



MOLDOVA

YOUR NEXT DESTINATION FOR INVESTMENTS

#GROWINMOLDOVA

THE REPUBLIC OF MOLDOVA – YOUR BRIDGE TO WEST AND EAST



FREE TRADE AGREEMENTS WITH:

- European Union – Moldova Association Agreement /(DCFTA) – 2014
 - Community of Independent States (CIS) (2012)
 - Turkey (2017)
 - CEFTA countries (2007)
 - GUAM countries (2002)
-
- Member of the World Trade Organization (WTO) – 2001
 - Agreements on mutual promotion and protection of investments (34 countries)



Launched negotiations with China



Discussions with Egypt

#GrowInMoldova

MOLDOVA – INTERNATIONAL RAITINGS



GLOBAL COMPETITIVENESS INDEX 2017-2018

89 out of 137 (11 positions up)
remarked as

**country with the strongest evolution in the
Eurasian region**

NATIONAL GEOGRAPHIC 2017

10 Places That Deserve More Travelers

**# BLOOMBERG : Top 10 Fastest Growing
Destinations in Europe**

+ 19,6 % (WTO, 24.09. 2018)

***2013- least visited country in Europe**

MOODY'S INTERNATIONAL AGENCY - 2018

"Stable Economy"

rating from "Negative B3"

EASE OF DOING BUSINESS 2019 WORLD BANK GROUP

47 out of 190
(94 in 2010)

- Starting a business –14
(1 day and 4 procedures only)
- Protecting minority investors - 33
- Trading across borders - 35

MOLDOVAN TRADE STRUCTURE – EXPORTS

2018



Total volume of Moldovan exports
2706,9 mln. USD
+11,8%



European
Union

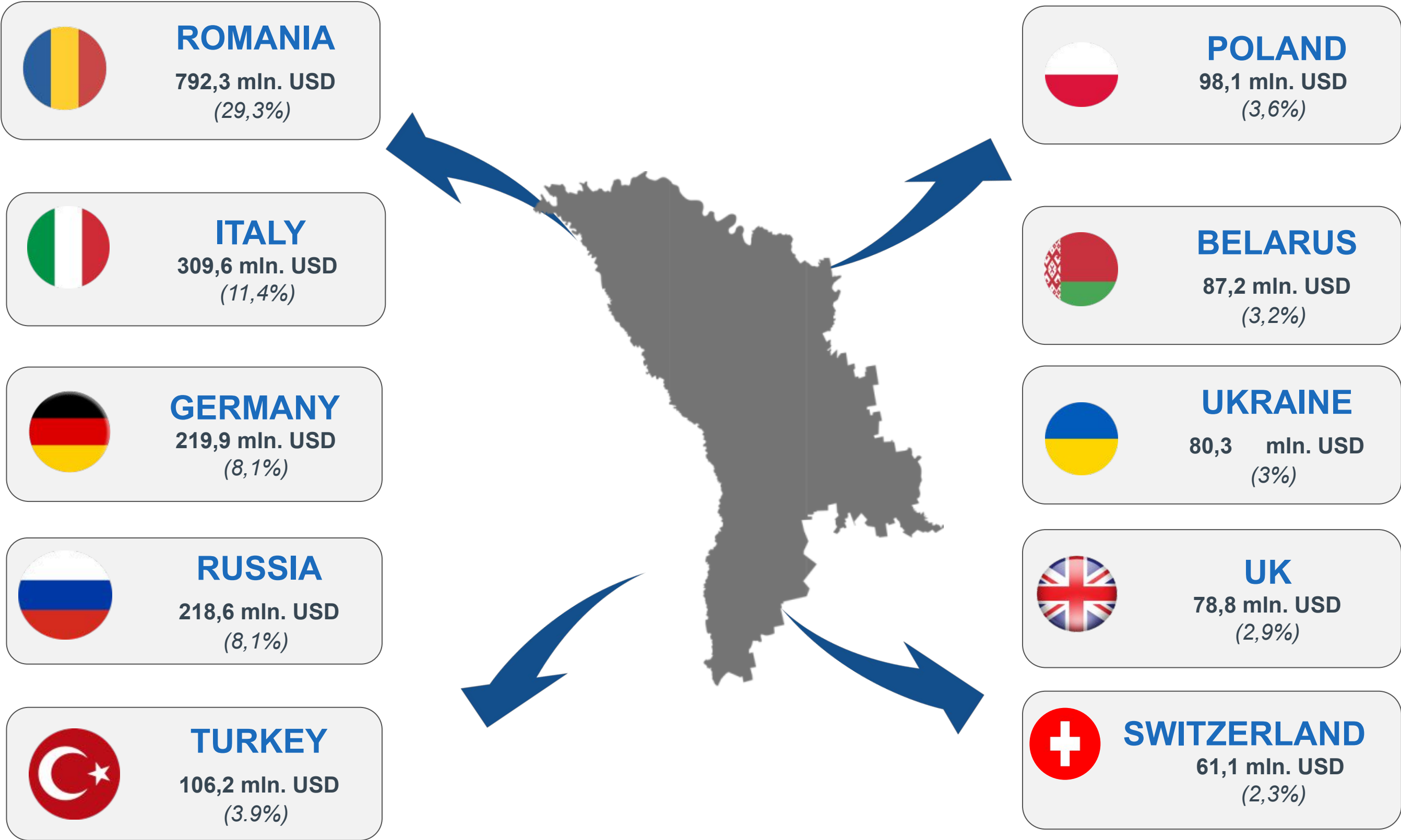
1862,1 mln.
USD
(68,8%)

+16



Commonwealth
of Independent
States

416 mln. USD
(15,4 %)
-10 %



MOLDOVAN TRADE STRUCTURE – IMPORTS 2018

Total volume of Moldovan imports
5764.3 mln. USD



European
Union

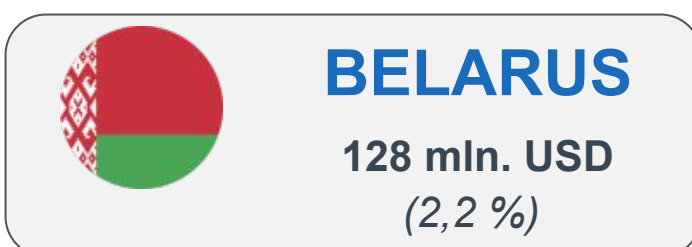
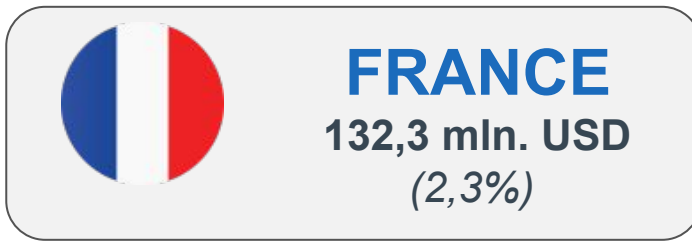
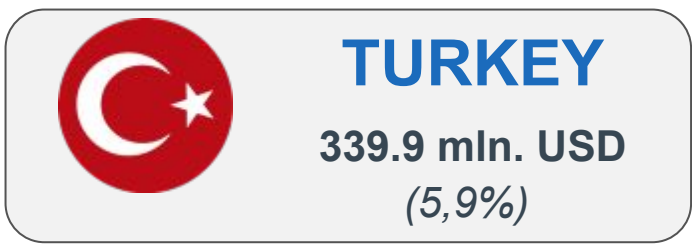
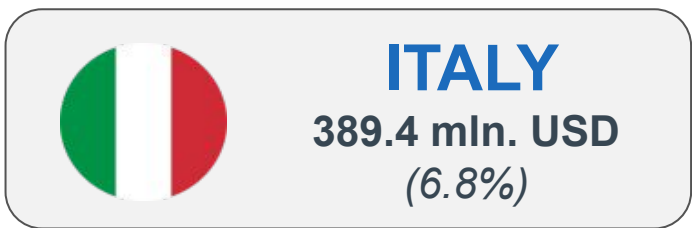
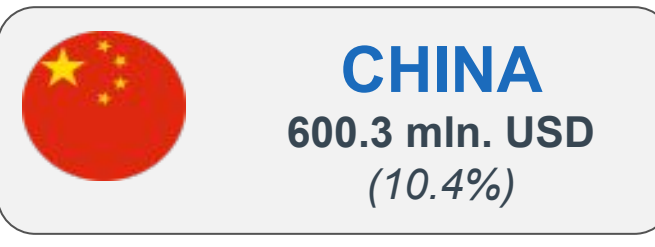
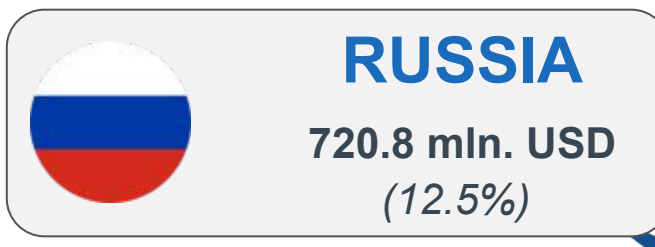
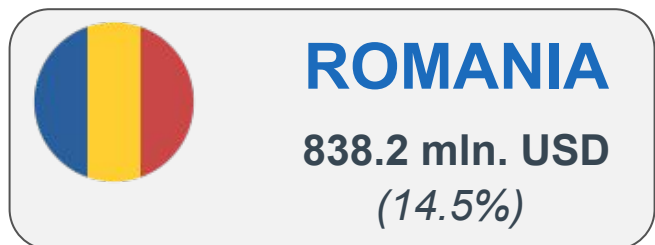
2851.7 mln.
USD
(49,5%)



Commonwealth
of Independent
States

1449.3 mln. USD
(25, 1%)

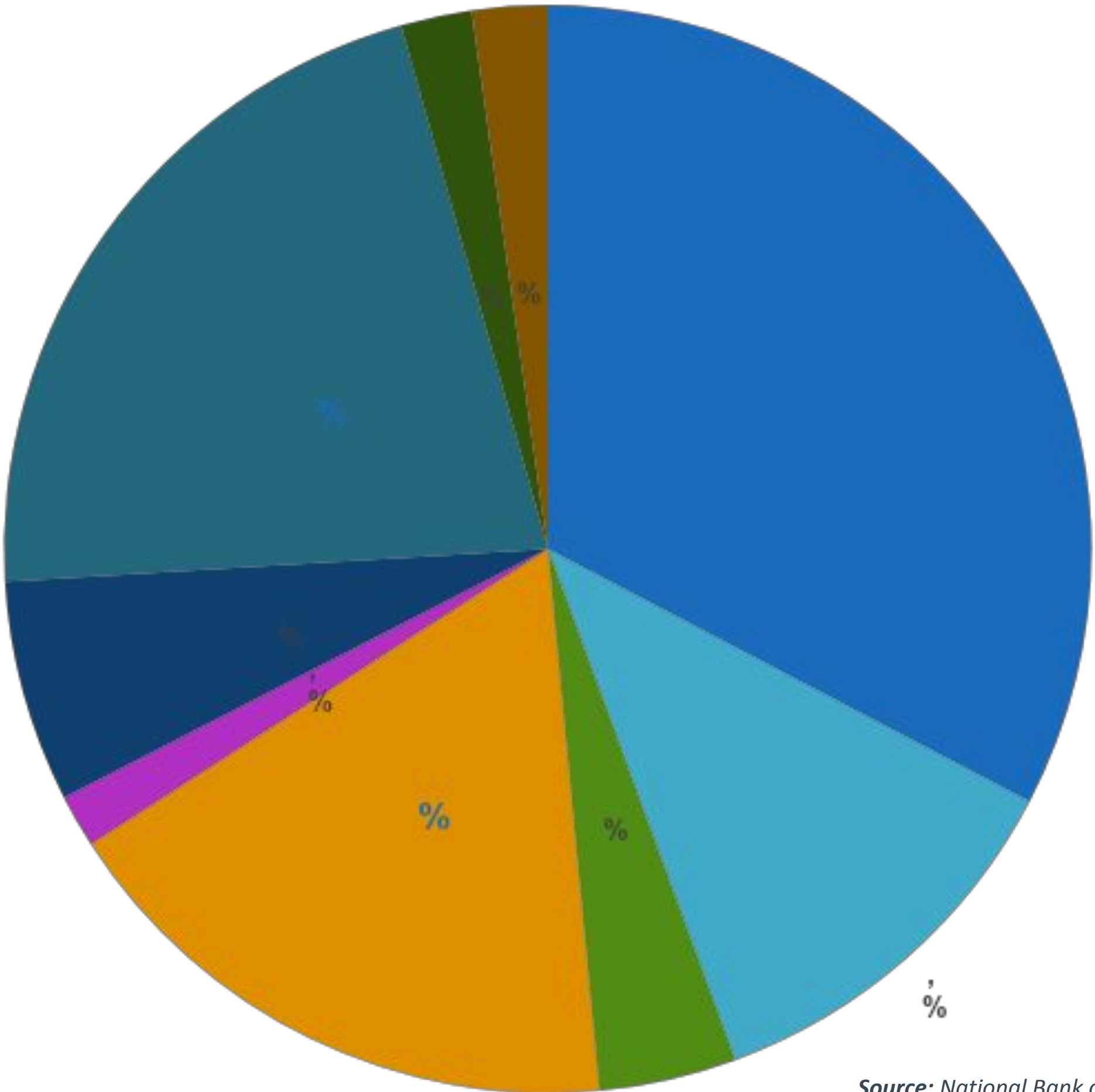
Other countries – 25,4%



FOREIGN DIRECT INVESTMENTS – OVERVIEW 2018



Foreign Direct Investments
by TOP group of goods – 2018 (stock)



Source: National Bank of Moldova

Foreign Direct Investments
by TOP group of countries – 2017 (stock)
(based on investment into social capital)

1	THE NETHERLANDS
2	FRANCE
3	SPAIN
4	ROMANIA
5	CYPRUS
6	GREAT BRITAIN
7	RUSSIA
8	ITALY
9	GERMANY
10	USA



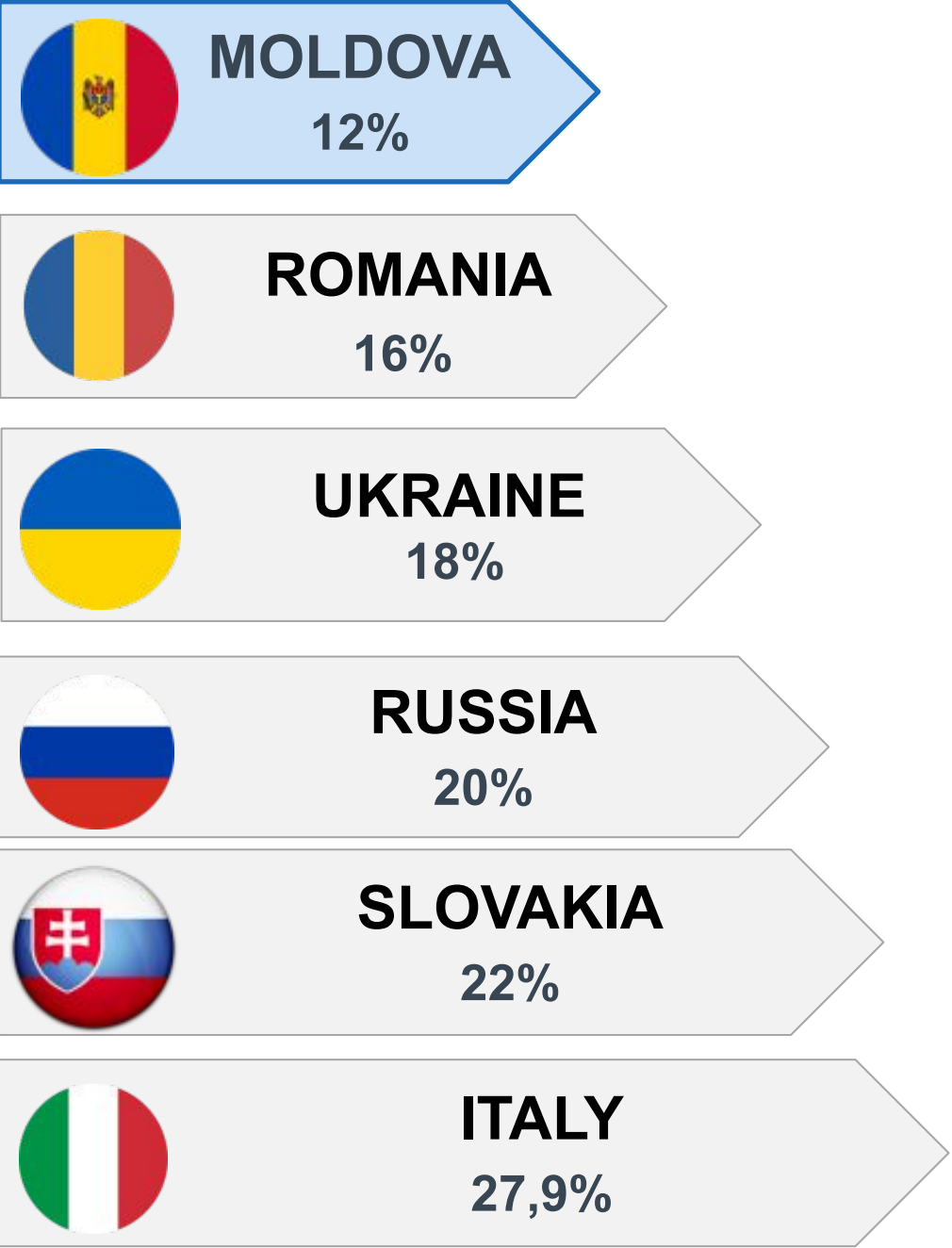
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Source: National Bank of Moldova

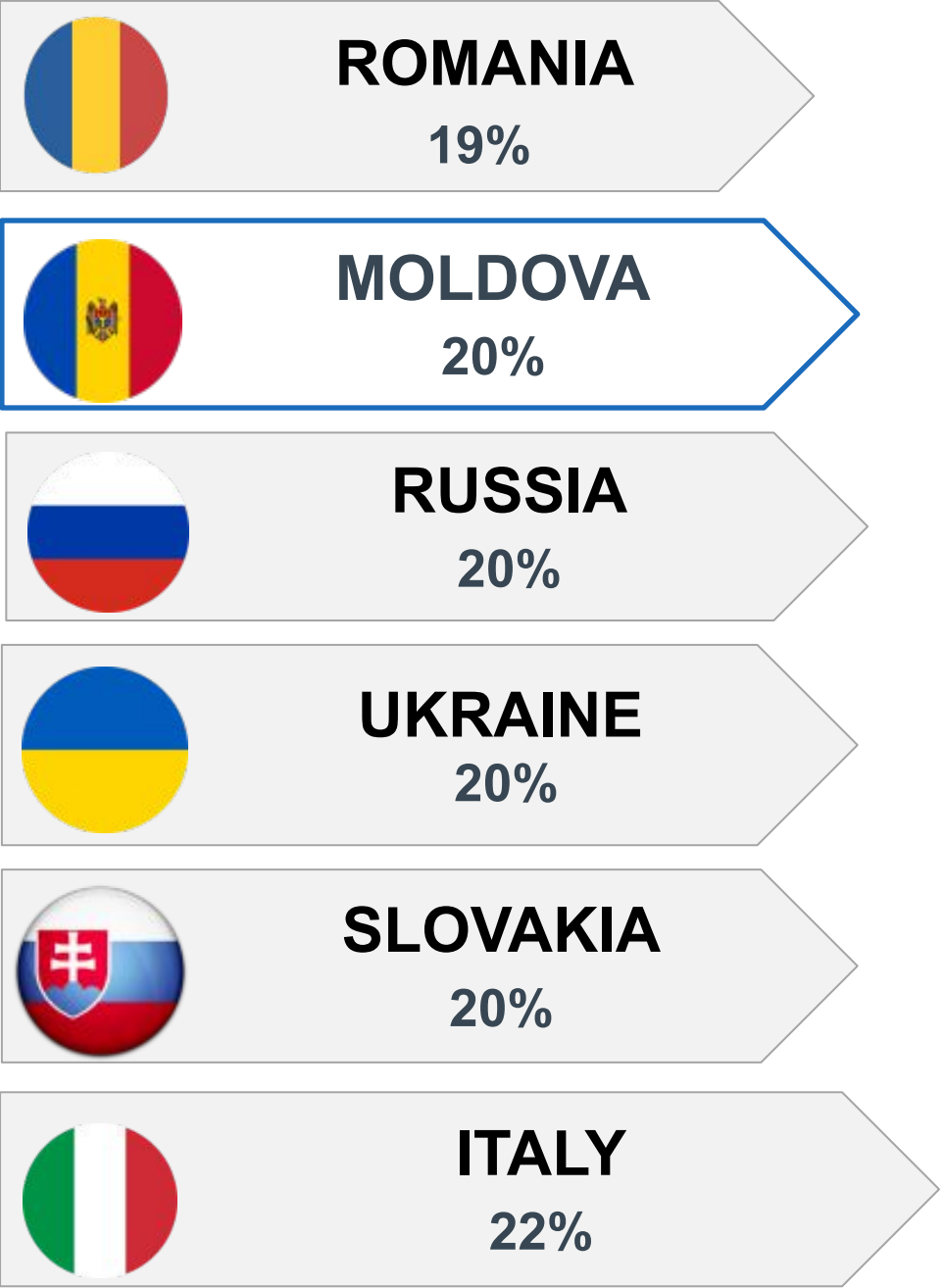
INVESTMENT FRIENDLY FISCAL SYSTEM



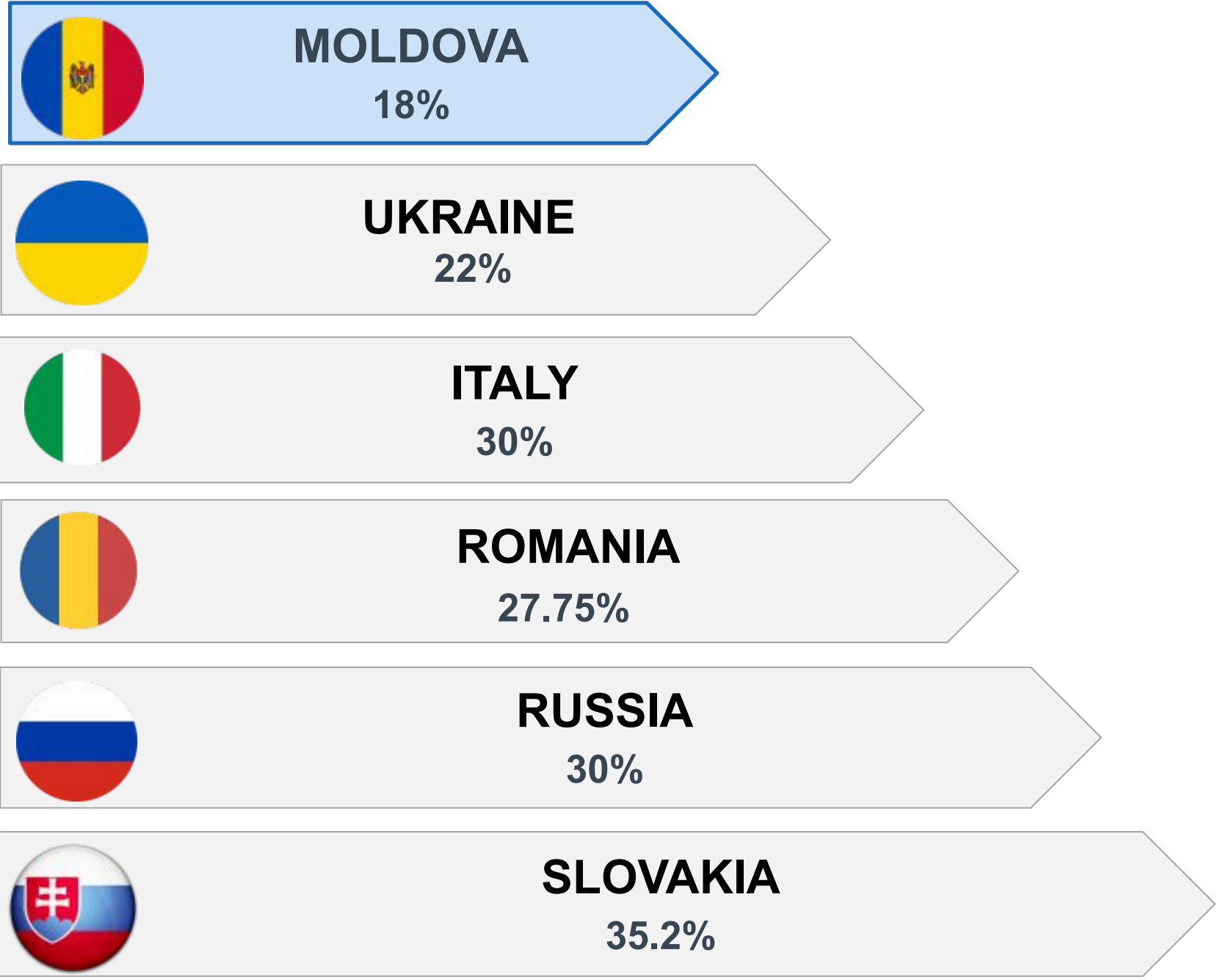
Corporate Income Tax



Value Added Tax



Social Insurance Contributions



REFORMS IN ENTREPRENEURSHIP



Regulatory reform

- ⚙ Reduced nr of permissive documents from 400 to 150
- ⚙ Launch of One-Stop Shop (July 2018)

Financial reporting reform

Reform of the state control

- ⚙ Advisory role for the first 3 years
- ⚙ Reduced the number of institutions with control functions
- ⚙ Digitalization of Control Processes



JOB SUBSIDY REGULATION

2 000 EUR - subsidy for a job created
Any legal entity practicing entrepreneurial activity

FREE ECONOMIC ZONES

7 FEZ / 14 SUBZONES

INCENTIVES



0 VAT + excise duties

3 and **5** years income tax exemption

6% corporate income tax instead of 12%

10 years state warranty in case of change of legislation

THE NATIONAL STRATEGY FOR INVESTMENT AND EXPORT PROMOTION 2016 - 2020



Agrifood

**Automotive &
Electronics**

ICT &BPO

TAFL

Tourism

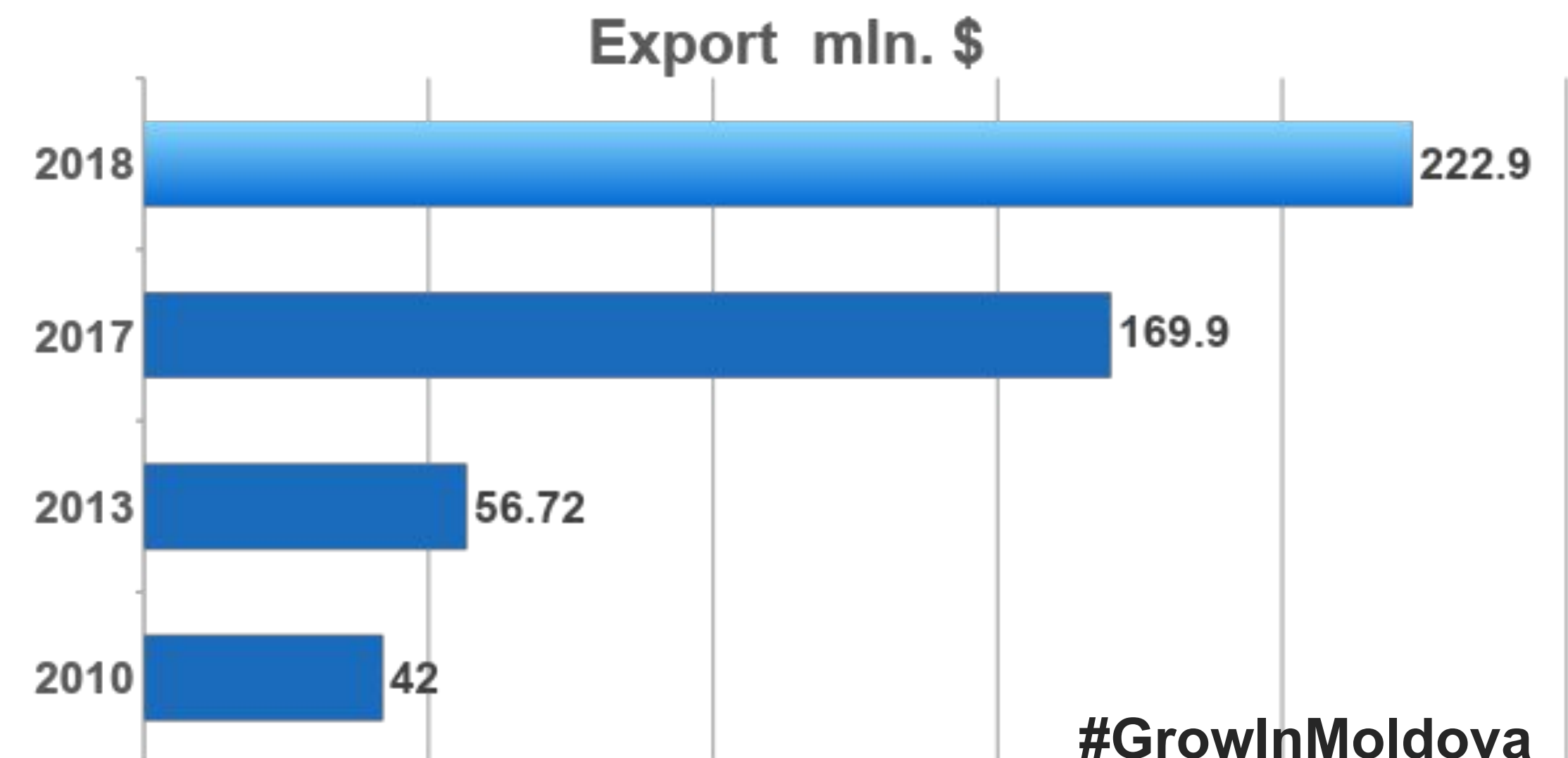
Infrastructure



INFORMATION AND COMMUNICATIONS TECHNOLOGY SECTOR

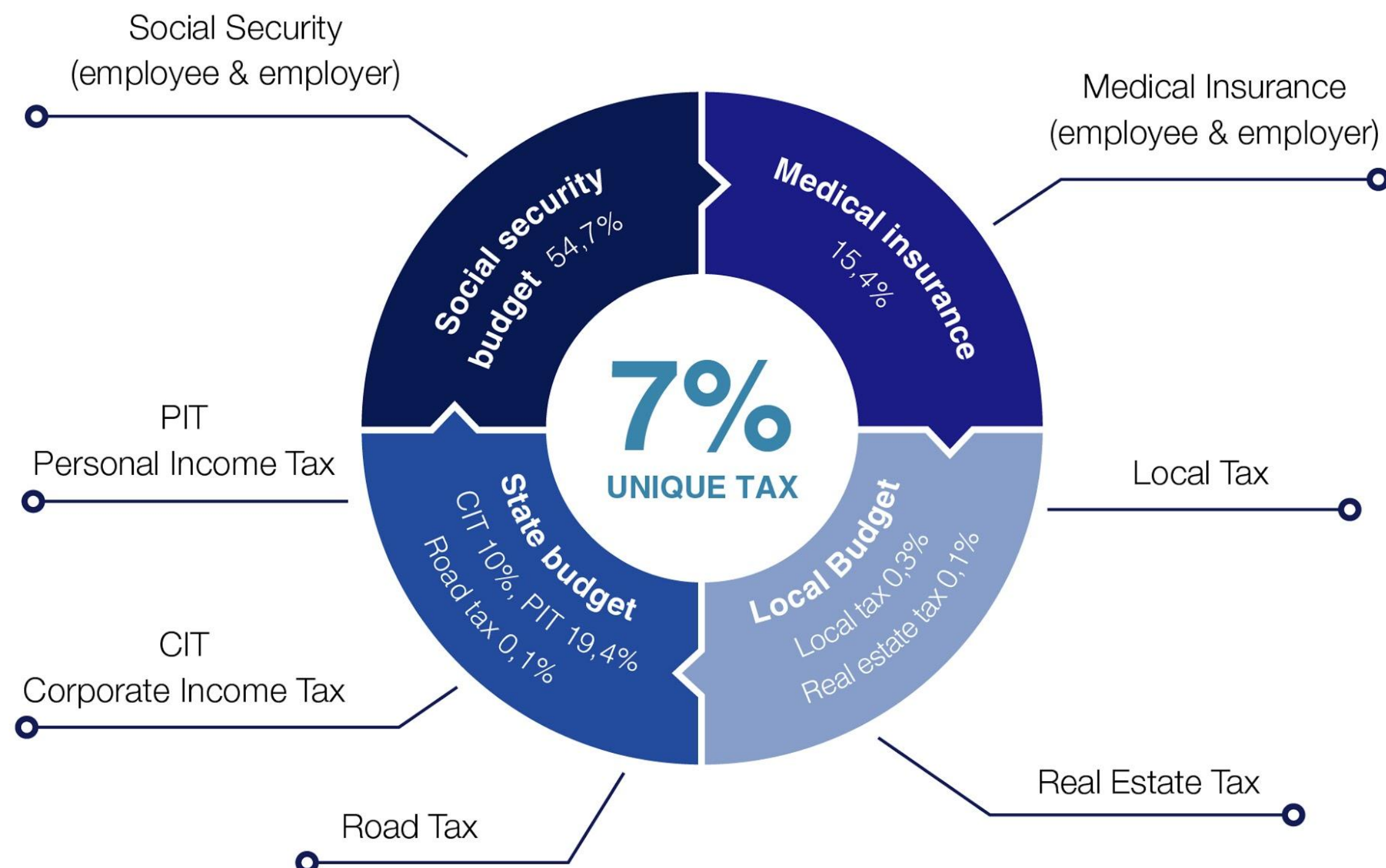


- One of the top development priority with **dedicated policies applied** (Law on IT Park, It Visa.)
- **Third sector** of the national economy with a fastest growth rate: ~8% of GDP
- Triple export in 2017 compared to 2013
- Competitive ICT infrastructure, **one of the top accessibility rate**
 - ❖ above 90% coverage of fiber optics networks
 - ❖ 98% coverage of mobile communications coverage in 4G at the lowest prices in Europe
 - ❖ medium speed of data transfer ~50 Mbs
- **Highly qualified and multilingual human resource** (over 23,000 active IT engineers)



Unique Tax Charged by residents of IT Parks

7% of the sales income*










- 431 currently residing IT companies
- 115 of them - foreign companies, originating from 31 countries
- 153 of them - new created companies
- 2.2 bln. MDL - turnover in the first year of operations (339 comp.)
- Approx. 7.500 employed IT professionals
- Approx. 2.8 bln. MDL - forecasted turnover for 2019



AGRICULTURE AND FOOD PROCESSING SECTOR



	Viticulture and Wine	} more than 40% of exports }
	Fruits and Vegetables	
	Walnut Growth and Sorting	
	Cereal Crops	
	Sugar Production	
	Organic Farming	
	Oleaginous Plants	



- **12% Share of agricultural production in GDP**
- **Export in 70 + countries**
- **85% of the country's foreign trade - EU & CSI**
- **One of the largest suppliers of nuts to EU**

Key facts:

- 187 wineries
- No. 1 with the highest density of vineyards in the world
- No. 6 in Europe by vines surface
- **GUINNESS BOOK -Largest wine cellar by number of bottles (over 1.5 million bottles)**
- Underground wine city - galleries over 70 km
- National Wine Day (18 editions)

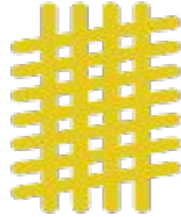



- 980 enterprises working for Wine and Oenotourism
- 6 institutions of Education, Research and Technology
- every 4th active Moldovan - involved in the wine sector (52 000 viticulturists)

- **First position in agri-food export (+11%)**
- **19-th** wine producer in the world
- **14%** of value created in agri-food industry
- **6%** of Moldova's total export
- **2%** of the GDP
- **3%** of the territory of the country
- **7%** agricultural surfaces



TEXTILE, APPAREL, FOOTWEAR AND LEATHER INDUSTRY



	Textile
	Apparel
	Leather
	Accessories
	Footwear
	Carpets



- 20% of the country's total export volume
- 86% is exported to the EU countries
- Burberry, Moncler, Nike Armani, Max Mara, Zara produce in Moldova
- **Orders** are executed and delivered on average within **2 weeks**
- Most major destinations both from the **EU** and **CIS** can be reached within **2 truck days**

AUTOMOTIVE AND MACHINE BUILDING SECTOR



	Cable Assemblies and Wiring Harnesses
	Carpets/ Rugs
	Electronic Components and Systems
	Foams/ Felts
	Rubber Components
	Injection/ Molded parts
	Fastening systems (seatbelts)
	Car seat covers, trim

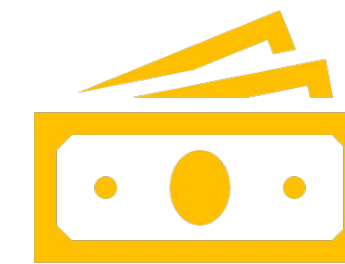


Success Stories

- **Draexlmaier Automotive** (wiring harnesses) 4th plant opened in 2018
- **Gebauer & Griller** (cables) – 2nd plant in 2017
- **Fujikura Automotive** (wiring harnesses) –2nd plant opened in 2018

SUCCESSIONS OF FOREIGN INVESTORS

Investors coming from 60 countries
over 10 000 foreign/joint companies



Gebauer & Griller



SÜDZUCKER

METRO



mobiasbanca
atp group

BCR



Coroplast



CONFEZIONI ANDREA



ProCredit Bank



Nefis



CEDACRI
INTERNATIONAL



ERICSSON

Microsoft





GROW IN
MOLDOVA
A PROMISE
AND AN
INVITATION



SAVE THE DATE

MOLDOVA
BUSINESS WEEK 2019

13-15 NOIEMBRIE
CHIȘINĂU

VEZI AGENDA

sau

ÎNREGISTREAZĂ-TE ACUM



TIME TO INVEST

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