



# MOLDOVA

your next destination for investments



# Invest Moldova Agency



## STATUS:

Public institution, reporting to PM office, based on HG no. 349



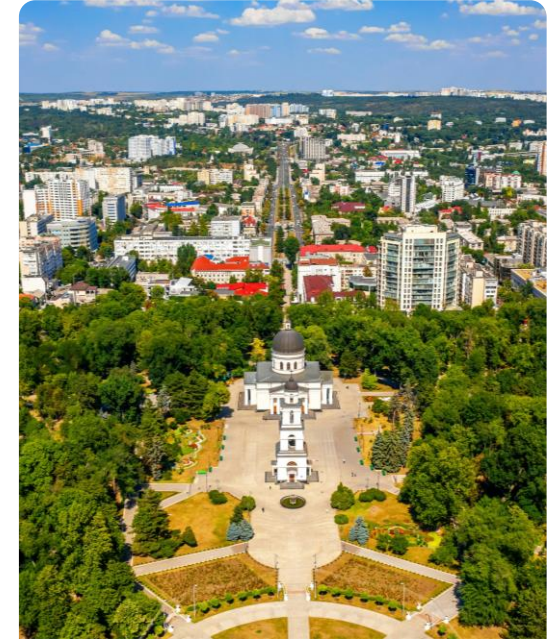
## MISSION:

- Attracting and protecting investment
- Aftercare
- Export promotion
- Country brand promotion



## KEY POINTS:

- Pivotal institution under Prime Minister's supervision
- Implementing state economic policies for growth
- Focus on robust public-private partnerships



## SERVICES:

- Personalized support for investment decisions
- Facilitating growth and long-term partnerships.

# Areas of Work

## Investment attraction

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Policy Advocacy

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Investor Facilitation

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Market Research and Analysis

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Connecting with Local Service Providers

## Aftercare

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Business expansion support

---

Problem solving

---

Meetings B2B and B2G

---

Authority coordination

## Country Brand Promotion

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Research Moldova's position globally

---

Promotion of tree of life identity

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Core messages & International events

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Strategic partnership

## Export Promotion

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International Exhibitions

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Identification of buyers and building bridges

---

Global presence in distribution channels

---

Enhance local exporters & Market research

## Economic Diplomacy

---

Elaborates tools

---

Connect the stakeholders

---

Enforce the network activity

---

# Our Stakeholders



Government  
institutions



Diplomatic  
missions



Business  
associations



Sectorial  
associations



Development  
partners



Bilateral  
Trade Chambers



Private  
companies



Media



# Investment Attraction & Promotion

## Provide



- Investment profiles and sector studies – ICT, BPO, R&D, Electronics, Live stock & food precessing
- Investment Guide
- Webpage [invest.gov.md](http://invest.gov.md)
- Investment locations database – FEZ, IT Park, IP and office spaces
- Promotional materials – 8 Reports, country presentation, video spots

## Connect



- CRM
- Fairs & exhibitions
- Bilateral Forums
- C2B, Conferences, Round tables, etc.
- MBW

## Assist



- Personalized study tours
- After care activities and loyalty campaigns – Investors vs COVID, Invest Moldova at Dubai 2020

## Business Growth



## Connect, Concierge & Networking



## Insights



# Aftercare Services

- Business expansion support (Strategic services)
- Assisting in seeking suitable solutions for business challenges (Operational services)
- Investment Guide

- 
- Foreign Investors with public authorities and different stakeholders
  - Service directory & local suppliers
  - Educational institutions and investors
  - B2B sessions Events

- 
- Industry insights and analysis
  - Macroeconomic Outlook of the Country

# Export Promotion

## Upgrade



- Export Vision
- Market research
- Export Graduate
- Promotional materials - export video spots, brochures
- Export country offer
- Market studies
- Exhibitor guide

## Promote



- Bilateral forums
- G2B roundtable and conferences
- Awareness raising events

## Match



- Identification of buyers and building bridges with Export Missions program
- International Trade Fairs and Exhibitions
- Bridge program - enhance local exporters
- Trade visits for buyers to explore export opportunities
- B2B meetings
- Study visits in distribution channels

# Country Brand Promotion

## Create



- Crafting and executing branding strategies
  - National and sectorial promotional materials
  - Develop a unique value proposition for the country
  - Create detailed branding guidelines and toolkits
- 

## Promote



- Campaigns for country awareness, investment and export potential
  - Three of life – country brand
  - Local and international events
- 

## Partnerships



- Promote Stakeholders collaborations
- Provide Capacity building programs
- Establish partnerships with key industry players and business associations.



# Economic Diplomacy

## Elaborate



- Information packs on investment and export offer
- Eco shelf as export tool

## Connect



- The country offer with the Republic of Moldova Embassies abroad
- The country offer with the foreign Embassies in the Republic of Moldova
- Business matching

## Enforce



- Trainings and tools for the Economic Diplomacy Network
- Bilateral Economic Forums

# Economic Diplomacy

**45**

Diplomatic missions /  
consulates

**15**

Economic and  
commercial Attaché

**63**

Honorary consuls  
from 35 countries



# Key Facts

Since July 2022, **EU candidate member**.  
Since December 2023, **EU accession negotiations**

## Capital

Chişinău ca. 814,000

## Population

2.6 million

## Area

33.874 km<sup>2</sup>

## Languages

Romanian - Official Language

English, French, Russian, Ukrainian, Turkish

## Flights

to 23 countries / 40 cities - 5 charter flights

GDP 2023

**\$ 18.36 bln**

GDP per capita at PPP 2023

**\$ 7.490**

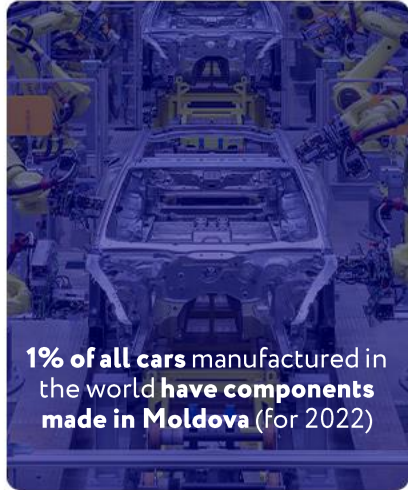
Expected inflation rate 2024

**5.0%**

Employment rate  
for (20-64 age) 2023

**58.4%**

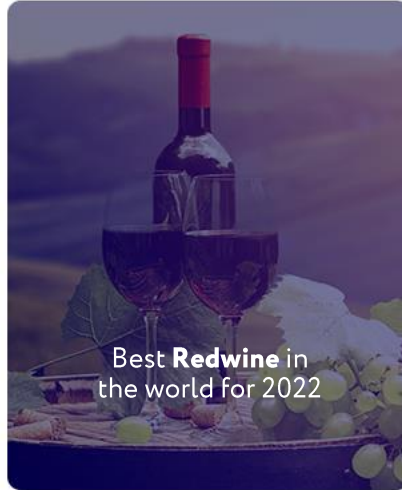
# Interesting Facts



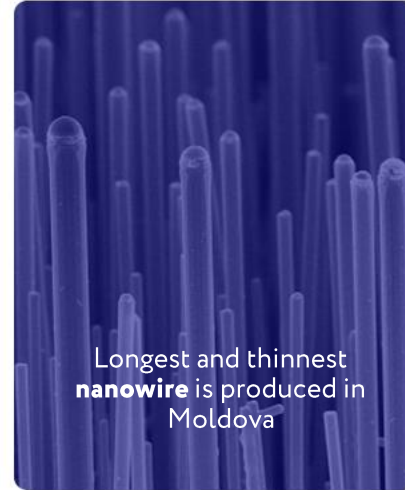
**1% of all cars** manufactured in the world **have components made in Moldova** (for 2022)



The public transport of more than 150 cities in the world **have electronic components from Moldova**



**Best Redwine** in the world for 2022



Longest and thinnest **nanowire** is produced in Moldova



The made in Moldova caviar is sold to **90+ countries**



Moldova is a sandbox for **testing and piloting new technologies** for big tech as telecoms Orange and Moldcell have done



**Biggest nut supplier** in Europe



Moldova is the birthplace of several unicorns such as Endava, an IT leader listed on NYSE, or Ritlabs, a specialist in **secure communications products**



**Guinness Book record** – biggest wine collection (2022)



# Economic Forecast

- ◉ EU integration Until **2030**
- ◉ According to the IMF forecasts in the period **2025-2029**, the GDP of the Republic of Moldova will grow on average by approximately **5%** per year, a much faster pace than the regional average estimated at **3%** per year
- ◉ In the next **5 years**, the Republic of Moldova will **have the highest economic growth in the region** and will surpass Armenia, Belarus, Georgia, North Macedonia and Albania in terms of Gross Domestic Product per capita



# International Rankings

Moody's Indicator 2023 - **B3, Stable Economy**

Open Data Inventory - **15 out of 192**

Sustainable Development Report - **25 out of 166**

English Proficiency Index - **35 out of 113**

Good Country Index - **40 out of 169**

Ease of doing business - **48 out of 190**

# Free Trade Agreements

- GUAM Countries - **2002**
- CEFTA Countries - **2007**
- Community of Independent States (CIS) - **2012**
- EU – Moldova Association Agreement (DCFTA) - **2014**
- Turkey - **2017**
- UK - Moldova Strategic Partnership, Trade and Cooperation Agreement - **2020**
- The European Free Trade Association - **2023**



**One billion customers duty-free market**

# Moldovan Trade Structure Exports 2023

Total volume of Moldovan Exports of goods  
**\$ 4 bln out of \$ 6.9 bln**

**-6.5%**



European  
Union

\$ 2646 mln  
**(65.4%)** +4.3%



Commonwealth of  
Independent States

\$ 896,9 mln  
**(22.1%)** -14%

Other  
Countries

\$504,9 mln  
**(12.5%)** -4.8%



# Moldovan Trade Structure Goods Exports 2023



# Moldovan Trade Structure Imports 2023

Total volume of Moldovan Imports  
**\$ 8673.7 mln**

**-5.9%**



European  
Union

\$ 4188 mln  
**(48.3%)** +1%



Commonwealth of  
Independent States

\$ 2876 mln  
**(33.1%)** +9.4%

Other  
Countries

\$1609.7 mln  
**(18.6%)** -5.1%

# Moldovan Trade Structure Imports 2023

 Romania 15,0%

 Ukraine 12,4%

 China 11,7%

 Turkey 8,5%

 Germany 7,1%



 Italy 5,4%

 Russian Fed. 3,7%

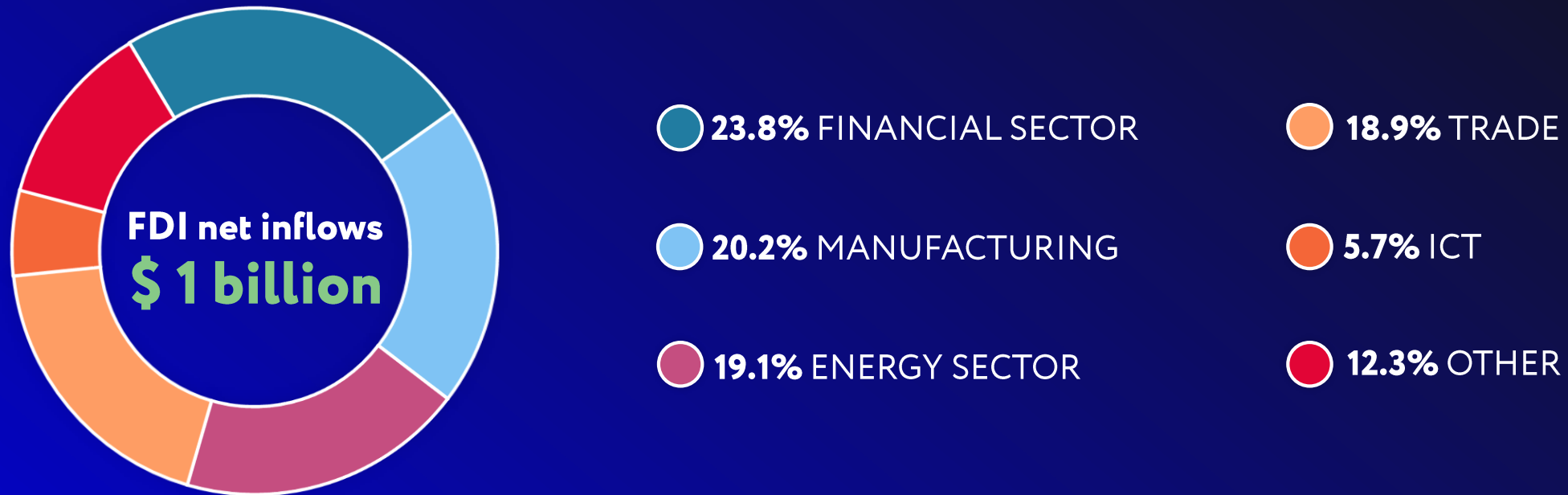
 Poland 3,7%

 France 2,5%

 India 2,4%

# Foreign Direct Investments – 2020-2022

Direct investments in the form of shares and accumulated shares



European Union  
countries

**83.4%**



Commonwealth of  
Independent States

**3.6%**

Other  
Countries

**13%**

Source: National Bureau of Statistics



# Ease of Doing Business

- **59%** of business public services are digitalized
- Online **one-stop-shop for permits** and fast business entity registration (24 hours)
- Unilateral **recognition of the EU e-signatures**
- Possibility to obtain the **Moldovan e-signature** abroad
- Introduction of the **electronic power of attorney in relations with public authorities**
- Visa-free-regime with over **100 countries**

## Digital Application for Business

M-Tender

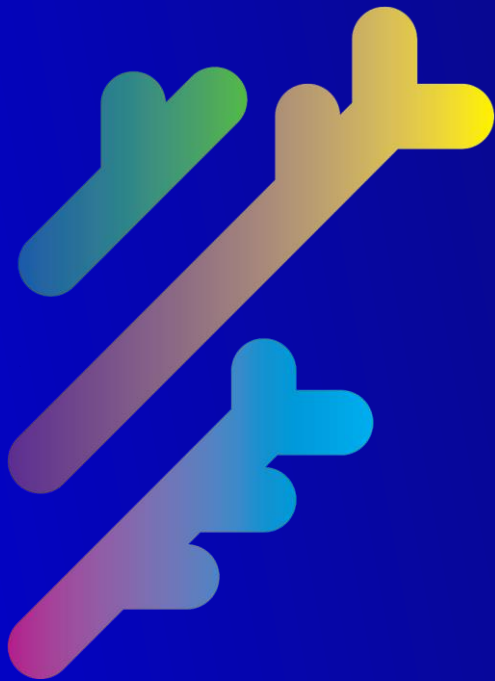
ML Pay

ML Notify  
SERVICIUL GUVERNAMENTAL DE NOTIFICARE

ML Sign

VISA  
MOLDOVA

evo 1.0

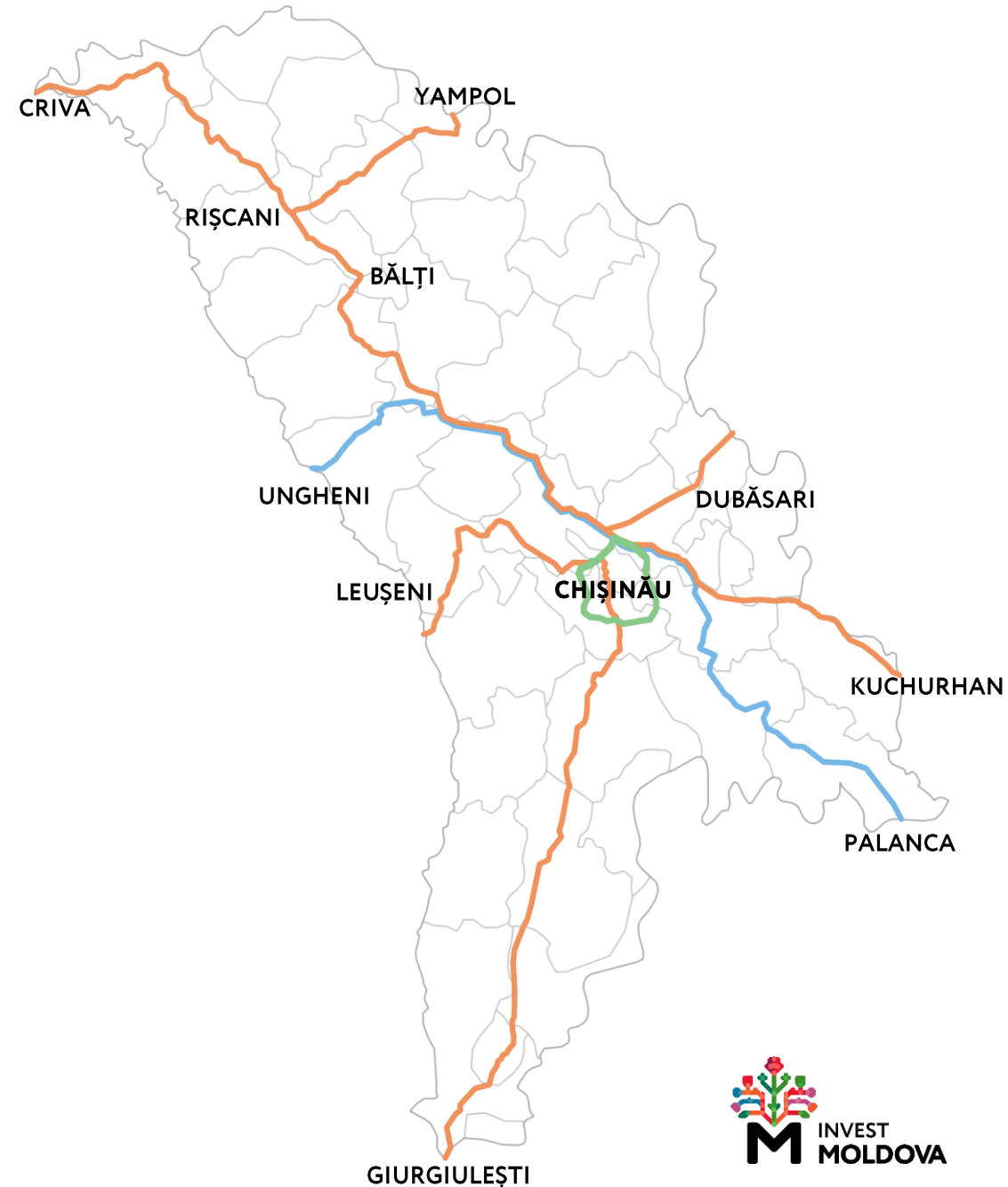


# LOGISTICS INFRASTRUCTURE

# Participation in International Transport Networks

European Agreement on the great international roads (AGR) Republic of Moldova Law nr. 17-XVI, 10.02.2006

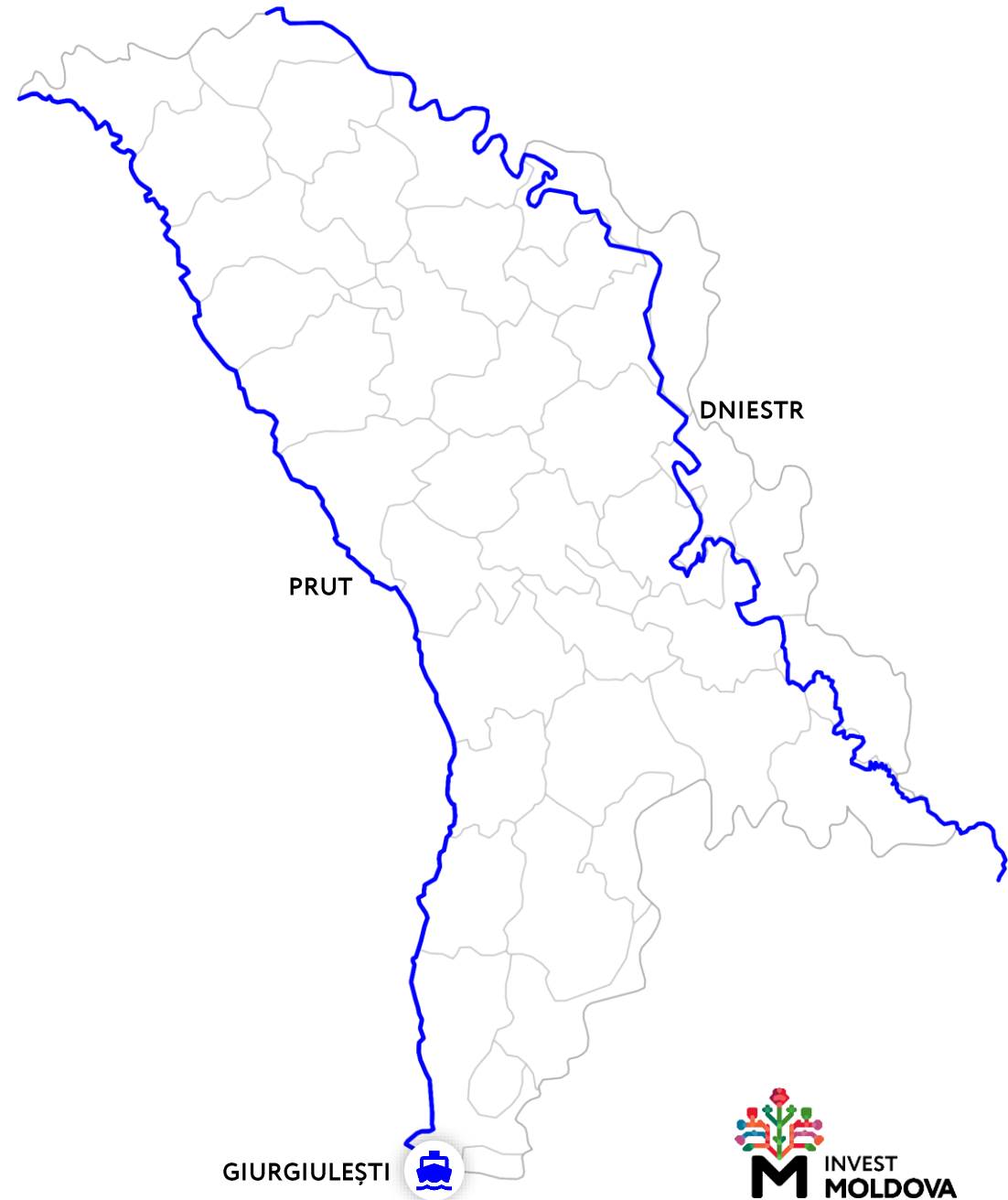
Trans-European Transport Network TEN-T



# Giurgiuleşti International Free Port

- The only **direct sea/river-borne transshipment and distribution point** to and from the Republic of Moldova
- Regional logistics hub on the border of the EU with access to road, rail, river, sea

## Distance:



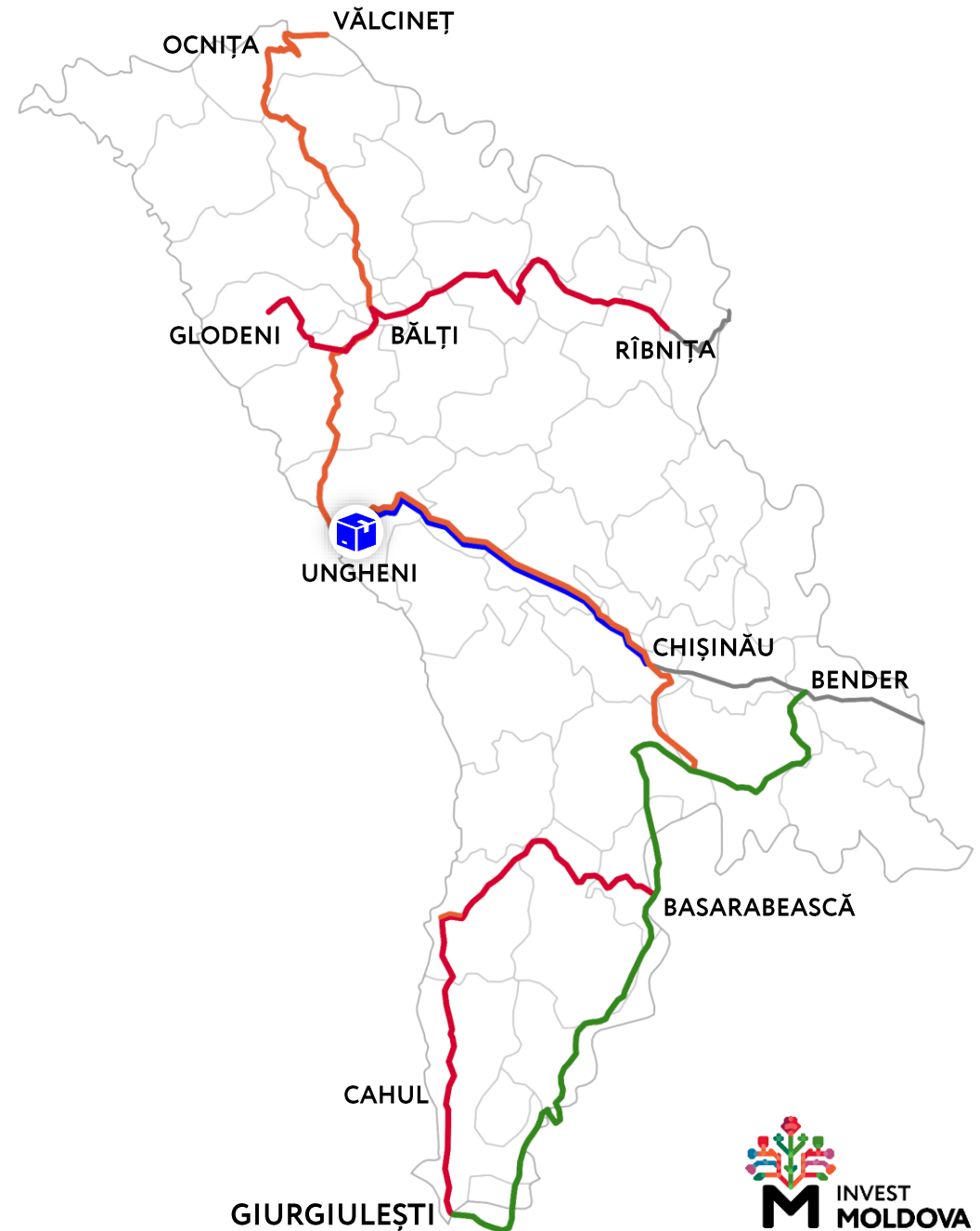


# TRACECA – Map of Transportation Network

## MULTIMODAL CORRIDOR:

- Europe
- Caucasus
- Asia

TRACECA: Conference in Brussels, 1993



# Electrical System Development Projects

1

## Construction of a single-circuit 400kV high voltage

Overhead power line in the direction Vulcănești-Chișinău, with a length of about 158km.

**Deadline: 4Q 2025**

2

## Construction of the 400kV overhead power line

Power interconnection line between Strășeni (MD) – Gutinaș (RO) with extension of Strășeni station. In the framework of Energy Connectivity in Central and South-East Europe (CESEC),

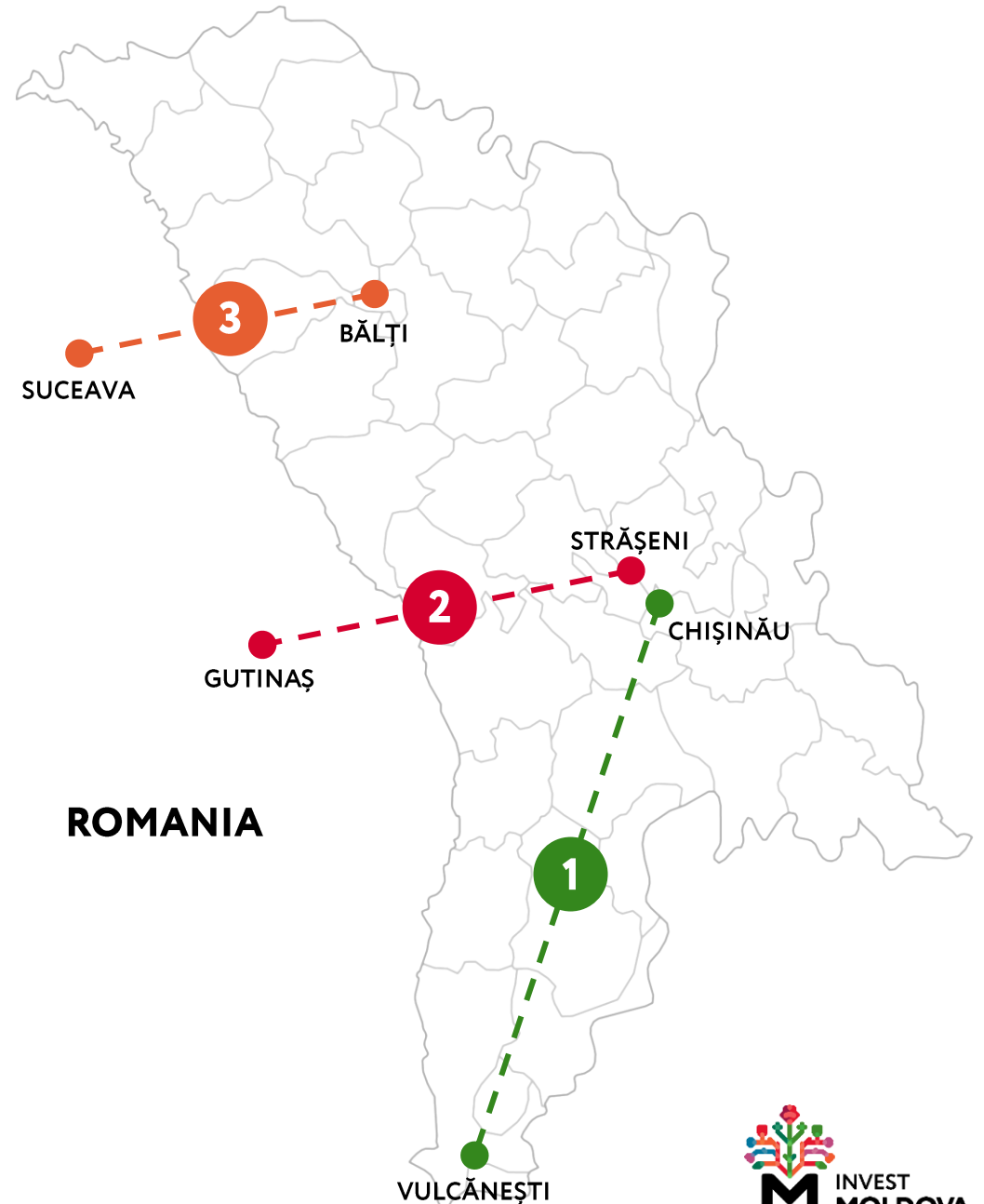
**Deadline:** Feasibly Study and Environment Impact Assessment.

3

## Construction of the 400kV overhead power line

Power line in the direction of Bălți (MD) – Suceava (RO) with a length of 40km in Moldova. Including reconstruction of Bălți 400kV power station.

**Deadline: 4Q 2027**



# Strategic Road Projects with High Priority for the Next 5 Years

- Rehabilitation of more than **700 km** of national roads based on EU Standards
- Rehabilitation of **Capital's road city belt** – M2 Road in Chisinau
- Construction of the **Ungheni – Chisinau – Odessa highway**
- Construction of **Bridges over the Prut & Dniester** rivers
- Rehabilitation of **700 km of existing railway** infrastructure
- Construction of the **European-gauge high-speed railway**
- Modernization of Chisinau Airport, which includes the construction of a **new terminal and the extension of runways**
- The **reconstruction of the Giurgiulesti State Port**
- Tenders for **large capacities in the field of renewable energy**





# **OPERATING COSTS & TAXES, COST OF LIVING AND BUSINESS**

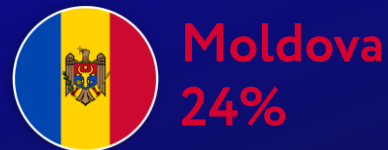


# Investment Friendly Fiscal System

## Corporate Income Tax



## Social Insurance Contributions



## Value Added Tax



8% HoReCa / 8% pharmaceuticals and agrifood / 6% natural gases / 0% international transportation

\*on undistributed profits of SMEs

# Cost of Living & Quality of Life



Apartment rent (1 studio) in city center:  
**350-500 EUR**



Mid-range restaurant, three-course meal for 2:  
**30 EUR**



International hotel chains Radisson, Marriott, Best Western:  
**rates from 70 EUR/night**



Movie, theatre, opera ticket 1 person:  
**5 EUR**



One-way ticket for public transport:  
**0.30 EUR**



Taxi Ride:  
**ca. 3-4 EUR/trip within city**




# Rental Price and Real Estate Costs

## Consumer Prices (incl. rent) in Chişinău are

**3%** lower than in Bucharest 

**9%** lower than in Budapest 

**20%** lower than in Belgrad 

## Real Estate Costs 2023

Office spaces: **10-25 Euro** per m<sup>2</sup>

Industrial: **4-7 Euro** per m<sup>2</sup>

Logistics: **3-8 Euro** per m<sup>2</sup>

Taxes: **0.05% to 0.4% Euro**

Source:

[www.numbeo.com](http://www.numbeo.com), [www.invest.gov.md/en/publications/1](http://www.invest.gov.md/en/publications/1)



# Utility Costs

## Electricity

Distributor	Price EURO	Unit
"Premier Energy"	0.13	0.4 kV
	0.10	6,10 kV
"FEE Nord"	0.16	0.4 kV
	0.16	6,10 kV

## Gas

Pressure	Price EURO	Unit
high pressure	0.69	m3
medium pressure	0.72	m3
low pressure	0.84	m3

# Average Labor Cost, 2022

## AVERAGE WAGE, EUR\*

	Hourly rate (fully loaded)	Net salary	Gross salary	Total company cost
<b>Plant manager</b>	17.57 – 36.90	1900 - 4000	2500 - 5000	3000 - 6000
<b>Functional Managers**</b>	12.23 – 17.61	1300 - 1950	1600 - 2400	2000 – 3000
<b>Engineer</b>	4.20 – 5.24	470 - 585	570 – 710	700 - 900
<b>Shift leader</b>	3.32 - 4.43	360 - 480	450 – 600	550 - 750
<b>Qualified operator</b>	2.40 - 2.73	260 - 300	325 – 370	400 - 450

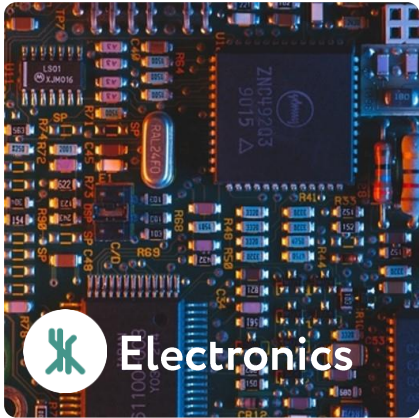
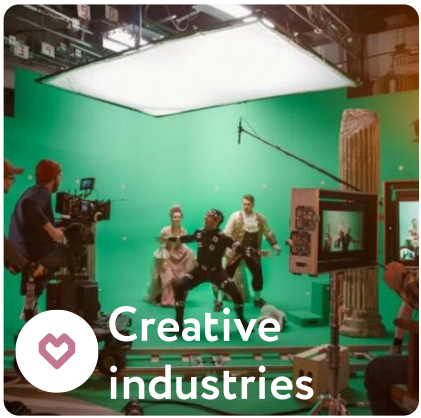
\* Ranges depend on regions

\*\* Finance, Operations/ Production managers are on the upper part of the salary band

Source: Invest Moldova survey



# Strategic Sectors



# IT and Business Services Sector



IT Services and products – one of the main exports (surpassed wine exports)



The fastest growing sector of the economy **~9,4% of GDP** (incl **5,1% for IT**)



Highly qualified & multilingual human resource over **30k employed ICT professionals and 14K in BSS**



**98%** coverage of mobile communications networks (4G)  
**98%** points of presence of fiber optic backbone network



**Global top 5** by the accessibility of Gigabit Internet (after Singapore, South Korea, Malta and Monaco)



The average price paid for **1Gb** of internet is **\$0.26**

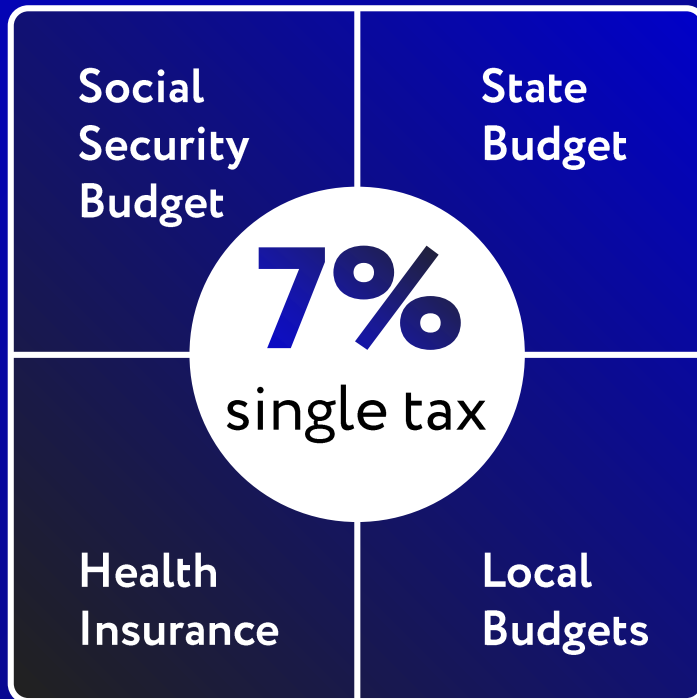


Dedicated legal frame work





# How Exactly the 7% Unique Tax Works?



## For residents

MITP offers a tax system for the residents of **7% flat of the sales income**. No other taxes.

- Virtual presence (it is an e-park)
- Reduced tax burden
- Simplified administration
- Fast and easy IT visa
- State guarantee of the regime

**1,630 active residents**

## For employees

The special fiscal regime eliminates any additional taxes on the employees.

- **Net salary = gross salary**
- Elimination of additional income declaration
- Employees still benefit of social security benefits, incl. medical leave, maternity leave, pension, etc.

**20,970+ employees**

# Moldova Innovation Technology Park

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



**1,800+**

ACTIVE RESIDENTS



**39**

COUNTRIES



**10.9 mlrd Lei**

FORECASTED  
REVENUE FOR 2023



**235+**

COMPANIES WITH  
FOREIGN CAPITAL



**20,970+**

EMPLOYEES



**1,259**

NEWLY CREATED  
COMPANIES



**BEST ECOSYSTEM PRACTICE  
BY INTERNATIONAL  
TECHNOLOGY UNION (2019)**



# Cost of Salaries in Euro



Romania



Moldova

Net salary (Euro)	3000	3000
Taxes employee (Euro)	1784	0
Taxes employer (Euro)	108	0
<b>Total cost (Euro)</b>	<b>4891</b>	<b>3000</b>

**Euro Difference**      **1981**





# Country's Exports - Share of IT

**90%**

of Moldova's IT services and products are exported

**11%**

of Moldova's total exports represent IT services

Main export markets are:

- the countries of the **European Union**
- the countries of the **United Kingdom**
- the countries of the **United States of America**
- **Canada**

**Global top 5** by the accessibility of Gigabit Internet  
(after Singapore, South Korea, etc.).

# Who Is Eligible to Become an MITP Park Resident?



Custom software development, specifically client-oriented software (62.01)\*



Data processing, web page management and related activities (63.11)\*



Editing activities related to other software products (58.29)\*



IT Consulting services (62.02)\*



Other information technology service activities (62.09)\*



Management activities (management and operation) of computing means (62.03)\*



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



Research and experimental development on biotechnology (72.11)\*



Other educational activities with a focus on computer training (85.59)\*



Specialized design activities that employ high-performance computers (74.10)\*



Editing of computer games (58.21)\*



Web Portal activities (63.12)\*



Motion picture, video and television post production activities, exclusively for the computer game industry (59.12)\*



Manufacturing of electronic components restricted to microprocessors and integrated circuits (26.11)\*



Activities of call centers (82.20)\*



Other labour supply services (78.30)\*

Since 2024, in the eligible activities of **MITP** are also included the activities of outsourced business services.

# Automotive and Electronic Sector

**12.6%**  
of GDP (2022)

**19700**  
people employed

**15.4%**  
of total country  
exports



Cable assemblies and wiring harnesses



Electronics components and systems



Foam & felts



Injections & molded parts



Car seat covers, trim



# Automotive and Electronic Sector

**1%**

of all cars have components  
Made in Moldova

**120**

cities have components  
for public transport  
produced in Moldova

**4 km**

the longest Nanowires  
in the world was produced  
in Moldova

# Automotive Companies on the Map

## ELECTRONICS



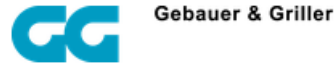
## R&D



## TEXTILES



## WIRE HARNESS



## Succes Stories

4

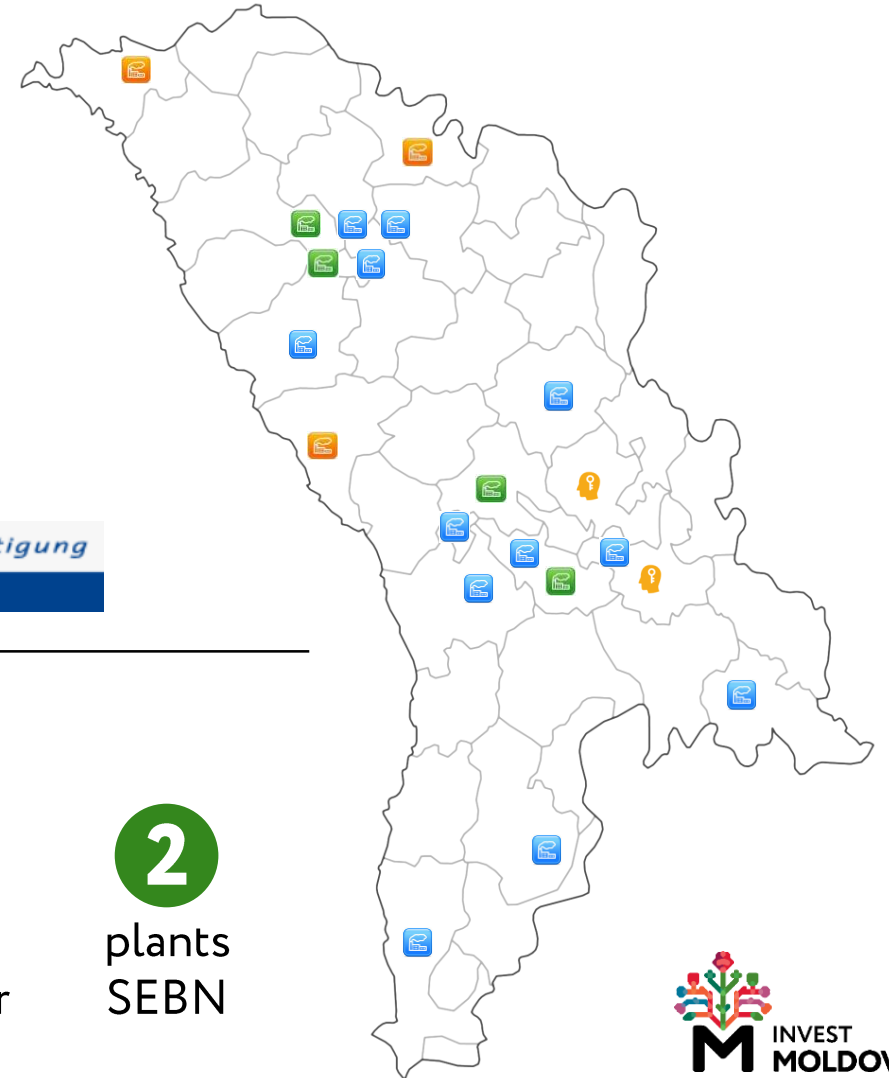
plants  
Draxlmaier

2

plants  
Gebauer & Griller

2

plants  
SEBN





# Agriculture and Food Processing Sector

**8%**

share of agricultural production in GDP

**34.5%**

growth since 2018

**40.3%**

of total export of 2023

**145**

export countries

**8%**

VAT (standard VAT rate – 20%)



**Viticulture and Wine**  
largest share of exports



**Fruits and Vegetables**

**77**  
countries

**55%**  
of total goods export volume



**POTENTIAL IN ORGANIC FARMING**

# Moldova's Place in the Global Agrifood Market

**1<sup>st</sup>** largest winecellar  
by numbers of bottles

**1<sup>st</sup>** in the world with the highest  
density of vineyards

**3<sup>rd</sup>** exporter of plums

**9<sup>th</sup>** exporter of cherries

**9<sup>th</sup>** exporter of apricots

**10<sup>th</sup>** exporter of apples

**10<sup>th</sup>** exporter of grapes

**14<sup>th</sup>** wine exporter



# Wine Industry 2023

20<sup>th</sup>

wine producer in the world (2023)

7%

agricultural surfaces

7%

of Moldova's total export

#1

the most awarded country in Central and Eastern Europe

#6

in Europe by vines surfaces

200+

wineries

900+

enterprises & 6 institutions of Education working for Wine and Oenotourism, Research and Technology

## GUINNESS BOOK – Mileștii Mici

largest winecellar by number of bottles  
(over 1.5 million bottles)


## Cricova

- underground wine city  
- over 70 km galleries

## National Wine Day

(20 editions)

**\$192 mln.**  
value

 30,4 mln.\$ ↑

 8,2 mln.\$ ↓

 7,4 mln.\$ ↓

 6,7 mln.\$ ↑

 4,8 mln.\$ ↓



WINE OF  
MOLDOVA  
A LEGEND ALIVE



# Emerging Sectors





# Creative Industries

**2 200**  
entities

**10% increase** in the number of businesses  
(Between 2015 and 2020 , representatives of two-thirds of the creative sectors)

**9 000**  
employees

**24% annual increase** of the number of specialized design enterprises

**2 500**  
freelancers

**45%** more for the film, video and television post-production activities

## THE DIVERSE CATEGORIES OF THE CREATIVE INDUSTRY



### Advertising and communication

Advertising, Marketing and PR



### Architecture

Architecture, Engineering, Interior Design



### Design

Products and services, including fashion



### Audiovisual

Film, television, video, radio, photography, broadcasting, digital media



### Literature and publishing

Books, print media, periodicals, magazines



### Visual and Performing Arts

Arts Music, theatre, dance, festivals



### CreaTech

Games, Augmented Reality (RV, AR, AI)





# Success Stories



The neck weight created in Moldova, received the Red Dot Award



BIG SEE Architecture Award 2020 - Winner



The Roadsigns of Tomorrow at the Dutch Design Week and Off Barcelona By Piko Creative & Mihai Stamati



Best Citizen Engagement award the CityNationPlace 2022

# 30% CASH Rebate

The purpose of the program is to develop the cinematographic and audiovisual industry, as well as to attract foreign and local investments in this field

# Pharma Industry

- The sector ranks among the top sectors in Eastern Europe, showcasing significant annual growth potential
- From 2016 to 2020, pharmaceutical products constituted **11.25% of total exports**
- **225% increase** compared to the previous five years
- The pharmaceutical industry provides employment for over **700 people**
- The eight companies certified according to standards ensure their products adhere to the **Good Manufacturing Practice (GMP)** highest international standards, reinforcing Moldova's reputation in the pharmaceutical field.

## COMPETENCES IN



### Liquid pharmaceutical forms

(nasal and oral sprays, syrups, oils)



### Solid pharmaceutical forms

(tablets, capsules, powders)



### Solid pharmaceutical forms

(suppositories, ovules, creams, gels)

Three key companies, contributing 80% to the country's pharmaceutical Production:





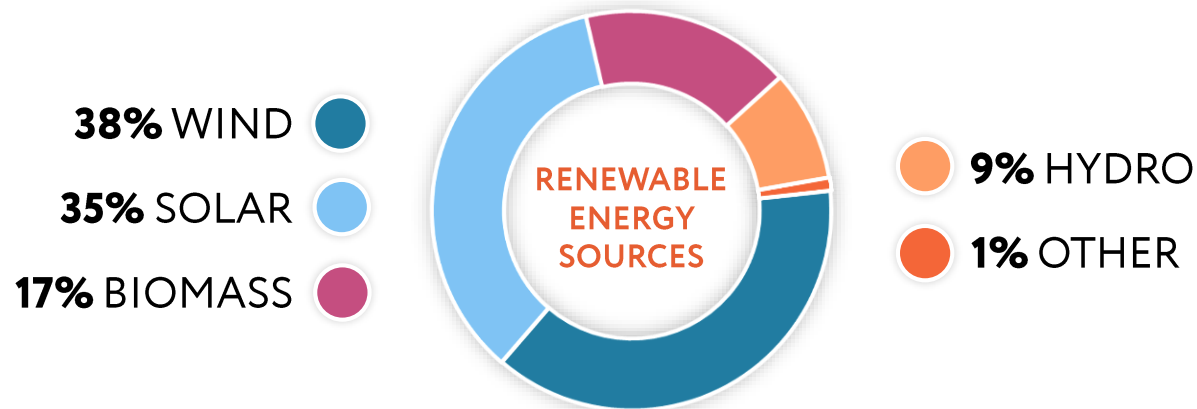
# Renewable Energy

## KEY DEVELOPMENTS

- First renewables auctions: **105 MW** of wind and **60 MW** of solar energy
- High-Level Energy Dialogue between EU and Moldova
- Significant growth in renewable energy capacity (**145% increase** from 2020 to 2022)

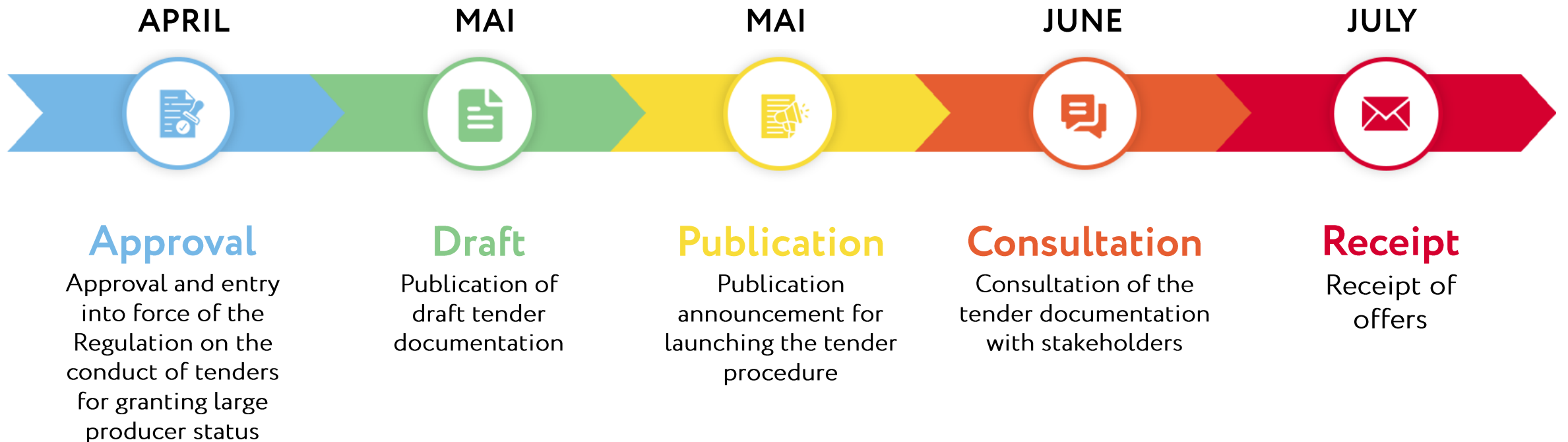
## INVEST IN MOLDOVA'S RENEWABLE ENERGY SECTOR

- Guaranteed Feed-in Tariffs (FiTs) for smaller projects
- Fiscal Incentives for Renewable Energy Investments
- Obligatory Purchase of Renewable Energy



# Timetable and Procedures for Auctions

## RES procedures for Auctions in 2024-2025









# Support Programs for Renewable Power

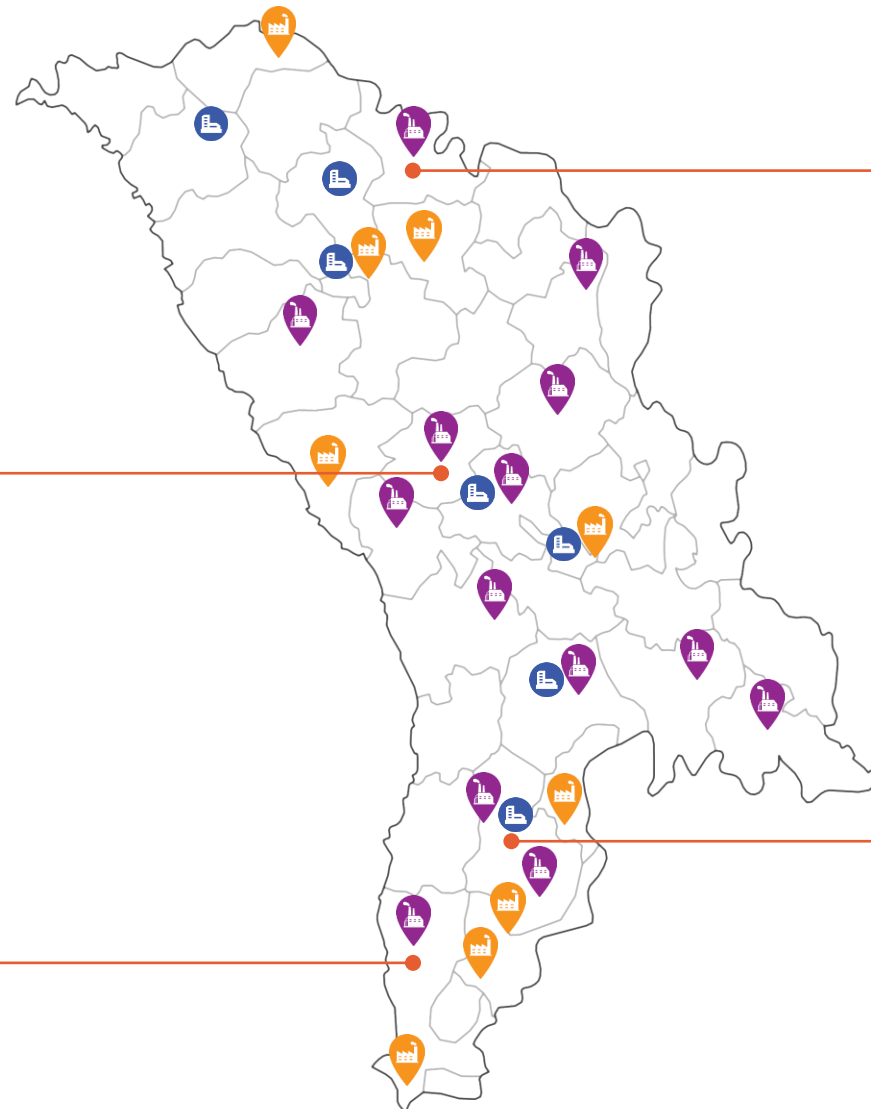
Support Scheme	Production Technology	Renewable Capacity Allocation (MW)	
Fixed Rate	Wind Power	20	
	Biogas Cogeneration Plants	Biogas	65
		Syngas	10
		Direct Combustion	10
Net Billing	PV Solar Power	100	
	<b>Total</b>	<b>205</b>	



# INDUSTRIAL LOCATION OPTIONS

# Industrial Platforms of Moldova

-  10 Industrial Park
-  34 FEZ Subzone
-  6 FEZ
-  300ha





# FEZ Greenfield. Master Plans Developed



- National program to develop industrial platforms
- Available industrial infrastructure and technical documentation



# International Events in Moldova



Moldova Digital Summit



ABS Summit



Moldova Business Week



Moldova Electronics Forum



# INVESTORS COMING FROM 60 COUNTRIES

over 10 000 foreign / joint companies

SÜDZUCKER

GRUPE  
LACTALIS

BANCA  
TRANSILVANIA\*



CG Corp|Global\*

BCR

Pentalog

endava

PREMIER  
ENERGY

DRAXLMAIER

ERICSSON

NOCTION  
NETWORK INTELLIGENCE



SUMMA

ProCredit Bank

Coroplast

LAFARGE

CG Gebauer & Griller

Sumitomo

# Invest Moldova at Global Events

## Investment Attraction

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- Embedded World
- Focus on PCB
- Tokyo Games Show
- Gitex
- WebSummit
- Electronica

## Country Brand Promotion

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- City Nation Place
- Global Soft Power
- Nordic x Place Branding

## Export Promotion

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- Fruit Logistica
- Fruit Attraction
- Anuga
- Green Week
- Biofach
- Bife Sim