



AUTOMOTIVE COMPONENTS AND INDUSTRY OVERVIEW

Republic of Moldova

Key facts



Name
Republic of Moldova



Capital:
Chisinau ca. 833,000



Population:
3.55 million
January 1st, 2021



Area:
33,847 km²



Language:
Romanian (official)
Other spoken languages:



Employment
rate, 2020 **38.8%**

Inflation rate,
2020 **3.8%**

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

GDP current
prices, 2020,
billion **\$11.5**



Currency MDL:
1 EUR = 20.8 MDL
September, 2021



AUTOMOTIVE & INDUSTRY



7%

Unique tax on turnover
in IT virtual Parks



20,500

People employed in the
automotive industry in 2020



1,000

EUR/job created
Job creation incentive
in UTA Gagauzia

500⁺
ha

Free buildable area
in FEZ all over the country



2.9

EUR/hour
Full load labor cost
Sector average



142

EUR/month
Minimum salary
in 2021

Free Trade Agreements signed with 43 countries, including:

DCFTA (Deep and Comprehensive Free Trade Area with the European Union) - 500 million population;

FTA with CIS countries (Armenia, Azerbaijan, Tajikistan, Uzbekistan) - 250 million population;

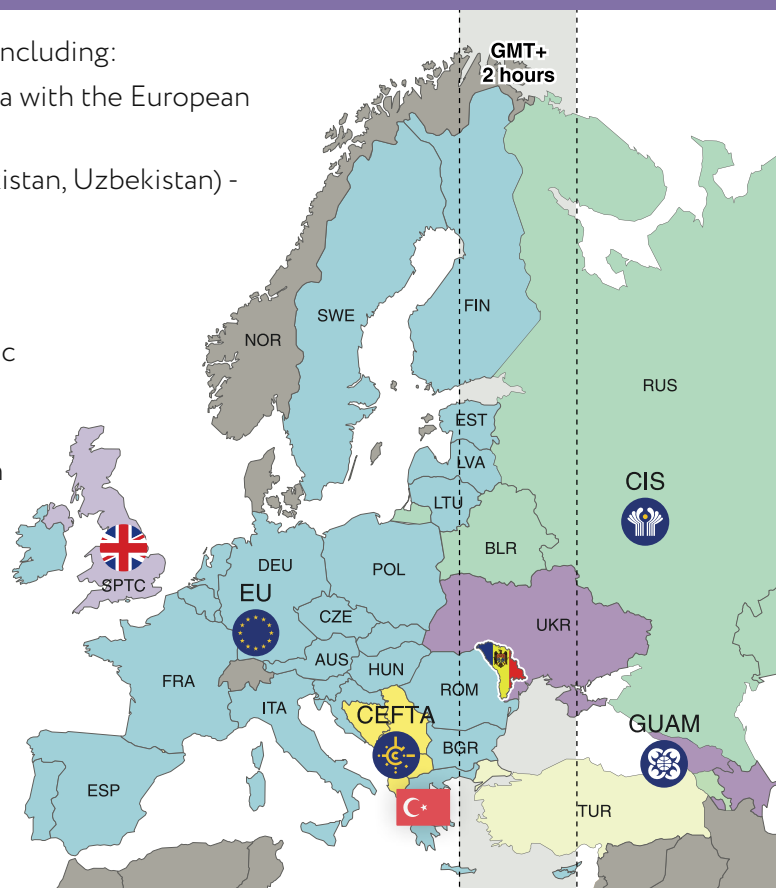
FTA with Turkey - 80 million population;

CEFTA UNMIK (Kosovo) - 30 million population;

GUAM Organization for Democracy and Economic Development (Georgia, Ukraine, Azerbaijan and Moldova) - 60 million population

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

880 million customers
duty-free market



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Industry overview

Moldova's modern automotive industry foundations are built on the country's strong industrial past, registering a confident revival period. Although the Republic of Moldova is not yet a car manufacturing country, it plays an important role in the global automotive industry. Internationally known companies prefer to locate themselves in Moldova's Free Economic Zones (FEZ), which represents an excellent location for industrial development and production relocation oriented for exports.

Moldova is best cost location for the automotive suppliers in Central and Eastern Europe. The production is executed in Tier 1, 2, and 3 supplier plants, as well as local subcontractor companies active in the following areas:

Cable, wire harnesses and cable systems represented by companies like Draexlmaier Automotive, Sumitomo Electric Bordnetze, Fujikura Automotive, Gebauer & Griller, WeWire etc.

Automotive Interiors, i.e. car seat covers (Lear Corporation), car protection covers (Confezioni Andrea Covercar, Trox), exclusive interiors design for premium cars (Draexlmaier DSM), steering wheels (Quality Hub, Multico), ConTeyor - reusable packaging solutions for the protection of delicate components used in assembly line manufacturing.

Engineering and software services (AROBS Software), design (Mod Engineering)

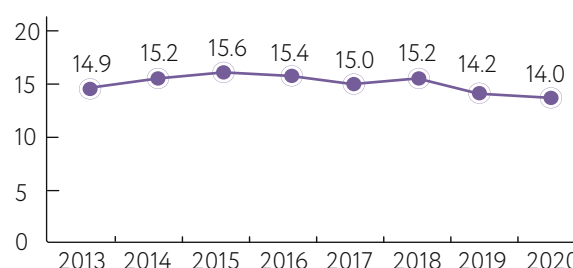
Electronics for the automotive sector (Magnetec, Elektromanufacturing, Whetec, BlackSea EMS)

Injection molding of terminal and sensors, etc (Whetec, WeWire)

Metal processing of different parts and frames (Metal Supply Master, Sarob Production, Beck AG)

The industrial production reached 14,0% of GDP in 2020, decreased by 5.5% compared to the previous year. The decrease is mainly driven by the manufacturing industry (-7.1%), namely the automotive sector, affected heavily by the COVID-19 crisis.

Share of industry in GDP, %



Source: National Bureau of Statistics, 2021

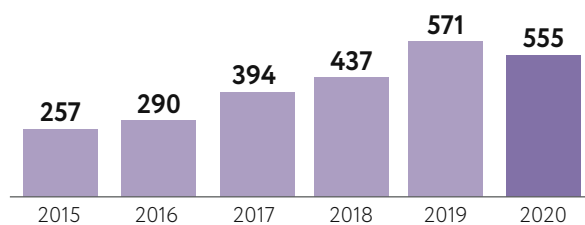


Photo credit: Alpha Industries/Spamol SRL

Automotive components industry

Nowadays, the automotive industry is a key growing sector for the Moldovan economy. This is due to an increased focus on the unused industrial potential of Moldova and the maintained industrial orientation in the education system (Technical University, technical colleges and vocational schools). The total export in the automotive industry registered a decrease by 3%, with a share of 26% in total exports.

Automotive Components Exports, M EUR



Source: Invest Moldova, based on information from companies

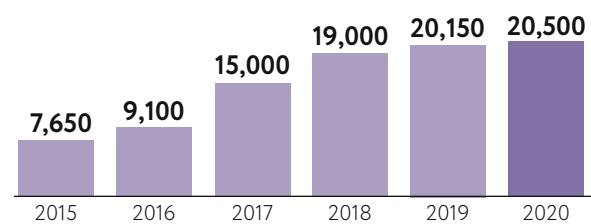
Up to now, large direct investors prefer to locate themselves in Moldova's Free Economic Zones (FEZ), which represents an excellent location for industrial development and production relocation oriented for exports.

Production concentrates on cables, wiring harnesses for cars, seat and car covers, steering wheels, injection molding, metal processing, electronics, electronic components and systems.

This production is executed in Tier 1, 2, and 3 supplier plants, as well as local subcontractor companies.

Important examples are Lear Corporation, Dräxlmaier Automotive, Gebauer & Griller, Sammy Cablaggi / Kablem, Elektromanufacturing / SUMIDA, Confezioni Andrea Carcover, Trox, Fujikura Automotive, WeWire harness - part of Coroplast Fritz Mueller, Blacksea EMS, Dräxlmaier DSM, Arobs Software, Whetec / MG2C, Multico / Quality Hub, Equip-Test and Magnetec.

Number of employees in Automotive



Source: Invest Moldova, based on information from companies



Automotive Interiors

In Moldova, the cut & sew industry has long-standing traditions. Beside the fashion industry, Moldova is one of the main producers of footwear, workwear and uniforms, as well as for automotive interiors e.g., steering wheels, car covers, and car seat covers, textile packaging solutions. Moldova has more than 4 000 employees in the automotive interiors industry.

Lear Corporation operates in Moldova since 2010. The company is specialized in automotive seat covers, being a leading employer which covers the entire manufacturing process with modern technologies and state of the art equipment. Located within the Free Economic Zone “Ungheni-Business”, Lear Corporation manufactures car seat covers made from cloth and leather with focus on the premium automotive segment.



Source: Lear Corporation

Confezioni Andrea Covercar and Trox produces transport protection covers and solutions for the world's major auto manufacturers.

The local technical universities and colleges are cooperating with the automotive companies in order to adjust the learning process or develop on campus work and study laboratories. Global companies like Dräxlmaier, Arobs Software, Mod Engineering have decided to place engineering offices and hire local skilled engineers. There, necessary knowledge of science, mathematics, logic, economics, and appropriate experience for problem solving are taught, along computer aided technologies of CAD, CAE, CAM, EDA, AEC and DMU.

Engineering and R&D

Based on DRÄXLMAIER's strategic decision to expand research and development activities in Moldova, a new project office was opened in Chisinau, Technical University campus, in late 2017.

The team from Chisinau is an integral part of a powerful R&D team represented worldwide. In Moldova, they are working at designing interior parts which are part of central consoles or dashboards, and consistently improve ambient lighting development. The team from Chisinau reached a number of 25 engineers. Projects and parts demanded by the customers in the automotive industry are created from scratch, and the projects developed have become more and more complex. Design engineers' activity includes applying computer technology and using CAD CATIA V5 software.



Photo credit: Multico / Quality Hub

Human resources

Moldova offers an active, educated, and multilingual workforce. It is a melting pot of several nationalities, such as Romanians, Russians, Ukrainians, and others. The official language is Romanian, however there are more languages in use: Russian, English, Ukrainian, Bulgarian, and Gagauz language (close to Turkish). In addition, many Moldovans speak French, Italian and German.

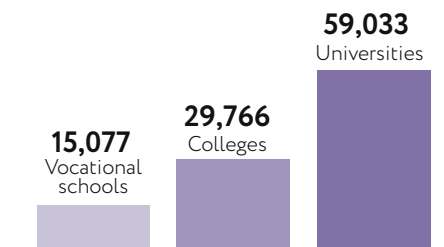
The population of Moldova comprises ca. 3.55 million people, with ca. 2.9 million above 15 years and ca. 1.2 million representing the active labor force.

The unemployment rate is 3.8% (2020), however the employment rate stands at 38.8 % (2020) compared to EU average of 72.4% (2020). A considerable additional labor force could potentially be represented by Moldovan migrants abroad, willing to return back home and find a decent job.

Education

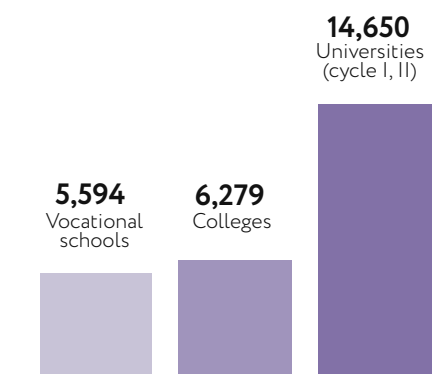
Well-educated young students, in sector-specific faculties, are available to work in companies and increase their productivity. Moldova has strong technical faculties and specific colleges, e.g. Chisinau and Balti Polytechnic Colleges, Technical College of UTM, Microelectronics College, Informatics College, Light Industry College, Technological College etc.

Total number of students in 2020/2021



Source: National Bureau of Statistics, 2021

Total number of graduates in 2020



Source: National Bureau of Statistics, 2021



Photo credit: Chişinău, Drăxlmaier Group

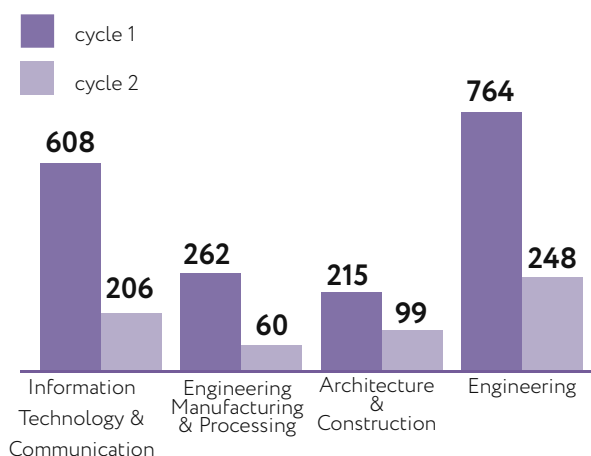
The Technical University of Moldova (UTM), located in Chisinau, is the main high education institution for technical education. The number of engineers, managers and other specialists is sufficient to meet the investor's demand in most sectors.

The Technical University of Moldova has competences in textile, microelectronics, mechanical engineering, etc.

Technical education is one of the strongest in the Republic of Moldova, comprising best engineers known for their expertise.

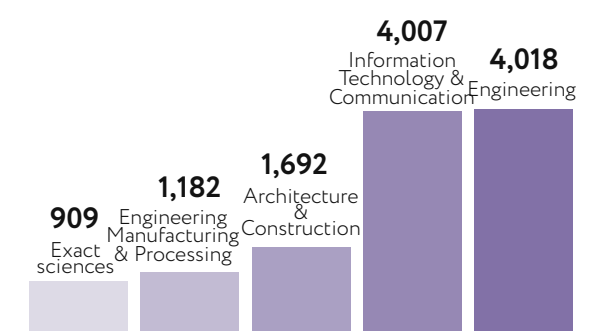
In contrast to other Eastern European countries, Moldova's unit labor cost is stable and growing very slowly.

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



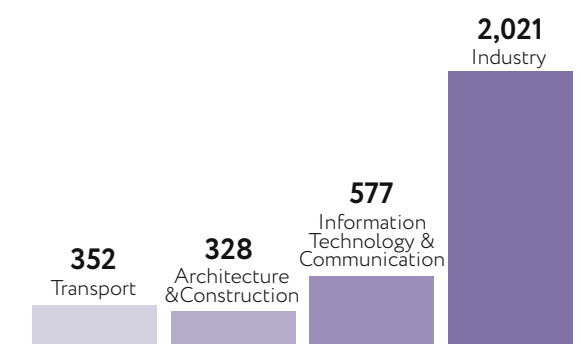
Source: National Bureau of Statistics, 2020

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



Source: National Bureau of Statistics, 2021

Number of graduates in colleges (Engineering & Manufacturing), 2020



Source: National Bureau of Statistics, 2021

Higher Education Institutions, 2019	Graduates	
	Cycle I	Cycle II
Economic sciences	2,299	728
Law	1,505	1,056
Engineering and Engineering activities	764	248
Arts and Humanitarian sciences	285	177
Architecture and construction	215	99
Manufacturing technology and processing	262	60
Exact Sciences	608	206

Source: National Bureau of Statistics, 2021

Colleges, 2020	Students	Graduates
Economics	5,939	1,273
Information Technologies & Communication	3,065	577
Electronics and energetics	999	253
Mechanics & metal working	1,219	344
Services (transport, hospitality)	3,215	673
Electronics and automation	951	274
Apparel Industry	539	177
Construction	1,084	257

The Dual VET System

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

market. The main characteristic of dual VET is cooperation between private companies, on the one hand, and VET providers, on the other. The dual partners formalise their cooperation by signing a cooperation agreement, foreseen by the Regulation in force, specifying the responsibilities for each partner. A company concludes an apprenticeship contract with a young apprentice and assumes the responsibility for teaching the required training contents, theoretical and practical. Apprentices in dual VET spend around 30% of training at a vocational school and the other 70% at a company where vocational training is held under real-life working conditions.

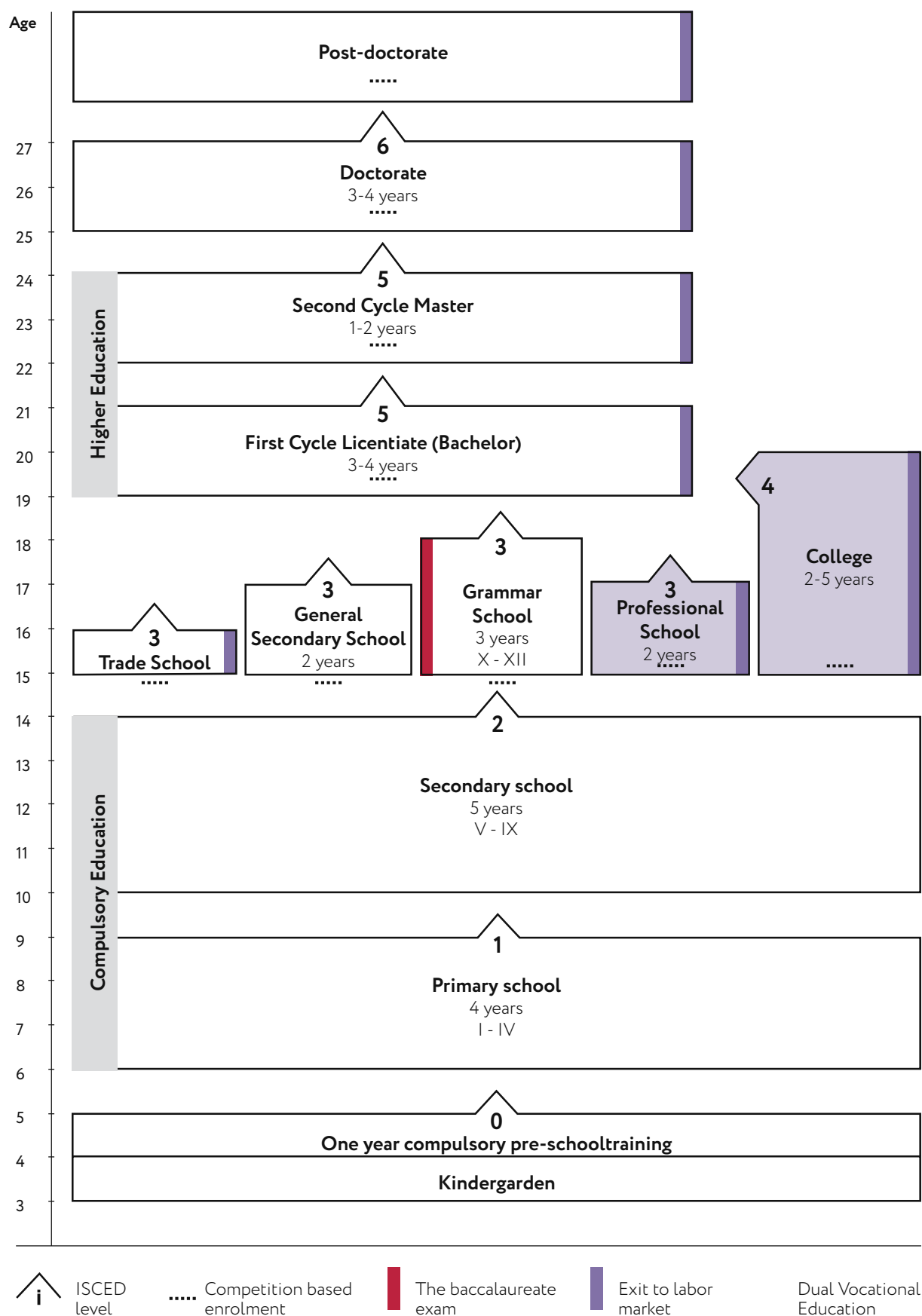
Dual VET Main Elements



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



Education system in the Republic of Moldova



Educational institutions





Population of Moldova
in 2019,
thousand people

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

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

Population, thousand people	
3,542.7	Republic of Moldova, total
832.9	Chișinău Municipality, Chișinău City
695.4	
151.8	Bălți Municipality, Bălți City
146.9	

LEGEND:

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

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

Operating costs and taxes

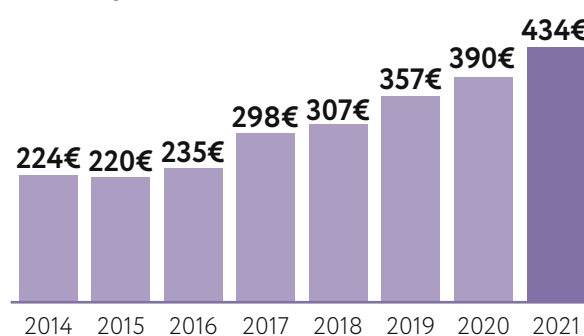
Moldova offers a highly-skilled, competitively priced workforce. Labor costs are among the lowest in the region and low enough to ensure cost-effective operations. This provides an attractive basis for a successful business.

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

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

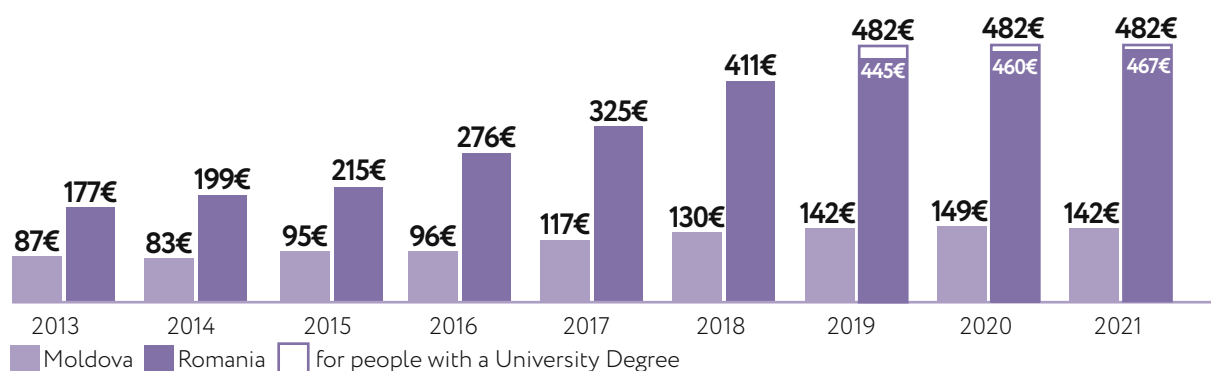
quality of the labor force also derives from the industrial experience and history of Moldova, as it was one of the most industrialized republics in former Soviet times.

Evolution of the average gross salary in the economy



Source: National Bureau of Statistics, 2020

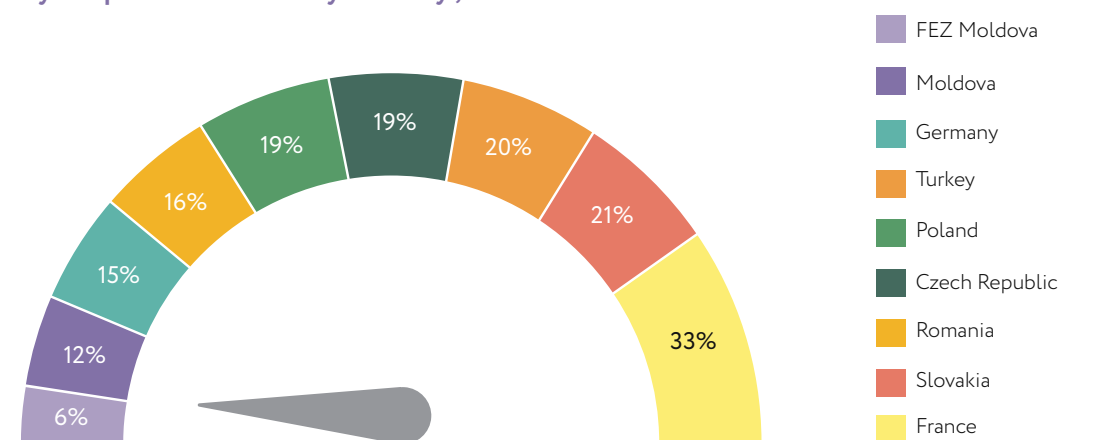
Evolution of the minimum wage in the Republic of Moldova and Romania



Source: National Bureau of Statistics Moldova, Romania

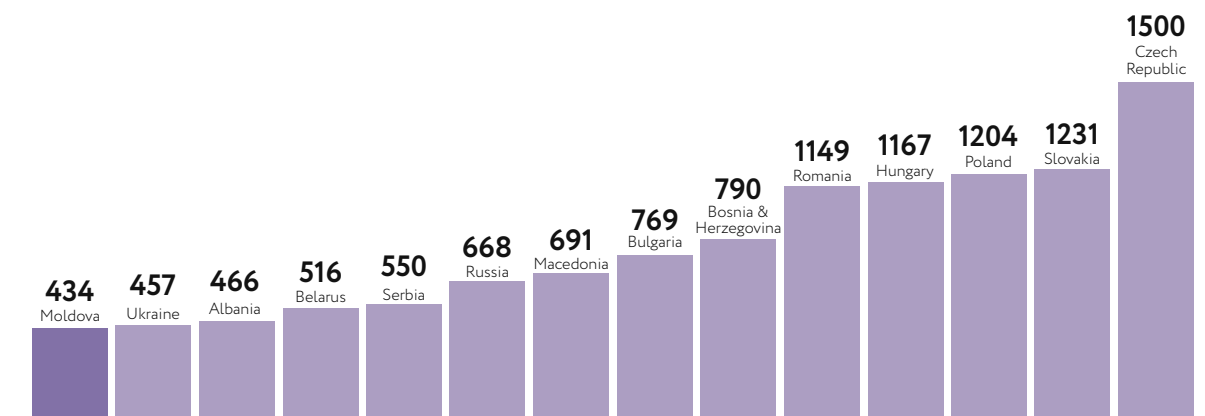
The minimum wage in Moldova developed very slow, in some years even decreasing. In Romania, the minimum gross salary doubled in the last six years and is maintaining a clear growth trend.

Statutory Corporate Tax Rate-by Country , 2021



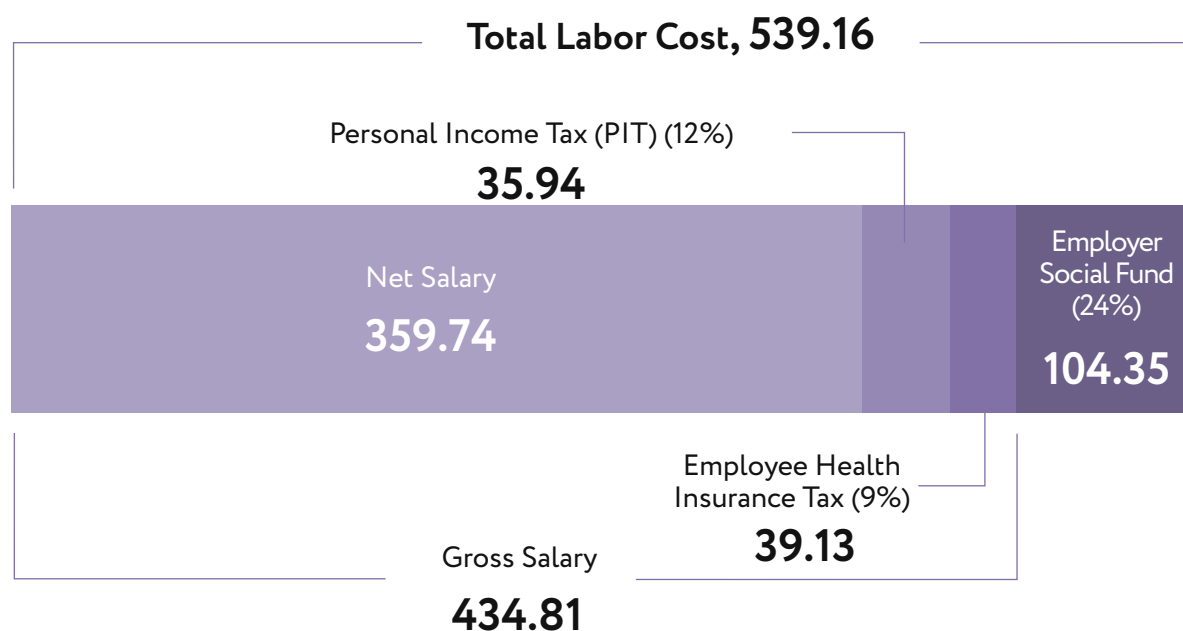
Source: PWC, Worldwide Tax Summaries 2021

Average monthly wages in comparison, 2021



Source: Trading Economics, Wages, 2021

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



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

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

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

Utility costs, 2021

Source: Invest Moldova

Electricity

"Premier Energy"
0.07 EUR/kWh - 0.4 kV
0.05 EUR/kWh - 6,10 kV
"FEE Nord"
0.09 EUR/kWh - 0.4 kV
0.06 EUR/kWh - 6,10 kV

Water

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

Sewerage

0.95 EUR/m³ - Balti
1.69 EUR/m³ - Comrat
1.1 EUR/m³ - Hincesti
1.12 EUR/m³ - Ceadir-Lunga
1.33 EUR/m³ - Calarasi
1.13 EUR/m³ - Soroca

Gas

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

*National Agency for Energy
Regulation decision no. 396/2020
from 28.10.2020

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

Virtual Park incentives for R&D and Engineering

The Moldova Innovation Technology Park is governed by the Law no. 77 on IT Parks. The purpose of the law is to boost the growth of the information technology industry, R&D, Engineering, create new jobs and attract local and foreign direct investment.

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

The main benefit for residents of IT parks is the simplification and reduction of taxation. A unique tax of 7% from the turnover is replacing

CIT (corporate income tax), PIT (personal income tax), social security and medical insurance taxes, local and real estate taxes.



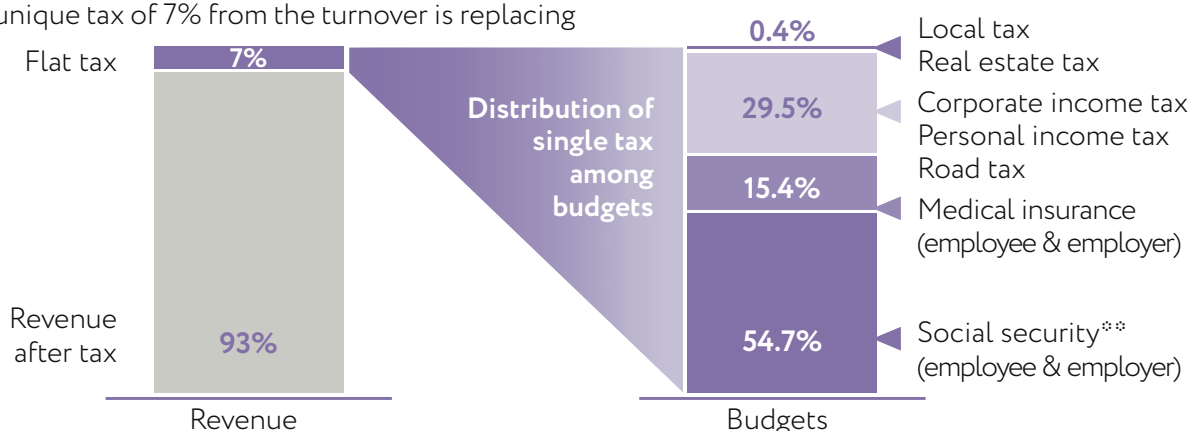
reduced time and staff needed for tax calculation and accounting;



significantly reduced risk of committing errors in calculating the tax obligations;



significantly reduced risk of sanctioning by inspection authorities.



*7% of revenue, but not less than 30% of an average salary in the economy, multiplied by the number of employees (EUR ~398 x 0.3 = EUR ~119, as of 2020). The single tax does not cover tax on dividends, VAT, excise taxes.

** All IT Park employees benefit from social security coverage limited to 2/3 of an average salary in the economy (EUR ~398 x 2/3 = EUR 265, as of 2020)



customized software development activities (customer oriented software) (62.01)*;



editing of other software products (58.29)*;



management activities (management and operation) of computing means (62.03)*;



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



computer game editing activities (58.21)*;



motion picture, video, and television programme post-production activities (59.12)*;



other education n.e.c., limited to computer training (85.59)*;



data processing, web page management and related activities (63.11)*;



information technology consulting activities (62.02)*;



other information technology service activities (62.09)*;



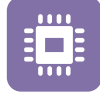
research and experimental development on biotechnology (72.11)*;



specialised design activities (74.10)*;



web portal activities (63.12)*;



Manufacture of electronic components (26.11)*.

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

Favorable location

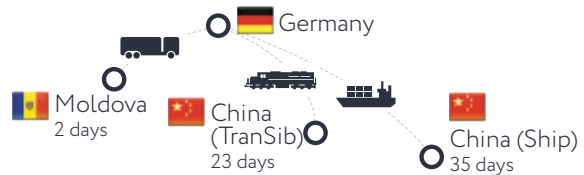
The outstanding location of Moldova and good transportation infrastructure provides easy access to both CIS and European Countries. The excellent location enables just-in-sequence and just-in-time delivery of goods. Considering Germany, it takes 2 days for truck deliveries.

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

Giurgiuleşti International Free Port

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

Transportation time



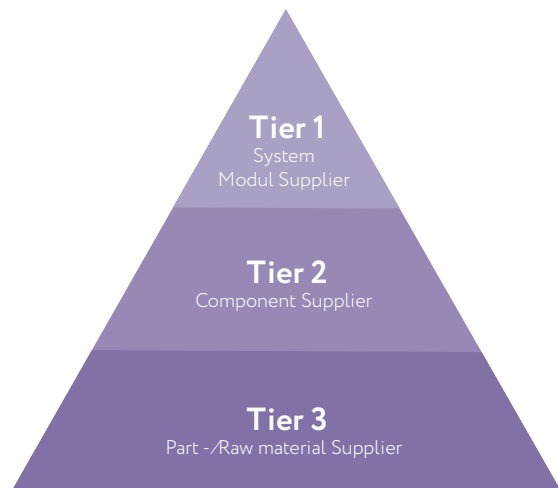
A strategic location in close proximity to OEMs, Tier 1 and Tier 2 suppliers, enabling just-in-sequence and just-in-time delivery.

Country	City	Supplier	Distance, km	Borders
Romania	Pitesti	Dacia-Renault	560	1
	Craiova	Ford	710	1
Poland	Bielsko Biala	Fiat Chrysler Automobiles (FCA)	999	1
	Gliwice	GM/Opel	1,029	1
	Poznan	Volkswagen	1,303	1
Hungary	Gyor	Audi	1,077	1
	Kecskemet	Mercedes-Benz	1,006	1
Slovakia	Trnava	PSA Peugeot Citroën	1,126	1
	Bratislava	VW	1,170	1
	Zilina	Hyundai/KIA	1,100	1
Austria	Graz	MagnaSteyr	1,350	1
Bosnia & H.	Sarajevo	Skoda	1,288	3
Czech Republic	Mlada Boleslav	VW	1,440	1
	Kolin	PSA/Toyota	1,450	1
Slovenia	Novo Mesto	Renault	1,475	1
Bulgaria	Bahovitsa	Great Wall Motor	780	1
Turkey	Gebze, Izmit	Honda, Isuzu, Hyundai	1,093	2
	Arifiye	Toyota, Otkar (Iveco, Land Rover)	1,143	2

Competitive products

Moldova provides excellent opportunities in Tier 2 and Tier 3 supplier production in the Automotive Industry.

Automotive Supply Chain structure:



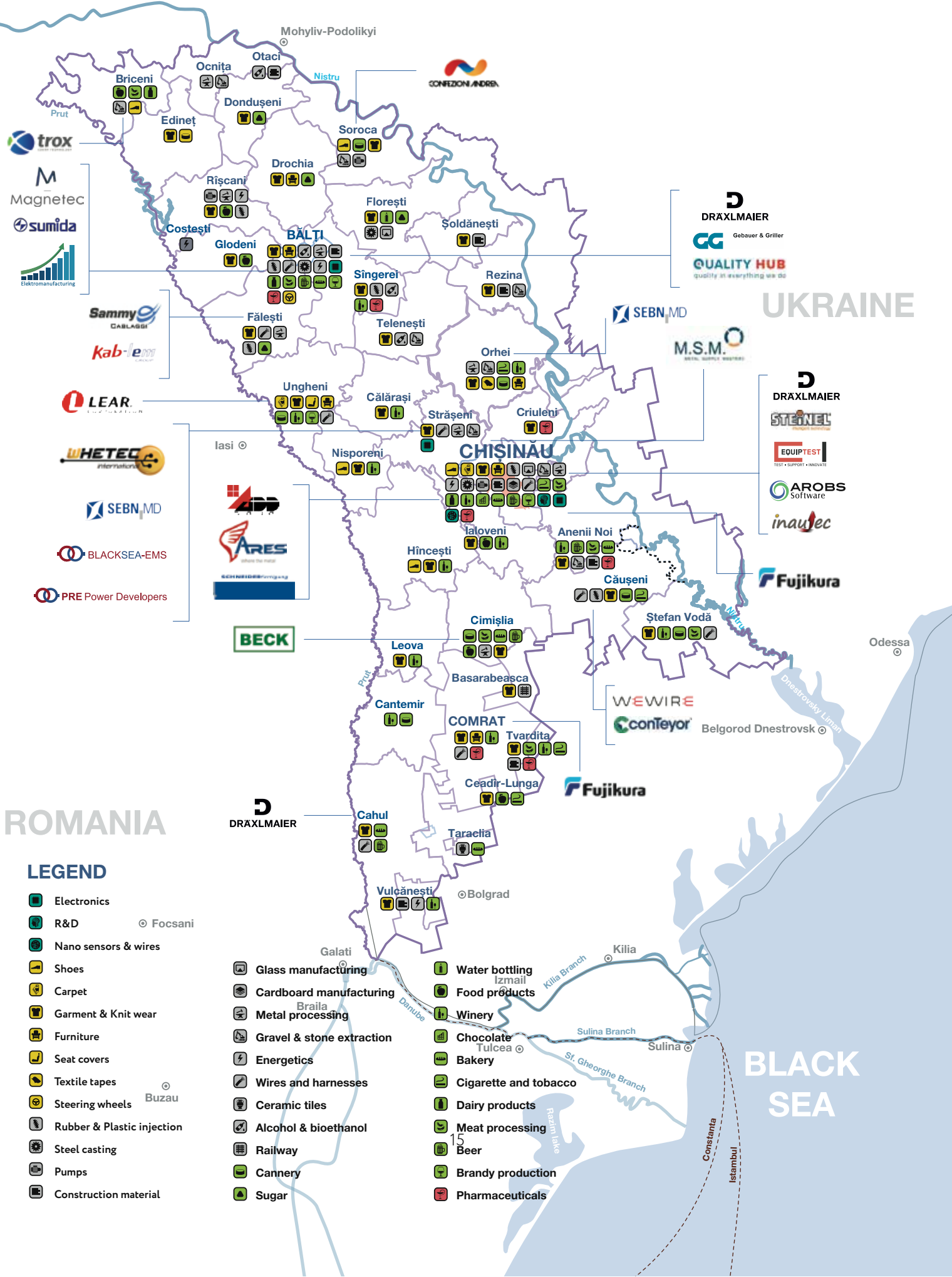
The combination of the knowledge pool, labor cost advantages, favorable tax and social security regimes, and close trade relations makes production competitive for products like:



Photo credit : Dräxlmaier Group, FEZ Balti subzone 2

Product Description	Produced in Moldovan Automotive Industry	Produced in Moldova
Seat and car covers, airbags, textile parts	x	x
Textile tapes, safety belts		x
Cables and wires	x	x
Wire harnesses	x	x
PU Foam		x
Plastic & Rubber molding injection	x	x
Steering wheels	x	
Engineering and R&D	x	x
Embedded Systems	x	x
Foundry & Steel castings		x
Machine parts and components	x	x
Electronics EMS, SMT, THT	x	x
Metal construction (welding)	x	x

Success Stories & Industrial Competences



Free Economic Zones

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

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

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

Industrial Parks

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

Incentives in Free Economic Zone (FEZ)

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

0% VAT no Excise and Customs duties

10 YEARS State guarantee on legislation changes

24/7 Customs office on site



Road and utilities infrastructure



EU border green lane (AEO)



Dual vocational system



Ongoing professional support by FEZ Administration



0.15 - 3.5 euro/m² land sales price



EUR/USD payments among FEZ residents



Minimal state inspection and control regime

Incentives in Industrial Parks



Free re-zoning of agricultural into industrial land;



Normative (below market) prices for the purchased land;



Reduced rental price for state land;



Free connection to existing infrastructure in the park;



Minimal state inspection and control regime.



Industrial platforms

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



ROMANIA

UKRAINE

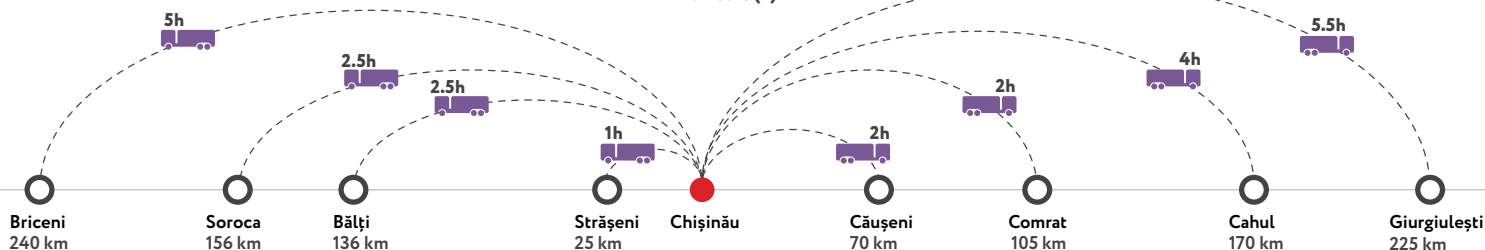


Timișoara, RO - 697km
Craiova, RO - 481km
Pitești, RO - 370km
Bucharest, RO - 255km
Constanța, RO - 215km
Galați, RO - 10km
MD: Giurgiuilesti
RO: Galați

LEGEND:

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

Main distances in km and hours (h)



Free Economic Zones Greenfield



300 ha

**Free buildable area in FEZ
with available masterplans**



**FEZ
MOLDOVA**
YOUR PLACE TO GROW



Greenfield



FEZ BĂLȚI

Owner: Public

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

Land price: **3.5 EUR/m²**

Greenfield



SOROCA

Owner: Public

Free buildable area: 17.6 ha

FEZ Ungheni-Business

Land price: **1.5 EUR/m²**

Greenfield



CĂLĂRAȘI

Owner: Public

Free buildable area: 32 ha

FEZ Ungheni-Business

Land price: **0.15 EUR/m²**

Greenfield



COMRAT Subzone

Owner: Public

Free buildable area: 40 ha

FEZ Valkanes

Land price: **1.5 EUR/m²**

Greenfield



FEZ TARACLIA

Owner: Public

Free buildable area: 33 ha

Land price: **0,65 EUR/m²**

Greenfield



CIADÎR-LUNGA

Owner: Public

Free buildable area: 42 ha

FEZ Valkanes

Land price: **0.65 EUR/m²**

Greenfield



CAHUL

Owner: Public

Free buildable area: 23 ha

FEZ Balti

Land price: **0.15 EUR/m²**

Greenfield



FEZ VALKANES

Owner: Public

Free buildable area: 20 ha

Land price: **0.65 EUR/m²**



“Moldova has a competitive country profile, providing good opportunities for business development. These are multiplied by the willingness of Authorities and such Institutions as Invest Moldova, Invest Gagauzia and GIZ to facilitate the foreign investments.

We started our business in 2016, expanded in 2018, and see potential for further growth of our operations in Moldova.”

Kimio Koizumi

President & CEO Fujikura Automotive Europe

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



Sven Damm,

VP of Trim Operations for Europe & Africa



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

Oliver Schacht,

Member of the Board, COO, SEBN SE

Igor Corman,

Administrator of SE Bordnetze SRL

“Moldova has a competitive country profile, providing good opportunities for business development. These are multiplied by the willingness of Authorities and such Institutions as Invest Moldova and GIZ of collaboration with the foreign investors, in order to contribute to the economy growth. This makes a solid foundation for a long term partnership between the Foreign Investor and the Country Society.”



Torben Kämmerer

Managing Director & CFO



“Since 2007 we work in Moldova and our experience is very positive. The strategic location and proximity to the European Union, the great manufacturing tradition of workers and the direct relations with local and central institutions of the capital Chisinau ensure excellent base for any foreign investor.”

Fabio Zanno,

Chief Operating Officer Kab-lem Group

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



Nikolaus Griller

Managing Director, Sales and Innovation Management



“ The DRÄXLMAIER Group is a reliable partner to the automobile industry and one of the technological leaders in the premium segment. We started our business in Moldova in 2007 and since then have continuously expanded operations. This country proved to have great potential for the development of our projects. DRÄXLMAIER made a huge investment in Moldova and built a second plant in 2011 within the Free Economic Zone in “Balti”, with full support by local and central authorities. The inventor of the customer-specific wiring harness, the DRÄXLMAIER Group stands for pioneering innovations in conventional and alternative drive systems, as well as in electrical and electronic components. Great extension of plant 2 in Balti in 2017 for new DRÄXLMAIER projects in Moldova proved an outstanding investment in the region. In 2018 we have successfully expanded our design & engineering activities in Interiors in Chisinau Product Development Office in Technical University campus, as well as built a new plant and started production of wiring harnesses in Cahul. At DRÄXLMAIER, employees participate in international projects of producing customer-specific wiring harnesses and developing components and interior parts for the Premium automotive industry. DRÄXLMAIER is a pioneer in the field of apprenticeship. In 2014 the company launched the Dual Education System and after one year the first graduates have been hired. Implementing this system and continuously training our staff, the company can guarantee a consistently high quality of the education level. DRÄXLMAIER is a responsible partner of the region and supports various projects that help developing it, continuously supporting social, education, sports and culture projects of the region.”

Guido Meinelt

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

“ From the beginning of our investment in the Republic of Moldova, the local and central Government, the Investment Agency as well as the authorities have supported the business activity. We are continuously developing our operations in Soroca, and see a great potential for growth.”



Stefano Crespi,

General Manager Confezioni Andrea Group



“ In the light of foreseeable strong growth in our business fields, especially in the e-mobility and renewable energy business units, we came to Moldavia for the first time in February 2019 in order to search a new location for assembly activities. We were positively surprised about the country with many motivated and well skilled people and within one year and the active support of the Moldavian Investment Agency, GIZ Moldova and FEZ administration in particular, we were able to start our production in April 2020. Thanks to the well qualified and engaged employees, the development of the plant in Balti continues almost as planned, despite the considerable restrictions caused by the corona virus. As an established supplier in the strong growing markets of eMobility, safety and renewable energies, we offer technologies as an expert for nanocrystalline toroidal cores and wound components that enable our customers to operate successfully in their markets and create added value as well as a sustainable protection of our environment. We as a company stand for quality, reliability, flexibility, speed and customer orientation. Our corporate culture with flat hierarchies based on trust and partnership is highly appreciated by our customers, suppliers and employees. Due to the positive development, we plan further investments and the transfer of some purchasing-, engineering- and development-activities into this location, partly with worldwide responsibility for the MAGNETEC Group. MAGNETEC continues to grow and we welcome all suppliers, cooperation partners, employees and customers, who want to accompany us on this path.”

Marc Nicolaudius,

Managing Director, Magnetec group

INVEST MOLDOVA AGENCY

THE ONE-STOP SHOP FOR ALL YOUR INVESTMENT QUESTIONS



ASSISTANCE & INFORMATION



Provide

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



Assist

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



Connect

With relevant partners:

- Embassies
- Government authorities
- Business associations
- Existing investors

INVESTMENT ATTRACTION & PROMOTION ACTIVITIES

G2B and B2B Missions abroad

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

Moldova Business Week

AFTERCARE

Platforms for Investors

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

Economic Council to the Prime Minister of the Republic of Moldova

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

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

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

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



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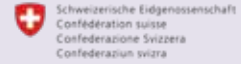
Invest Moldova Agency is the prime source of information and assistance for potential investors.

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

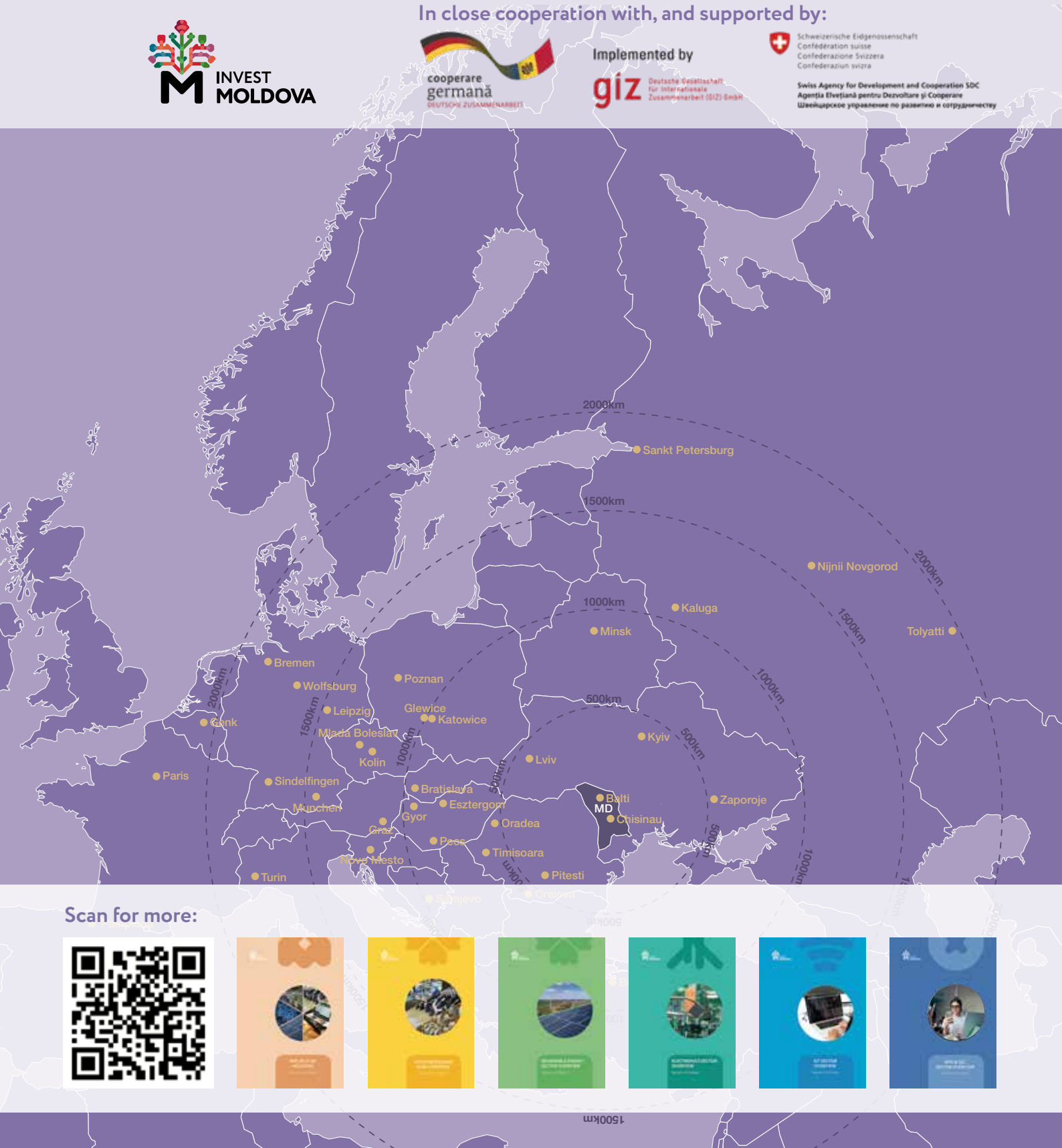
Our team consists of permanent investment attraction staff, sectorial consultants, as well as regional officers. Combining our experience, we are able to provide you with information relevant for your decision making, as well as links to businesses and government.



In close cooperation with, and supported by:



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