

- Exchange of experience with experts in the field of NDT from other countries;
- Traineeship for our professionals in the European institutions specializing in NDT field;
- Investment in the development of new advanced technologies;
- Purchase of modern laboratory equipment;
- Search for partners for the development and application of modern software for developing the equipment interface.

### OUR COMPETITIVE ADVANTAGES

- Over 50 years of experience in the development of the theory, methods and systems of Non-destructive testing (NDT);
- The company offers to its partners' cooperation on the most favorable conditions and is ready to jointly solve the complex tasks of non-destructive testing of materials, critical products, and structures;

### Contact Person

**Andrei Tcacenco**  
General Director

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# RIF - ACVAAPARAT

RIF ACVAPARAT was founded in 1951. The company carries out fundamental applied scientific researches, development and manufacturing of pre-production models of complex hydro-acoustic equipment and devices, complementary products and services to customers in an international market.

## MANAGEMENT AND OWNERSHIP

**CEO:** Alexandru Tureac

**Ownership:**  
Private 7%  
The Government of the Republic of Moldova 93%

**Location:**  
Republic of Moldova,  
(Chisinau)

**Main serviced markets:**  
Russian Federation 80%  
China market 17%  
Republic of Moldova 3%

**Working Languages:**  
Romanian, Russian, English



## KEY INDICATORS

| USD              | 2015      | 2016      | 2017      | 2018      | 2019      |
|------------------|-----------|-----------|-----------|-----------|-----------|
| Turnover         | 1 149 375 | 2 452 330 | 1 314 546 | 237 360   | 1 029 582 |
| Profit           | (29 503)  | 9 308     | 35 087    | (310 861) | 56 309    |
| No. of employees | 140       | 126       | 86        | 63        | 83        |

## INFRASTRUCTURE

**Office space:** 9214 m<sup>2</sup>

**Workstations:** 5909 m<sup>2</sup>

**Production space:** 4000 m<sup>2</sup> with extension potential

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** Machining (turning, milling, grinding and drilling, reaming, punching, countersinking, counter boring, metalworking for manufacture of the product parts and assemblies). Rubber and plastic material molding, welding, assembling and wiring, transformer and inductance coil winding, paint coating, radio engineering and hydro acoustic measurements.

**Software:** Excel, 1C, and Others in depended of project needs.

**Design:** - AUTOCAD, CAD, PCAD, MatLab.

## SERVICES

- Navigational hydroacoustic means (Doppler logs; Ice fathometers; Echo sounders;
- Hydroacoustic stations (Hydroacoustic stations; Sonars);
- Hydroacoustic antennas (LF channel array; HF channel array; Hydroacoustic array);
- Radio electronic device (Sound velocity meter; Underwater structures potential meter)
- In the development stage (Hydroacoustic station; Experimental prototype of edge sonar; Underwater loudspeaker).





## HUMAN RESOURCES

1 Project manager (4+ years' experience);  
10 Team leads (35+ years' experience);  
16 Engineers (25+years' experience).

## PROCESS

The company is using a secure and customizable business process management system - an integrated soft 1C.

## PRICE POSITIONING

Low-middle segment of the market oriented on the company's unique customized products.

Flexible pricing policy allows to shorten the terms and lower customer's expenses for establishing multi-functional systems completely meeting the Customer's requirements.

## AGILE

The company adapts very easily to the requirements and needs of its customers being ready to approach a project from the beginning to the creation of a working prototype.

## CLIENT APPROACH

Individual approach to each customer allows the company to build systems which meet customers' technical requirements to the maximum extent.

## INNOVATION

In all aspects of the company's business model RIF strives to be innovative and reliable, providing products and services. The company innovates from client's demand and has their own innovative product.

## CLIENT PORTFOLIO

China National Machinery Imp. & Exp. Corporation  
АО "Концерн «ЦНИИ „Электроприбор“»  
Jiangsu Sainty Machinery Imp. & Exp. Co. Ltd



## INVESTMENT OFFER

### GOAL

The company is interested in finding investors in research and development of existing and new products.

### OUR COMPETITIVE ADVANTAGES

- RIF ACVAAPARAT develops high-end, state-of-the-art and cost-effective systems by combining our decades of experience with innovative solution;
- All solutions excel by their reliability, state-of-the-art technique and highly precise data acquisition;
- Fast and flexible implementation of customer-specific;
- Worldwide delivery;
- About 70 Years of experience in the research, development and manufacture;
- In-house research laboratory, prototype development, product industrialization and small to large series production;
- High-quality solutions for best price.

### Contact Person

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Director

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www.rif.md



# TOPAZ

TOPAZ was founded in 1978. The enterprise possesses powerful intellectual and production potential. It is the developer and the supplier of the difficult electronic equipment used in the production of electronic regulators for aviation engines and other automatically controlled systems.

## MANAGEMENT AND OWNERSHIP

**CEO: Inna Linnic**

**Ownership:**  
**Mamedov Rauf (50%)**  
**Terzi Dmitri (50%)**

**Location:**  
**Republic of Moldova,**  
**(Chisinau)**

**Main serviced markets:**  
**Republic of Moldova**  
**(14,64%), others (85,36%)**

**Working Languages:**  
**Romanian, Russian, English**

### Contact Person

**Inna Linnic**  
 General Director

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 topaz@topaz.md  
 www.topaz.md



## KEY INDICATORS

| USD              | 2015   | 2016    | 2017    | 2018    | 2019    |
|------------------|--------|---------|---------|---------|---------|
| Turnover         | 88 000 | 107 000 | 184 000 | 194 000 | 161 000 |
| Profit           | 7 000  | 7 000   | 9 000   | 16 000  | 18 000  |
| No. of employees | 188    | 212     | 236     | 241     | 225     |

## INFRASTRUCTURE

**Office space:** 2 635,7 m<sup>2</sup>

**Workstations:** 250

**Production space:** 2 712,6 m<sup>2</sup>

## TECHNICAL SKILLS/EXPERTISE

**Engineering:** the main equipment used by TOPAZ are HAAS ST10Y, HAAS ST20Y, MAHO MH 700S, MAHO MH 800C, Shaublin 110 CNC, Shaublin 128 CNC, Shaublin 150;

**Software:** Universal Accounting;

**Design:** Solidworks Application Programming Interface;

## SERVICES

- PCB Production
- Technological equipment (woodworking lathe)
- Electrochemical and electrophysical equipment
- Equipment with electrical pulses
- Portable ASE installation; ASE mechanized installation; ASE semi-automatic system; Plasma electrolyte polishing plant; Oxidation system with electric micro-arc).
- Equipment stand (MCB module verification stand).

## HUMAN RESOURCES

- 4 Team leads (10+ years of experience);
- 160 Product owners (senior and 6 years of experience);
- 42 Engineers (1-3 years of experience);
- 6 QA Specialists (1-5 years of experience).

## CLIENT PORTFOLIO

- AO „ODK” (Moscow)
- Salutomsk P.I. Baranova (Omsk)
- AO Gazenergoservis



## INVESTMENT OFFER

### GOAL

The company intends to create an investment project for charging stations for electric vehicles.

### OUR COMPETITIVE ADVANTAGES

- The company' products are made on a modern elemental base;
- TOPAZ has no competitors in the field of machine-tool and instrument-making in the territory of the Republic of Moldova;
- The company has a qualified and well-trained staff.

# INVEST MOLDOVA AGENCY

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



### ASSISTANCE & INFORMATION



#### Provide

Information on the investment climate

Sector-specific information

Consulting on suitable locations – FEZ, IP (Invest Moldova Agency 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)**



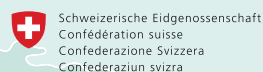
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We provide tailored services for potential investors throughout the investment decision process. We also support existing investors in extending their operations.

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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Agenția Elvețiană pentru Dezvoltare și Cooperare  
Швейцарское управление по развитию и сотрудничеству

