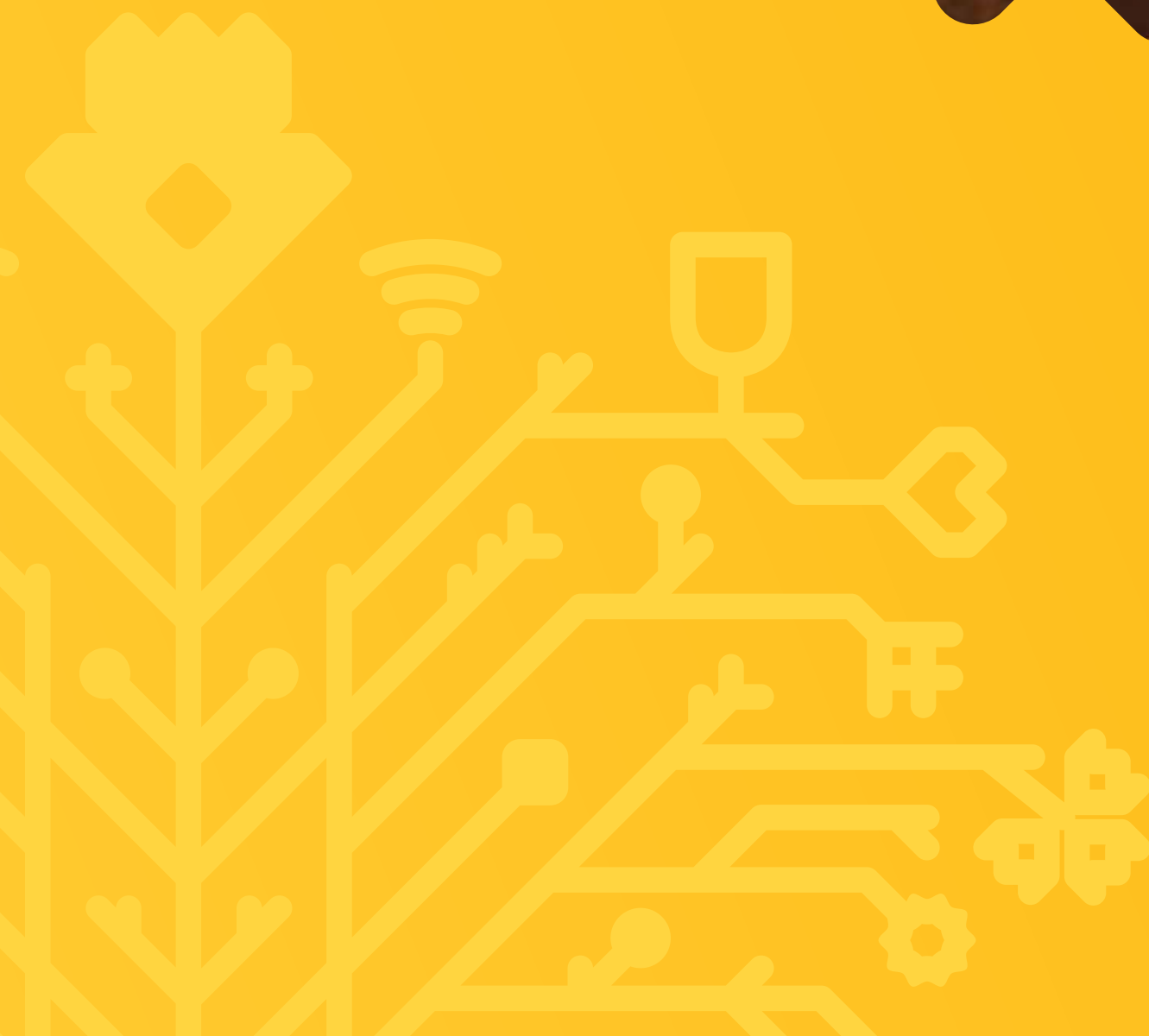


FOOD PROCESSING AND LIVESTOCK

Republic of Moldova



Key facts



Name
Republic of Moldova

EU candidate status
June 2022



Capital:
Chisinau ca. 673,000

Open EU accession negotiations
December 2023



Population:
2.51 million
January 1st, 2023

Employment rate, 2023
43.1%



Area:
33,847 km²

GDP per capita at PPP, 2023
\$6,830



Language:
Romanian
Other spoken languages:

GDP current prices, 2023, billion
\$17.05



Currency:
MDL: 1 EUR = 19.3 MDL
Average annual rate 2023

Inflation:
2023: 13,9%

FOOD PROCESSING & LIVESTOCK



2024

8% VAT

in Agriculture,
standard VAT rate - 20%

12% CIT

standard
Corporate Income

6% FEZ



The biggest wine collection in the world with over 1.5 million bottles.



Only 7% of the world is suitable for growing walnuts. The entirety of Moldova is suitable, becoming one of the largest supplier of walnuts in the EU.

Free Trade Agreements

DCFTA - Deep and Comprehensive Free Trade Area with the European Union;

CEFTA - Central European Free Trade Agreement (Albania, Bosnia and Herzegovina, Macedonia, Montenegro, Serbia, and UNMIK Kosovo);

EFTA - European Free Trade Association (Iceland, Liechtenstein, Norway, Switzerland);

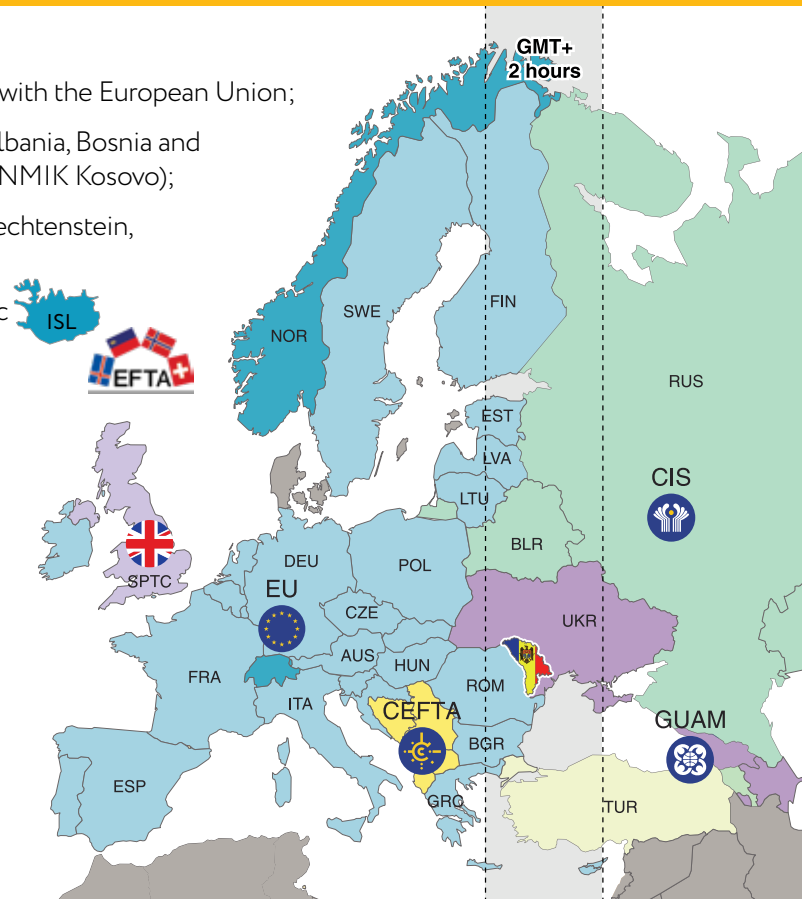
GUAM - Organization for Democracy and Economic Development (Georgia, Ukraine, Azerbaijan);

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

FTA with Turkey;

FTA with CIS countries - Armenia, Azerbaijan, Tajikistan, Uzbekistan

**One billion customers
duty-free market**



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Moldova's Place in the Global Agrifood Market

Photo credit: Freepick @legion



1st
largest winecellar by numbers of bottles



9th
exporter of apricots



1st
in the world with the highest density of vineyards



10th
exporter of apples



3rd
exporter of plums



10th
exporter of grapes



9th
exporter of cherries

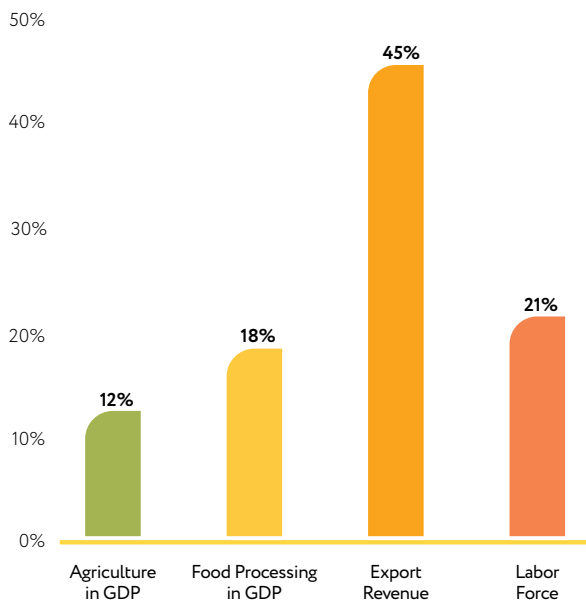


14th
wine exporter

Source: UN Comtrade Database

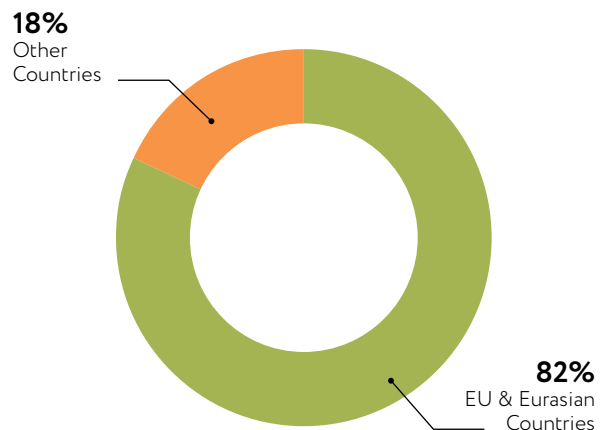
Executive Summary: Agriculture in Moldova

Agriculture stands as a cornerstone of Moldova's economy, bolstered by favorable climatic conditions, fertile soils, and a diverse biosphere. Representing approximately 12% of the GDP in recent years, agricultural production—alongside food processing—accounts for more than 18% of the GDP and 45% of the nation's export revenue. Key export commodities include wines, spirits, and a variety of fresh and processed fruits and vegetables. Agriculture also remains one of the most significant employment sectors, engaging about 21% of the labor force.



To sustain growth in agri-food exports and expand into high-value markets, diversification is crucial. Strengthening trade ties with the EU is anticipated to bolster this diversification effort. Currently, Moldova engages in agricultural trade with over 70 countries, with the EU and Eurasian Countries being predominant partners, together accounting for 82% of Moldova's foreign trade. As of 2022, exports to the EU amounted to USD 2.5 billion, while imports were valued at USD 4.4 billion.

Exports by destination



Source: National Bureau of Statistics, 2022

The nation is renowned for a broad spectrum of agricultural goods, ranging from staple crops like wheat, barley, and maize to a rich variety of fruits, vegetables, and livestock products. In the last year, the livestock sector alone has witnessed a 35% production increase.

Prominent vegetables cultivated include tomatoes, onions, and a selection of gourds and greens. The fruit sector is predominantly comprised of apples, plums, sweet and sour cherries, apricots and peaches, complemented by nuts and grapes cultivated for various uses.

41 Billion MDL

From 2020 to 2022, the agricultural production grew by 35%, reaching the value of ca. 41,000 million MDL.

2,5 Million ha

The entire agricultural lands cover 2.5 million hectares or 75 % of the country's territory. Out of which 1.85 million hectares are arable land, 0.27 million hectares are perennial plantations.

75 %

Black soils amount to around 75 percent of the overall territory.

33,847 km²

Total area of the Republic of Moldova is 33,847 km².

360,000 ha

Meadows & pastures 370 thousands hectares.



Domestic Sector Overview

Photo credit: Invest Moldova

In Moldova, agriculture is preeminent, accounting for the largest portion of land use within the nation. The vast majority of agricultural activity occurs on the fertile chernozem soils that cover 75% of the territory, enhancing the country's capacity for both annual and perennial crop production. These lands, particularly concentrated in northern districts, benefit from an amalgamation of high-quality soil resources and diverse microclimates.

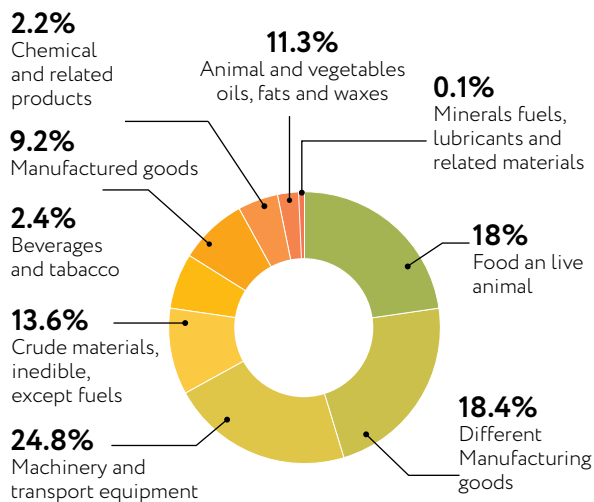
The synergy between agriculture and processing industries forms a significant segment of Moldova's national economy, establishing the country as a key supplier of agricultural products to neighboring markets. This sector is bolstered by a tradition of diligent agriculture, complemented by an increasing trend of private investments.

Agriculture plays a crucial role in Moldova's food security, fulfilling the majority of the country's food requirements and diminishing reliance on external sources. Additionally, the sector furnishes other industries with essential raw materials.

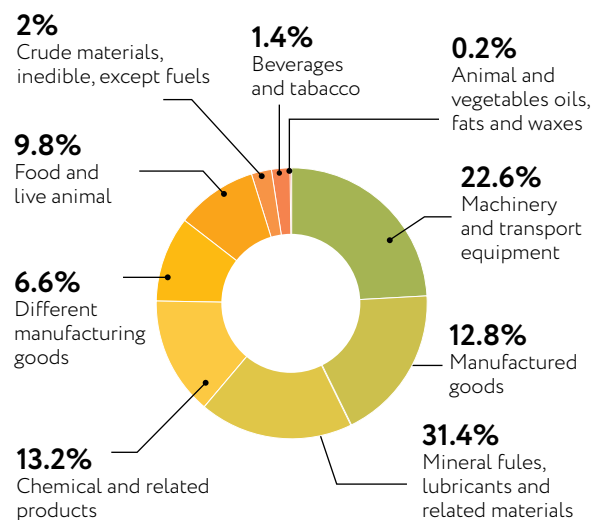
Trade Dynamics with the EU

In 2022, Moldova's export profile to EU countries featured a substantial segment of animal and vegetable oils, fats, and waxes, constituting 11.3% of total exports. This was followed by significant exports in the categories of food and live animals, and machinery and transport equipment. Imports from the EU presented a diverse composition, with the majority constituted by manufactured goods and chemicals, alongside significant percentages of food and live animals, machinery, and fuels.

Exports to EU countries, 2022



Imports from EU countries, 2022



Source: National Bureau of Statistics, 2022



Photo credit: Invest Moldova

Strategic Benefits of Agricultural Development in Moldova

Moldova's agricultural sector leverages the following strengths:



Optimal Geographic and Climatic Conditions:

Moldova's moderate continental climate and long growing seasons favor the cultivation of early vegetable varieties, providing a competitive edge. The nation's rich humus soil profiles and adequate water resources underpin this advantage.



Experienced Agricultural Workforce:

Leveraging a history of agrarian skill and knowledge, particularly in high-value crops such as fruits, vegetables, tobacco, and viticulture, Moldova's farming population contributes to a robust agricultural output.



Fertile Soil and Labor Force:

These two factors converge to yield efficient production sectors focused on high-value export goods, characterized by high profitability and productivity levels.



Proximity to Key Markets:

Moldova's location offers convenient access to EU, CIS, and broader international markets, including Egypt and the UAE, facilitating expansive trade opportunities.



Land Utilization in Moldova

Soil is a critical asset to Moldova's agronomy, with chernozem soils making up a substantial part of the country's 10 diverse soil types. Despite their fertility, these soils are receptive to environmental influences, posing certain risks such as climatic extremes and anthropogenic impacts.

Overview of Agricultural Land Use in Moldova (2022)

Land Area, total	3,384.9
Agricultural land, including:	2,493.1
Arable land	1,857.7
Perennial plantation of which:	275.5
Orchards	126.6
Vineyards:	124.6
Pastures	336
Hayfields:	2.1
Lands provided with irrigation facilities of which:	215.9
Arable land:	201.9
Perennial plantation	12.9

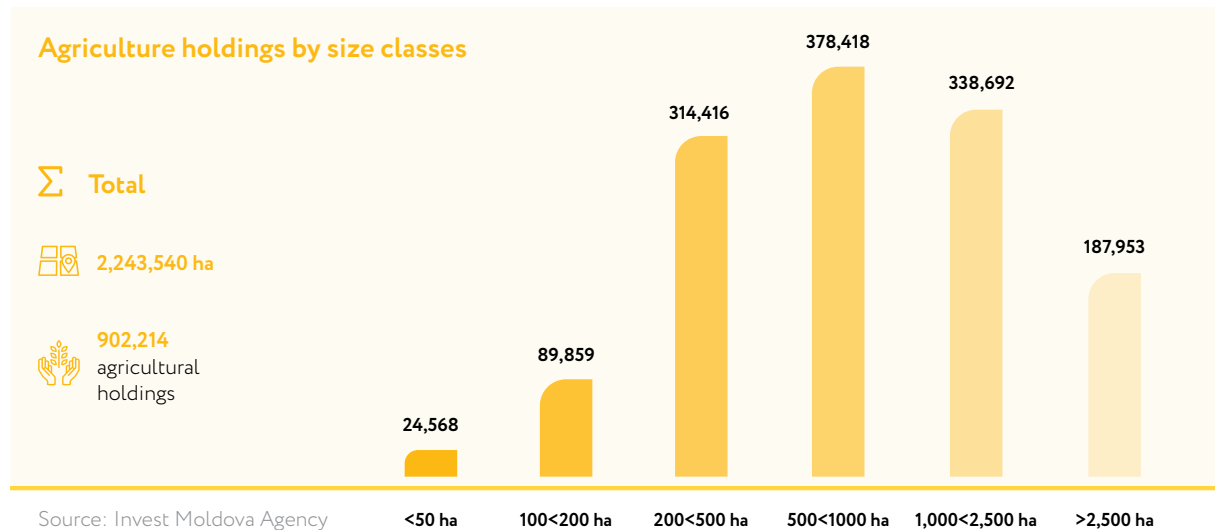


Source: Statistical Yearbook "Agricultura Republicii Moldova", 2022

Photo credit: Orhei- Vit

Agricultural Sector Composition in Moldova

The Moldovan agricultural landscape is bifurcated into two significant sub-sectors: large-scale corporate enterprises and individual operators, which include family-owned farms and smallholdings. The latter often engages in subsistence farming and contributes to the market with specialty produce such as fruits, nuts, and vegetables. On the other end, corporate agricultural entities focus on bulk commodities like cereals and sugar beets, utilizing mechanized farming to optimize output and cost-efficiency.



Distribution of Agricultural Holdings table

Moldova's diverse agronomic output encompasses a range of commodities from horticulture to grains and livestock, with a notable output value of 2,100 million USD in 2022. The preponderance of plant cultivation, particularly cereals and industrial crops, underscores the sector's strategy of ensuring high-yield production. There's a marked shift from fodder crops to more profitable alternatives, a transition that supports both economic viability and land conservation. Strategies for sustainable diversification include the introduction of varied crop varieties, fostering a balanced crop rotation that mitigates soil depletion.

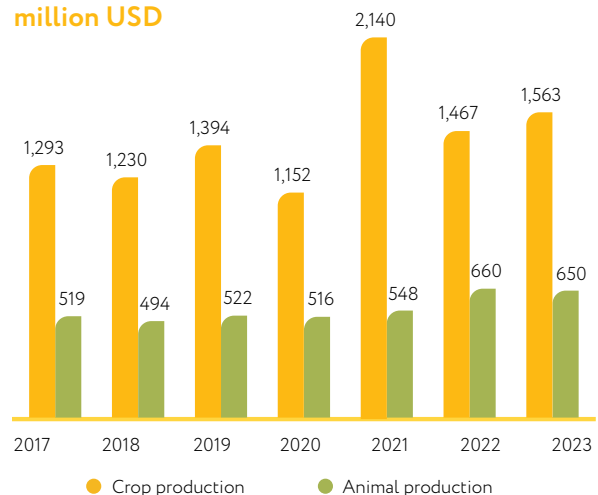
Major Agricultural Products

The Republic of Moldova offers a wide range of agricultural product groups, including fruits, vegetables, grains, and livestock. In 2022 agriculture output reached 2,100 million USD.

Plant growing has a dominant position in the structure of agricultural production; its share in

the total agricultural production is about two-thirds. Cereals and industrial crops occupy about 90% of the area. Production of fodder crops on arable lands has decreased, which leads to the disruption of crop rotation patterns, deterioration of livestock forage, increasing the pressure on the lands to a level that leads to their degradation. Production increases can be realized in future by further diversification of crop varieties, which as a result will also allow for optimized crop rotation patterns.

Global agricultural production in current prices, million USD




Horticultural Sector in Moldova

Moldova's horticultural sector thrives due to its ideal natural conditions for intensive agriculture. Historically a cornerstone of the national economy, horticulture continues to be a significant contributor, enhancing the overall efficiency of the agricultural sector.

Fruit cultivation is a strategic economic segment, accounting for approximately 40% of Moldova's agricultural output. Vegetables, while central to the sector, often result in net imports due to seasonal production constraints. Extension of the local production and marketing period is a potential area for development, aiming to bolster competition against imports.

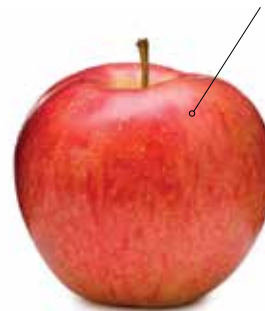
Extensive distribution network for Moldovan fruits and vegetables

-  Open-air markets
-  Wholesale channels
-  Supermarkets
-  Numerous small vendors
-  Hotels
-  Restaurants
-  Cafes
-  Rural households

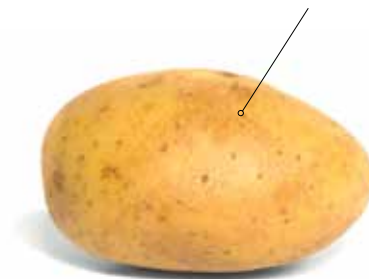
Additionally, a substantial portion of rural households consume or exchange their produce locally, sustaining traditional consumption patterns.

A review of the consumption patterns reveals consistency with minor annual fluctuations. Moldova's conducive environment for horticulture is evident in the official 2022 statistics, which report a total area of 138,000 hectares for fruit and nut plantations. This includes significant areas dedicated to apples, plums, and nuts, contributing to approximately 7.3% of the agricultural land area.

550,000 tons per year



172,000 tons per year



100,000 tons per year





Photo credit: Invest Moldova

Aggregate Horticultural Production in Moldova

	2020	2021	2022
Vegetables	227	232	257
Fruits	665	876	650

Source: National Bureau of Statistics

The horticultural sector in Moldova is a critical component of its agriculture, ensuring a consistent supply of fresh vegetables and a robust fruit harvest. Historically, vegetable production has been a mainstay, designed to meet the population's demand for a fresh and varied diet. Over the years, the horticultural sector has seen significant expansion, particularly in the vegetable domain, thanks to Moldova's favorable climatic zones.



More than 60 species of vegetable crops can be cultivated in these zones, yielding high production and profitability. This is evidenced by the vegetable development indices from the 80s and 90s, when the annual gross harvest of vegetables was between 1,200 and 1,300 thousand tons. Of this, 700 thousand tons were processed by canneries and more than 250 thousand tons were exported fresh.



In 2022, vegetable production reached approximately 257 thousand tons, with tomatoes leading the yield. Potatoes added another 172 thousand tons to this total. The annual variation in vegetable production is estimated to be about 10%. The land allocated for open field vegetables covers 40 thousand hectares, with an additional 170 hectares dedicated to greenhouse cultivation. These cultivation areas are dispersed geographically across the country, with significant production of tomatoes, cabbages, onions, peppers, cucumbers, pumpkins, and various other vegetables.



Moldova's fruit production complements its strong vegetable sector. In 2022, total fruit production stood at around 650 thousand tons, with apples comprising 70% of this total. Plums and table grapes followed, showcasing the diversity of Moldova's fruit cultivation. The annual berry production also contributed significantly, adding around 20 thousand tons. Geographically, the northern part of Moldova is notable for apple production, while the central region predominantly yields plums. The southern and central regions are recognized for their cultivation of plums and table grapes.

Vine and wine

Wine-making is an important branch of the economy. The share of viticulture and winemaking in global agricultural output is about 15 % and respectively 12 % from the total agro food export.

In 2022, the vineyards covered a total area of 116,000 hectares, over 95 % of the areas being privately owned.

Wine industry 2022

1st

position in agri-food export (15%)

7%

Moldova's total export

20th

wine producer in the world (2019)

3%

of the territory of the country

2%

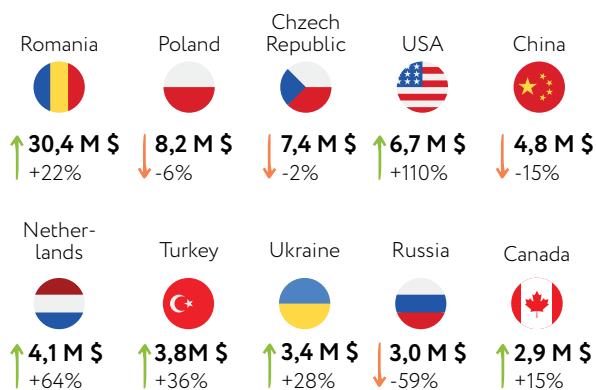
of the GDP

7%

agricultural surfaces



VALUE million USD, 2023: EXW-bottled



GUINNESS BOOK – Milestii Mici - largest wine cellar by number of bottles (over 1.5 million bottles)

Cricova - underground wine city, over 70 km galleries

National Wine Day (19 editions)



Walnut production and processing

The Republic of Moldova ensures 6% of exports of nuts worldwide according to the International Nut & Dried Fruit Council

According to the International Trade Centre in Geneva, Moldova is one of the largest exporters of walnuts to Europe, after USA, Mexico, and China.

Walnuts plantations have registered a rapid growth since the year 2000, from an area of 4,000 hectares up to 35,000 hectares in 2022 compared to 26 thousand hectares in 2017. Thus, the amount of exports grew from 39 million USD in 2003 to circa 75 million USD in 2020.

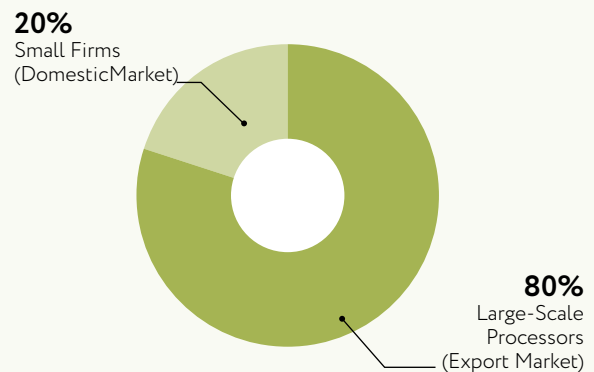
Average productivity varies from 2 to 3 tons per hectare, depending on the variety and climatic conditions.

ca. 25,000 tons during 2017-2022 (per annum)

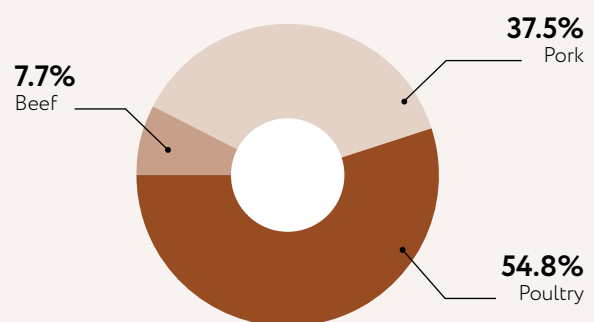


Processing Sector Analysis

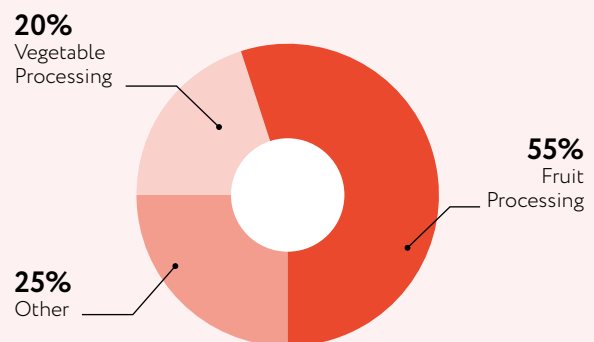
The processing sector in Moldova is bifurcated into two core segments. The first encompasses a small group of large-scale processors that focus on the export market, commanding roughly 80% of sector output and primarily processing apple juice, fruit and tomato paste, and canned fruits and vegetables. The second segment consists of numerous smaller firms catering to domestic needs. Notably, only a third of the sector's potential is currently harnessed.



The meat-processing industry of Moldova, notable for its consolidation, is dominated by a few key players such as "Carmez" in Chişinău and "Basarabia Nord" in Bălţi. These entities collectively account for a significant share of the domestic market, importing a substantial portion of raw material for the production of meat products and sausages. In 2022 alone, Moldova produced 16,700 tonnes of beef, 81,200 tonnes of pork, and 59,000 tonnes poultry in live weight.



Annually, Moldova processes approximately 20% of all vegetables and 55% of all fruits, amounting to 300-350 thousand tons. Key companies in the sector—Orhei-Vit, Alfa-Nistru, Ecovit and Naturo Bravo – contribute significantly to the nation's export portfolio, delivering a diverse array of products across 25 countries, including the CIS, the USA, and EU member states.



Grain milling is limited, with the majority utilized as fodder. Approximately a quarter of milk is processed, while meat and pulse processing remains under 10%. The majority of sugar beets and oil crops are processed, signifying their importance within the sector.

In terms of exports, Moldova's meat production in 2022 included substantial quantities of beef, pork, and poultry. Efforts to expand meat exports are ongoing, with the aim to capitalize on swift export capabilities.



Dried fruits production

The Moldovan dried fruit sector includes a few large and medium sized companies and a larger number of smaller companies, all competing amongst each other. Over the past three years, Moldova produced between 6,000 – 8,000 tons of dried fruits (mostly plums, but also apples, cherries, pears, etc.) per year, depending on the growing conditions and availability of raw materials. Export levels are usually about 70 % of production. The EU absorbs about 80 % of Moldova’s dried fruit exports; CIS countries, primarily Russia, Belarus, and Ukraine, accounting for the remaining 20%.

4,000 tons during 2015-2022 (per annum)

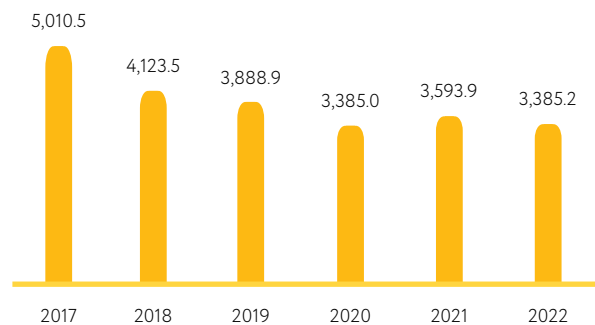


Natural honey

The Republic of Moldova has a rich tradition regarding honey production with an average of 4,000 tons per year. The EU absorbs circa 85 % of natural honey exports. The main honey export

destinations are Italy, Germany, Netherlands, Slovakia, Check Republic, Romania, and Serbia. The remaining circa 15 % of the total volume of honey produced in Moldova is consumed locally.

Natural honey exports, tons



Export, top countries in 2022, tons

Romania		587,5	Slovakia		384,6
Chzech Republic		151,0	Noth Macedonia		135,6
Serbia		171,5	Germany		300,1
Italy		872,5	Netherlands		173,6

Source: comtrade.un.org

Grains

The sector producing cereals and cereal-based products in the Republic of Moldova has quite a diverse composition and includes both small and large operators, state owned and private companies. The task of the agricultural sector in the development of the cereals and cereal-based production is to ensure both, the food security of the country and sustain the employment level.

Currently, the cereals and cereal-based production is not operating at its full capacity due to a series of problems existing in this

field. In comparison with the EU countries, yields obtained in the Republic of Moldova from one hectare are lower, but are close to those obtained in neighbouring countries. The structural and technical aspects of the sector correspond to the nature of agriculture in the Republic of Moldova and the extensive character of subsistence farming. In the Republic of Moldova, cereal crops account for 35% of the total area of agricultural land and even more of the total sown area – about 60 – 65%. The most important role in the value chain of cereals and cereal-based products is held by traders and to a less extent by operators of the bakery industry.

The majority of products manufactured within this sub-sector are provided for the domestic market, except for small/minor quantities of biscuits, which are exported.

The main crops cultivated in Moldova include wheat, barley, and corns. The majority of products produced within this sub-sector are provided for the domestic market. The main trade markets are Romania, Russia, Germany, Italy, and Turkey.

Production of wheat, barley, and corn, thousands of tons

	2017	2018	2019	2020	2021	2022
Wheat	1,251	1,163	1,148	570	1,436	787
Barley	249	175	168	107	235	119
Corn	1,773	2,074	2,130	785	171	446
Sun-flower	804	789	811	493	892	576
Soy	47	58	64	33	36	23

Source: National Bureau of Statistics, 2022

Livestock

Between 1995 and 2015, cattle livestock decreased by 75 %, pigs production by 50 %, and sheep and goats by 50 %. The fall in livestock numbers was the consequence of inefficient restructuring of large animal and

bird farms, and also the consequence of a lack of investment funds. During the last years, this trend slowed down.

Livestock production in Moldova is very sensitive to climate changes, mainly through a lack or shortage of fodder.

Moldova is importing approximately 60 % of its consumption of dairy and beef products, with only 40 % coming from domestic production. Pork and poultry is the most intensive product and its represents more than 80% of own production.

In particular, pork is one of the most popular meat types for Moldovan customer, since it is much more affordable than beef. Moldova’s pork production was 58 thousand tons in 2009 and increased by 40 % in 2022, reaching 81 thousand tons in live weight.

Livestock by categories of producers, thousands heads

	2017	2018	2019	2020	2021	2022
Cattle	182	167	145	124	109	104
Swine	439	406	397	397	340	348
Sheep and goats	870	842	769	676	617	578

Source: National Bureau of Statistics, 2020



Photo credit: Millstream Diary









Organic Agriculture Overview

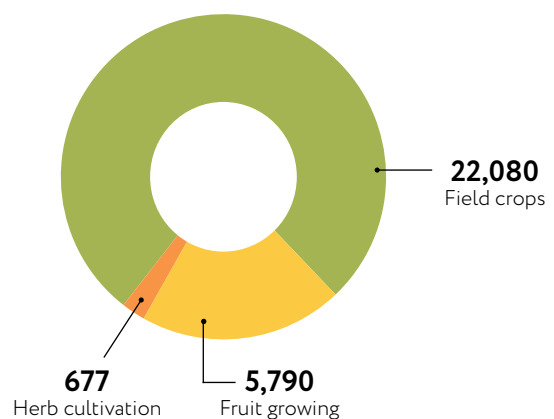
Photo credit: Invest Moldova

The European market for organic processed foods is expanding, with sales exceeding 53 billion EUR in 2022. A strategic pivot towards organic production could invigorate Moldova's food processing industry, given its labor-intensive nature and chemical-free processes. Awareness of the sector's potential is widespread among Moldova's governmental entities, recognizing the considerable export opportunities for organic produce.

In the Eastern Europe, Caucasus, and Central Asia region, Moldova is emerging as a leader in organic agriculture. The sector's growth reflects concerted efforts by non-governmental organizations, private investment, and supportive governmental policies. This collaborative drive has enabled Moldova to begin exporting significant quantities of organic products to the EU, with over 40 thousand tons reported.

Group of organic crops-2022, hectares

	Sunflower	6,400
	Maize	5,500
	Walnuts	4,800
	Soybean	1,444
	Peas	1,400
	Lavender	207
	Mustard	111
	Vegetables	<50



Source: Figures from the Atlas of Organic Agriculture in the Republic of Moldova

Organic Agriculture Growth

As of 2022, Moldova's certified organic land extended over 28,616 hectares, marking significant progress in organic farming since the initiation of relevant regulations in 2006. Moldova features two national and twelve international certification bodies, reflecting a strong commitment to organic standards and government support for the development of organic farming. This support contributes to organic products accounting for 20 % of domestic market sales.

Moldova is well-equipped for organic agro-food production, thanks to favorable conditions for a diverse range of ecological agricultural plants, responsible use of ecological soil amendments, and a decade-long reduction in chemical use in agriculture. The country's strategic approach to crop rotation and pest management enhances the resilience and yields of organic crops.

Organic Certification Bodies

2006: Initiation of Organic Regulations

- Certified Organic Land
- National Certification Bodies
- International Certification Bodies

2010: Current Status

- Certified Organic Land
- National Certification Bodies
- International Certification Bodies

Legislation Milestones

2006: Initiation of Organic Regulations

- Introduction of regulations for organic farming

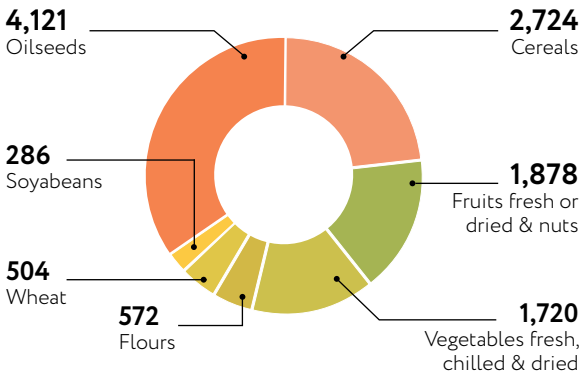
2010: Reduction in Chemical Use

- Adoption of practices leading to a reduction in chemical usage in agriculture

2023: Law on Organic Production and Labeling of Organic Products

- With the purpose of ensuring the sustainable development of organic production, fair competition, and the proper functioning of the internal market.

Organic certified exported products to the EU-2022, tones



Source: Moldova Organic Value Chain Alliance

In 2022, the export of organic certified products to the EU was substantial, with categories such as oilseeds and cereals leading the export volumes.

Bio Energy Production Focus

The goal of Moldova's energy policy is to harness the energy potential of biomass, with an emphasis on converting biomass into briquettes and pellets for heating and social services. This transition to biofuel aims to reduce the reliance on fossil fuel and enhance social infrastructure's energy efficiency. Educational projects aim to increase awareness of biomass use and support the adoption of the Renewable Energy Law from 2007.



Photo credit: Impex Business Group



International Trade Overview

Photo credit: Invest Moldova

Moldova has established an extensive network of foreign trade agreements, enabling commercial engagement with 93 nations globally. The primary countries receiving Moldova's agrifood exports are key European markets, including Romania, Italy, France, Poland, and Turkey, reflecting a diversification of Moldova's trade relations. In recent years, there has been a consistent upward trajectory in agrifood exports, marking Moldova as an emerging contributor to the regional agrifood market.

Agrifood trade remains a lucrative component of Moldova's economy, yielding a trade surplus exceeding 1 billion USD in 2022. Agrifood products constituted 44 % of the nation's export portfolio, while comprising 14 % of total imports.

Exports

Moldova's export landscape is dominated by wines, spirits, and agrifood products like cereals, fruits, nuts, and oilseeds. 2022 witnessed significant export activities amounting to 1.93 billion USD in agrifood products, showing an increase of 500 million USD from the previous year. Plant products were the predominant export, while deficits were noted in meat, fish products, flour, dairy, confectionery, and tobacco.

Imports

The importation of agrifood products reached a total of 1.289 billion USD in 2022, marking an increase from the previous year. Foodstuffs and

food products comprised the bulk of imports, with plant products also showing significant import volumes.

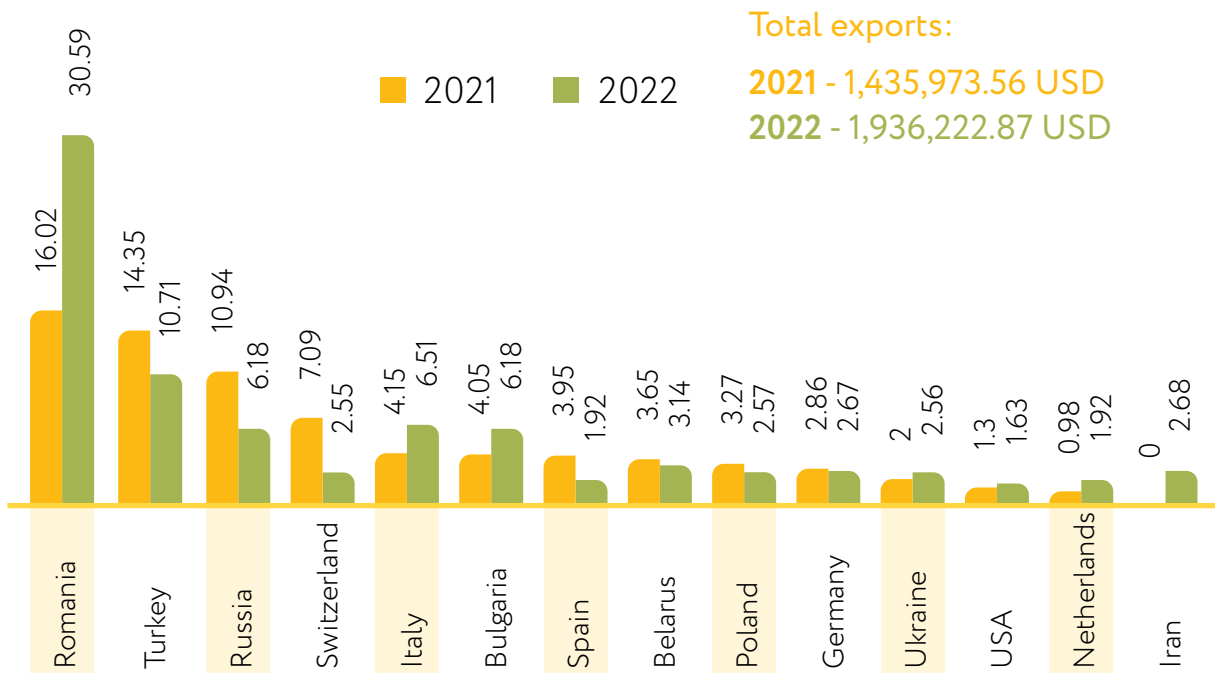
Trade Specifics

Moldova's agricultural trade is characterized by the robust export of plant products, accounting for a significant portion of agricultural export revenue. Foodstuffs, beverages, tobacco, and animal oils also contribute notably to the export figures. Conversely, the nation's importation of livestock products, while sizable, represents a smaller segment of total agricultural imports.

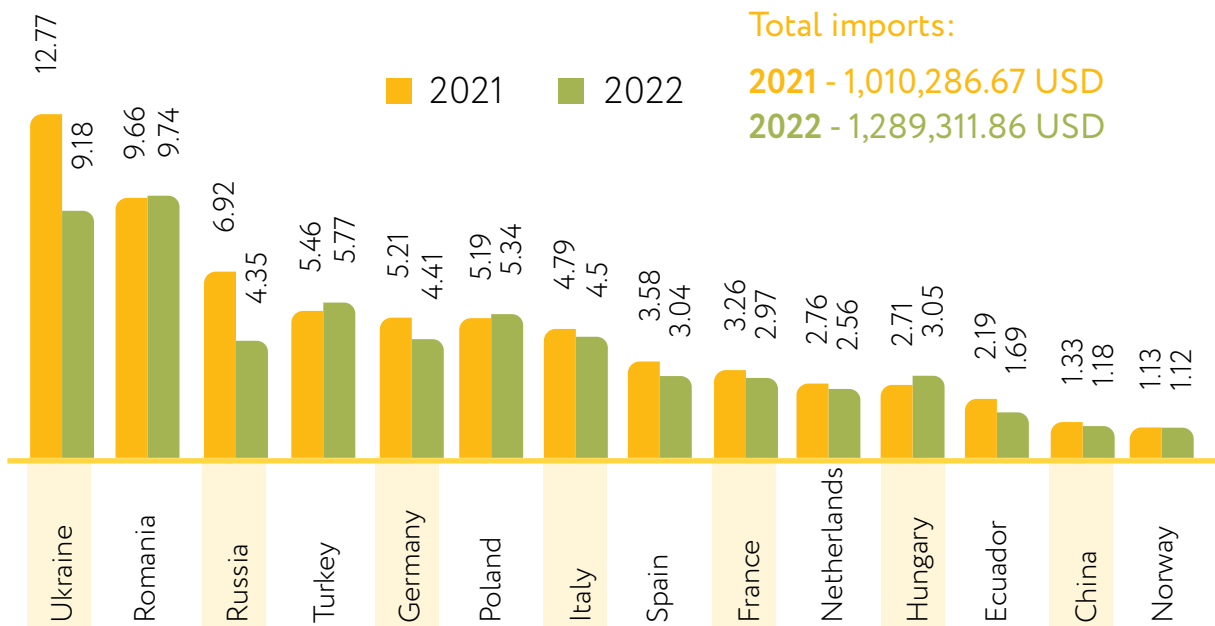


Photo credit: Invest Moldova

Share of the main partner countries in total agricultural export, %



Share of the main partner countries in total agricultural import, %



Source: National Bureau of Statistics



Grain silos and container terminal at Giurgiulesti Port

Main Trade Agreements

Moldova's strategic trade policies are designed to draw investment, spur innovation, and facilitate the exchange of expertise and production of competitive goods. Leveraging its geographic position and economic infrastructure, Moldova aims to attract trans-national corporations and facilitate east-west trade.

Deep and Comprehensive Free Trade Area (DCFTA)

Effective from July 2016, the DCFTA fosters a free-trade zone between Moldova and the EU, aligned with World Trade Organization stipulations. It removes import duties for most goods, enabling enhanced market access. Crucially, the agreement also includes provisions for company establishment, offering non-discriminatory terms for EU entities to operate within Moldova.

Commonwealth of Independent States (CIS)

Moldova's participation in the CIS Free Trade Area, effective since September 2012, replaced earlier bilateral agreements and now serves six CIS nations. Although the FTA provides for a free tax trade regime, there are still certain exceptions, usually asymmetric in nature. In 2002, Georgia, Ukraine, Azerbaijan, and Moldova signed the GUAM agreement regarding the creation of a free trade zone. Its scope is to eliminate customs

fees and other taxes with equivalent effect and quantitative limitations on trade, as well as to eliminate the barriers for free movement of goods and services.

Central European Free Trade Agreement (CEFTA)

Since its inception in 2006, CEFTA has played a critical role in Moldova's trade strategy. Enabling duty-free access for a wide array of products within South-Eastern Europe, CEFTA not only reinforces Moldova's commercial ties with member states but also serves as a stepping stone towards EU integration.

Double Tax Treaties and Mutual Protection of Investments Treaties

Moldova's network of double taxation treaties—currently 48, with 45 active—offers favorable conditions to mitigate the fiscal burden on multinational businesses. These frameworks are aligned with OECD guidelines, providing clarity and security for foreign investments.

Strategic Partnership with the United Kingdom

The Strategic Partnership, Trade, and Cooperation Agreement with the UK underscores Moldova's commitment to sustaining robust trade relations post-Brexit, ensuring continuity and opportunity for businesses in both nations.

*The Association Agreement between the European Union and the Republic of Moldova was signed in June 2014 and has been in full effect since July 2016.



Investment Appeal in Moldova's Agricultural Sector

Photo credit: Invest Moldova

Moldova's agricultural sector presents numerous opportunities for investment, offering:

- Government incentives, including a competitive subsidy fund.
- Strategic geographic positioning for access to the EU and CIS.
- Optimal agronomic conditions with fertile soil and a climate conducive to intensive agriculture.
- Proven efficiency within the agro-industrial sector.
- The renown of Moldovan brands across CIS markets.
- Commitment to ecological sustainability.
- Rapid production due to proximity to raw materials.
- A highly skilled, competitive workforce.
- Opportunities for international joint ventures.

Viticulture and Wine Industry Potential

There are 4 historical wine regions: Valul lui Traian (southwest), Stefan Voda (south east), Codru (center), and Balti (north); the first three are destined for the production of wines with protected geographical indication.



The viticulture sector is pivotal to Moldova's economy, distinguished by:

- Extensive vineyard coverage, with 121,000 hectares contributing to a rich diversity of native and European grape species.
- Production centered in renowned wine regions with Designation of Origin status, contributing to an annual output of 400 - 500 thousand tons.
- The exportation of 80% of wine production, underlining Moldova's international reputation in winemaking.

Advantages of Moldova's Agriculture Sector

Geographical Excellence

Moldova boasts a unique microclimate and fertile soil, comparable to the renowned agrarian regions of France and Northern Italy.

Historic Traditions

With a rich viticultural heritage, Moldova has been a bastion of winemaking for centuries.

Diverse Produce

Moldovan wines, like the renowned Ialoveni and Cahor, and spirits such as 'Pastoral' and 'Bouquet of Moldova', reflect a vast array of varieties and styles, including technology on par with international standards for sparkling and fortified wines.

World Recognition

Moldova's wines, such as the Milestii Mici's vast collection, have achieved global acclaim, including recognition by the Guinness World Records.

Investment Opportunities in Viticulture:

The area under fruit and nut plantations in 2022 accounted for 138,000 hectares. As for the vegetables production, the annual harvest registers around 458 thousand tons, on average. Vegetables are exported into 23 countries of the world.

- Enhance quality and safety standards in wineries.
- Modernize equipment across winemaking facilities.
- Establish new laboratories for product testing.
- Strategize vineyard replanting initiatives for sustainable growth.

Investment Opportunities:

- Development of new orchards and storage facilities.
- Advancement of fruit and vegetable processing technologies and infrastructure.

Fruit and Vegetable Sector Overview:

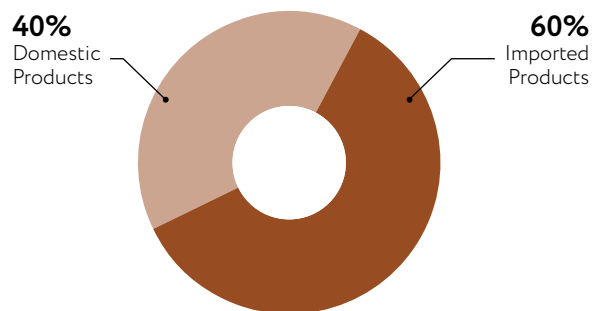
This sector is a cornerstone of Moldova's agricultural economy, encompassing a significant area of fruit and nut plantations. The country's fertile lands yield an abundance of produce, with the annual output being extensively exported.

Livestock Sector Overview:

Moldova's livestock industry is a vital segment of agriculture, encompassing breeding and production enhancements for a variety of animal breeds. Livestock sector consists of the following main branches: breeding and fattening cattle, pigs, sheep and goats, poultry, and horses. Today, Moldova is importing approximately 60 % of its consumption of dairy and meat products, with only 40 % coming from domestic production. In 2022, the total value of imported meat into the country was approximately 71.6 million USD.

Advantages:

- Abundant raw materials of exceptional quality.
- Sustainable farming practices supporting a clean and eco-friendly agriculture model.



Investment Opportunities:

- Development of new large-scale breeding and fattening farms.
- Re-equipment and modernization of meat-processing facilities.

In the realm of meat processing, consumer demand is escalating, presenting opportunities to transition from traditional methods to feedlot fattening, which could heighten investment prospects. Furthermore, the establishment of advanced slaughterhouses and model butcheries, incorporating a grading system and commercial cuts, will add significant value to the market and bolster the viability of by-product plants, enhancing overall profitability.

Other Strategic Sectors for Potential Investment:

Sugar Industry:

The sugar industry in Moldova encompasses the production and trading of sugar beet seeds. Presently, sugar beet processing is concentrated within two primary companies, addressing domestic needs and managing export of surplus sugar, underscoring the sector's growth potential.

Investment Opportunities:

- Enhancement of storage and processing infrastructure.
- Market diversification strategies to increase efficiency and output.

Oleaginous Plants and Industry:

Moldova's oleaginous sector, comprising sunflower, soy, and rape, has demonstrated considerable growth, with a significant volume produced by small- and medium-sized enterprises. This sector satisfies domestic demand and has potential for export, primarily led by the main producer, JSC "Floarea Soarelui".

Investment Opportunities:

Expansion and innovation in oil mill operations to boost production capacities.

Organic Farming:

Moldova's fertile soil and competitive labor costs present substantial opportunities for the organic farming industry to expand, particularly for western markets which demand high-quality organic produce.

Investment Opportunities:

- Cultivation of organic products catering to international standards.
- Development of infrastructure to support organic farming.

Walnut production:

Moldova is a significant exporter of walnuts, with substantial land dedicated to walnut groves, indicating room for growth in orchard extension.





Success Stories

Demonstration field Südzucker Moldova



Südzucker Moldova has worked with the Government of the Republic of Moldova on the development of the regulatory background for the “Green Energy”, so that projects of this level can be implemented. We have invested already more than 14 mil. Euro in the Green Energy projects. One of the examples is the biogas plant, located at the company’s facility in Drochia. It represents the country’s largest green energy supplier.



Photo credit: Millstream Dairy



We picked Moldova as an investment destination due to the benefits the Government offers to the foreign investors, the costs of production and the strategic market for us. Favorable climate and geographical conditions are factors that help us achieve our goals.



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



Photo credit: Regional Meat

“ It is with great pride and gratitude that we reflect on our journey of growth and success in Moldova, a journey that spans over 27 years of innovation, dedication, and partnership. As Turkish investors, Nefis has found a second home in Moldova, and our expansion into this vibrant country has been nothing short of extraordinary.

At Nefis, we are not just in the business of confectionery; we are in the business of crafting moments of joy and indulgence for our customers. Moldova's strategic location, serving as a gateway between East and West, has provided us with unparalleled opportunities to reach markets far and wide. With a footprint extending across more than 35 countries worldwide, our delectable products have delighted taste buds and captured hearts on a global scale.



Central to our success in Moldova is our exceptional workforce, whose talent, dedication, and craftsmanship are the cornerstones of our operations. Together, we have built a legacy of excellence, consistently delivering high-quality confectionery products that have earned accolades in international, regional, and industry exhibitions.

Yet, our journey in Moldova transcends mere commercial success. As socially responsible investors, we have remained deeply committed to the communities we serve, investing in initiatives that foster sustainable development and upliftment. Our partnerships extend beyond business transactions; they are built on mutual respect, trust, and a shared vision for a brighter future.

As we look to the future, we remain steadfast in our commitment to Moldova and its people. Together, we will continue to innovate, grow, and thrive, enriching lives and spreading sweetness wherever our products go.

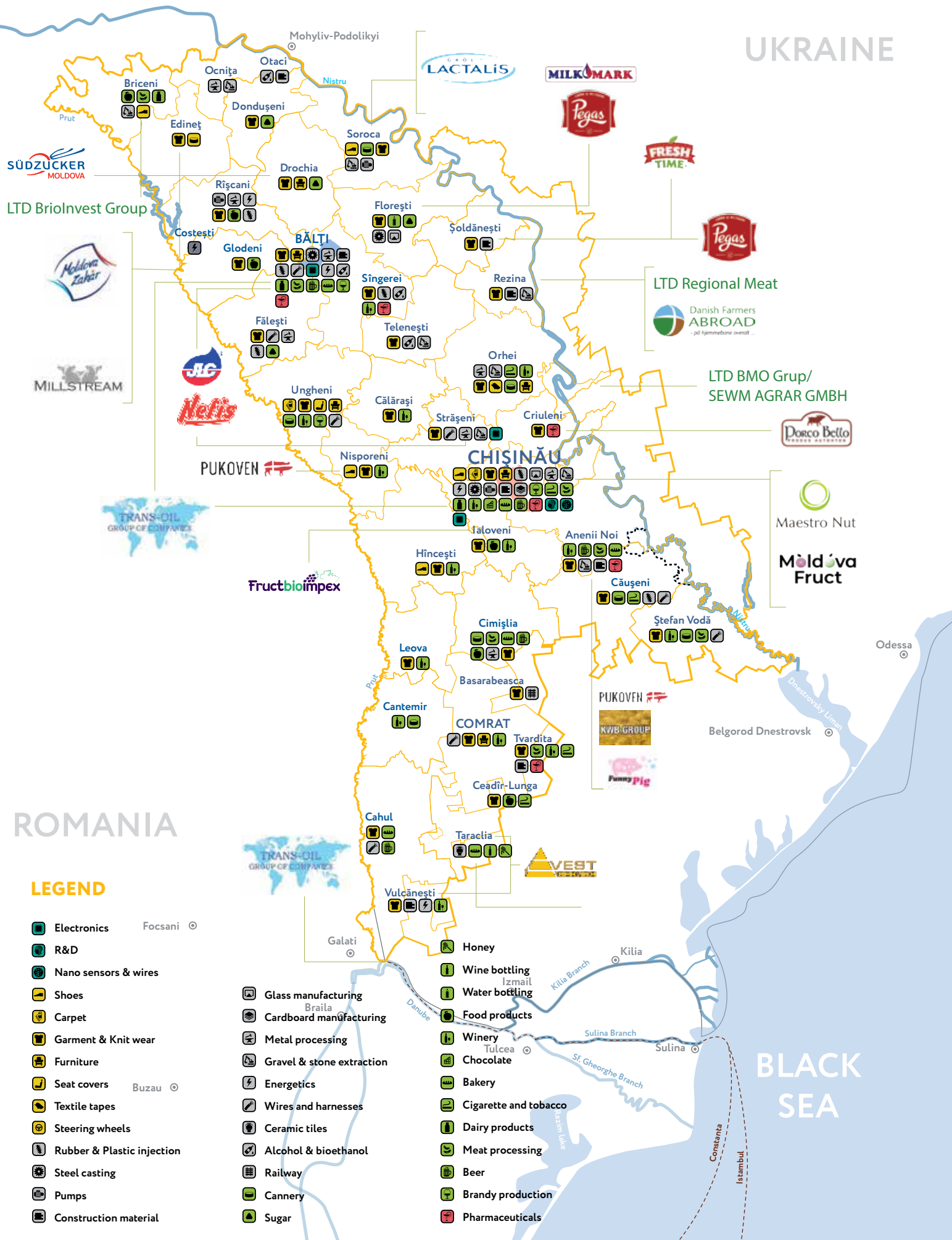
“ Lactalis-Alba SRL is a French company that represents dozens of global brands, including President®, Galbani®, Lactel® and IM "Fabrica de brânzeturi din Soroca" SA, which represents local brands such as Alba® and Yoli®. The company has been a part of Lactalis since 2004 and is committed to producing natural products of the highest quality, with strict quality control measures in place.



The Soroca factory, with investments exceeding 20 million euros, is equipped with ultra-modern machinery compliant with European production standards. Specializing in various dairy products, including milk, cream, cheese, kefir, butter, drinking yogurts, and hard curd cheeses, the factory maintains original recipes and upholds the highest quality standards.

Moldova's conducive investment climate and strategic location made it an ideal choice for our operations. As a global dairy leader, Lactalis is committed to sustainable development, innovation, and contributing positively to local economies. We strive to create value for stakeholders while upholding the highest standards in the dairy industry.

Success stories & Agricultural competences



UKRAINE

ROMANIA

BLACK SEA

LEGEND

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

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

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

SÜDZUCKER MOLDOVA

LTD BriolInvest Group

LACTALIS

MILKOMARK

Pegas

FRESH TIME

Pegas

LTD Regional Meat

Danish Farmers ABROAD

LTD BMO Grup/ SEWM AGRAR GMBH

Dorco Bello

Maestro Nut

Moldova Fruit

J&C

Netis

PUKOVEN

TRANS-OIL GROUP OF COMPANIES

Fructbioimpex

CHIȘINĂU

COMRAT

PUKOVEN

KWB GROUP

Funny Pig

VEST

TRANS-OIL GROUP OF COMPANIES

Galati

Honey

Wine bottling

Water bottling

Food products

Winery

Chocolate

Bakery

Cigarette and tobacco

Dairy products

Meat processing

Beer

Brandy production

Pharmaceuticals

Focsani

Braila

Tulcea

Constanta

Istanbul

Belgorod Dnestrovsk

Odessa

Buzau

Izmail

Sulina

Sf. Gheorghe Branch

Reazin Lake

Kilia Branch

Kilia

Danube

Nistru

Prut

Moldova

Belgorod Dnestrovsk

Odessa

Belgorod Dnestrovsk

Odessa

Free economic zones & Industrial parks



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

MD: Briceni
UA: Rososeni

MD: Unguri
UA: Bronnita

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

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

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

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

MD: Basarabeasca
UA: Serpniovoe 1

MD: Tudora
UA: Starokazacie

MD: Ceadăr-Lunga
UA: Novie Troiani

MD: Mirnoe
UA: Tabachi

MD: Vulcănești
UA: Vinogradovca

MD: Giurgiulești
UA: Reni

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

ROMANIA

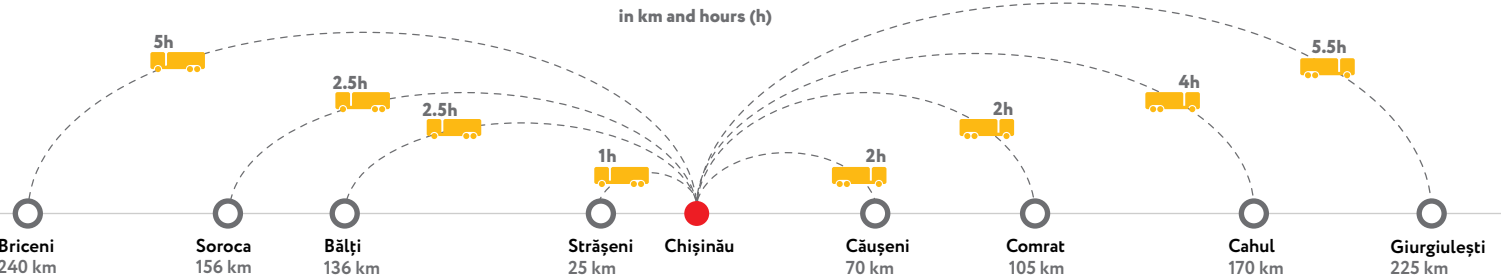
UKRAINE



LEGEND:

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


Main distances in km and hours (h)





THE ONE-STOP SHOP FOR ALL YOUR INVESTMENT QUESTIONS

Invest Moldova Agency is a public institution under the Prime Minister's Office, serving as primary source of information and assistance for investors and exporters in Moldova.

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

- Assistance with permits, and regulatory compliance.
- Provide strategic, operational and administrative assistance.
- Supporting business growth, Mergers and Acquisitions.
- Fostering the process of finding suitable industrial sites and commercial properties.
- Connecting investors with universities and relevant institutions.
- Organizing informative events and conferences for foreign investors.
- Stimulating a fruitful collaboration between private sector and Industrial Parks.



CONTACT US:

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

We offer customized services to guide you through every step of the investment decision process and provide ongoing support for existing investors looking to expand their operations.

Our team consists of permanent investment attraction experts, sector-specific consultants, and regional officers. Together, we leverage our collective experience to furnish you with pertinent information and establish connections with both businesses and government entities, empowering your decision-making process.

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