

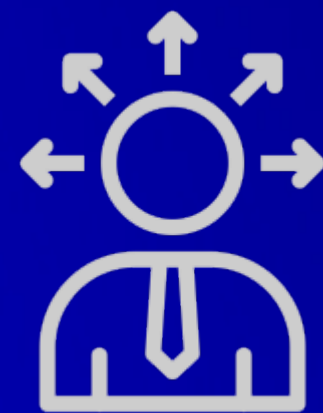
An abstract graphic on the left side of the slide, composed of various colorful lines and shapes in shades of blue, green, yellow, orange, and red. The shapes resemble stylized trees, paths, or network connections, with some elements resembling a Wi-Fi signal, a game controller, and a gear.

TATIANA ONUFREI  
HEAD OF THE ECONOMIC POLICY DIVISION,  
MINISTRY OF ECONOMY AND  
INFRASTRUCTURE OF THE REPUBLIC OF  
MOLDOVA

**BUSINESS ENVIRONMENT AND  
INVESTMENT OPPORTUNITIES  
OF THE REPUBLIC OF  
MOLDOVA**

#GROWINMOLDOVA

# TOP REASONS TO INVEST IN MOLDOVA



Easy access to major markets and to OEMs and Tier 1&2 suppliers.

Moldova's exports are largely liberalized to both the European Union and the Commonwealth of Independent States markets.



Skilled & multilingual workforce (e.g. Romanian, Russian, Turkish, Ukrainian, English, French, German, Italian, etc.).

Lowest labor and production costs in the region.



The regular corporate tax rate is of only 12% and 20% of the VAT is reimbursed for exports (competitive rates compared to the region).



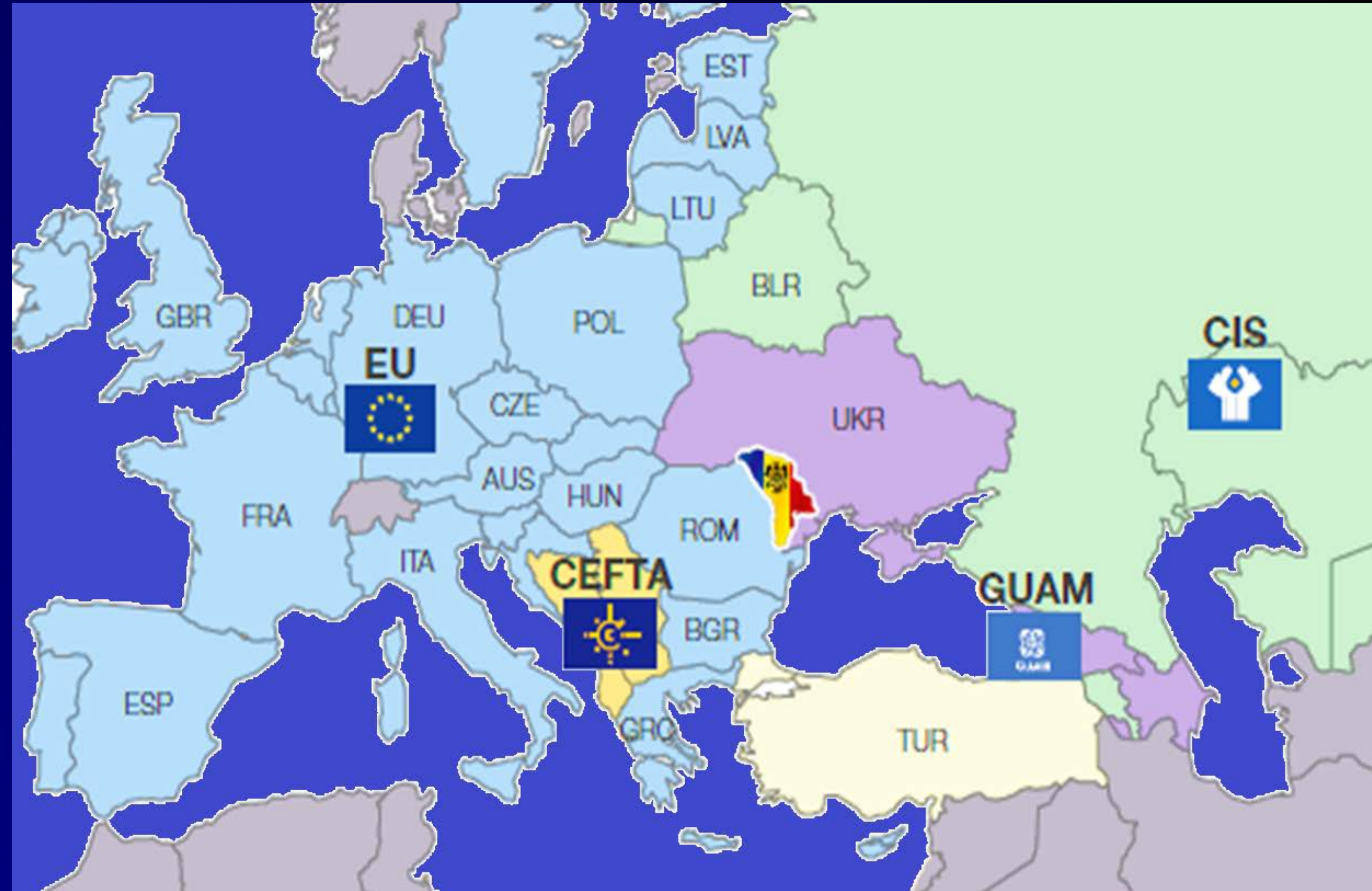
Investors can tap an extensive industrial tradition covering numerous manufacturing sectors (e.g. electronics, metal, assembly of electronic devices, machine building, etc.).

**MOLDOVA** –  
the newest emerging  
investment  
destination



## The most important achievements:

- Membership in the World Trade Organization (2001);
- Membership in the Central European Free Trade Agreement (2007);
- Membership in the Community of Independent States (2012);
- The European Union–Moldova Association Agreement, DCFTA, (2014);
- Free Trade Agreement with Turkey (2017);
- Free Trade Agreements with the People's Republic of China (in progress);
- 



# MOLDOVA – INTERNATIONAL RANKINGS



## GLOBAL COMPETITIVENESS INDEX 2017-2018

88 out of 137 (11 positions up)  
remarked as

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

## GLOBAL LOCATION TRENDS 2017

Ranked 6

**Top destination country by estimated jobs per million inhabitants (exceeding Ireland, UAE, Hungary, Czech Republic)**



## Ease of Doing Business 2018 –

Work Bank Group  
**47 out of 190**

Moody's International Agency - 2018  
rating from "Negative B3" to

**"Stable Economy"**

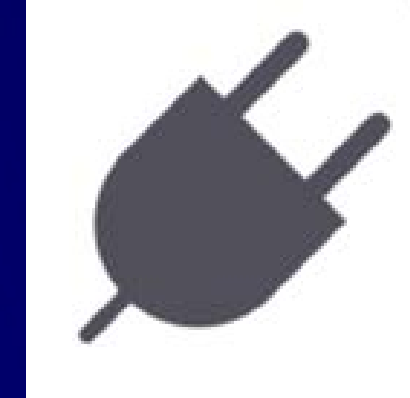
National Geographic 2017  
10 Places That Deserve More Travelers

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

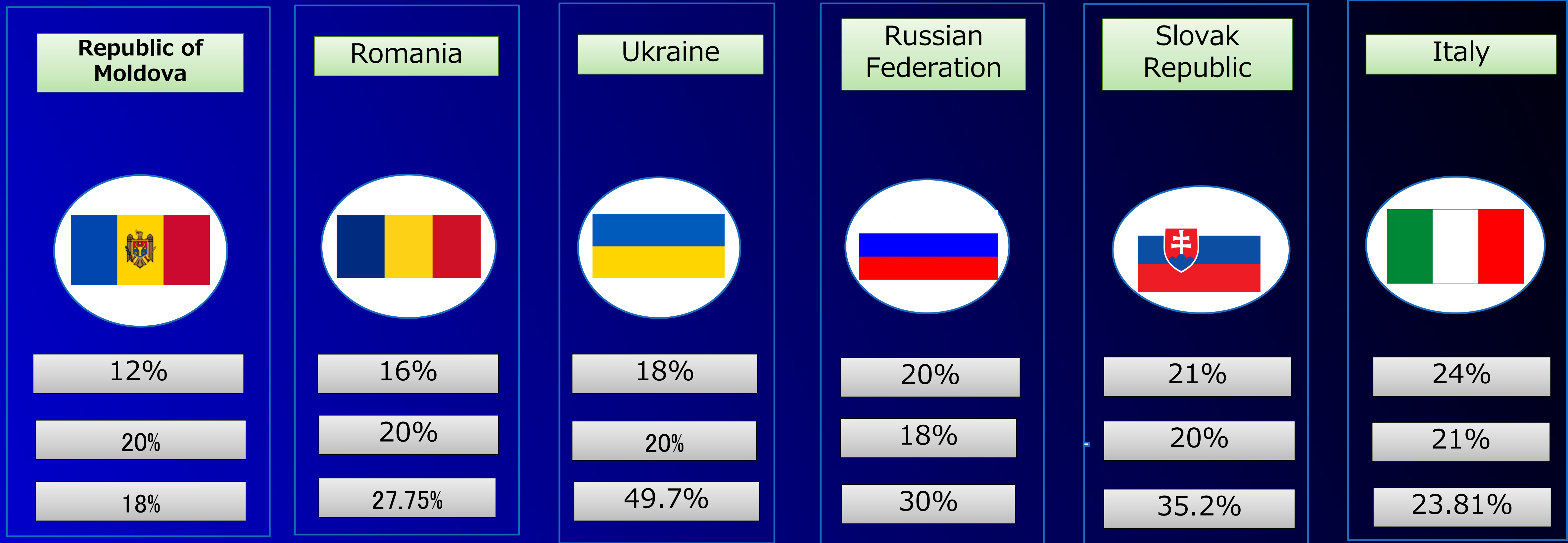
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# EXPORT COMPETITIVENESS

## THE NATIONAL STRATEGY FOR INVESTMENT AND EXPORT PROMOTION FOR THE PERIOD 2016-2020




# INVESTMENT FRIENDLY FISCAL SYSTEM



# TRADE STRUCTURE – EXPORTS 2018

Total volume of Moldovan exports


2,706 mln. USD

+11.6% 



European Union

1862.1 mln. USD  
(68.8%)

+16.6% 

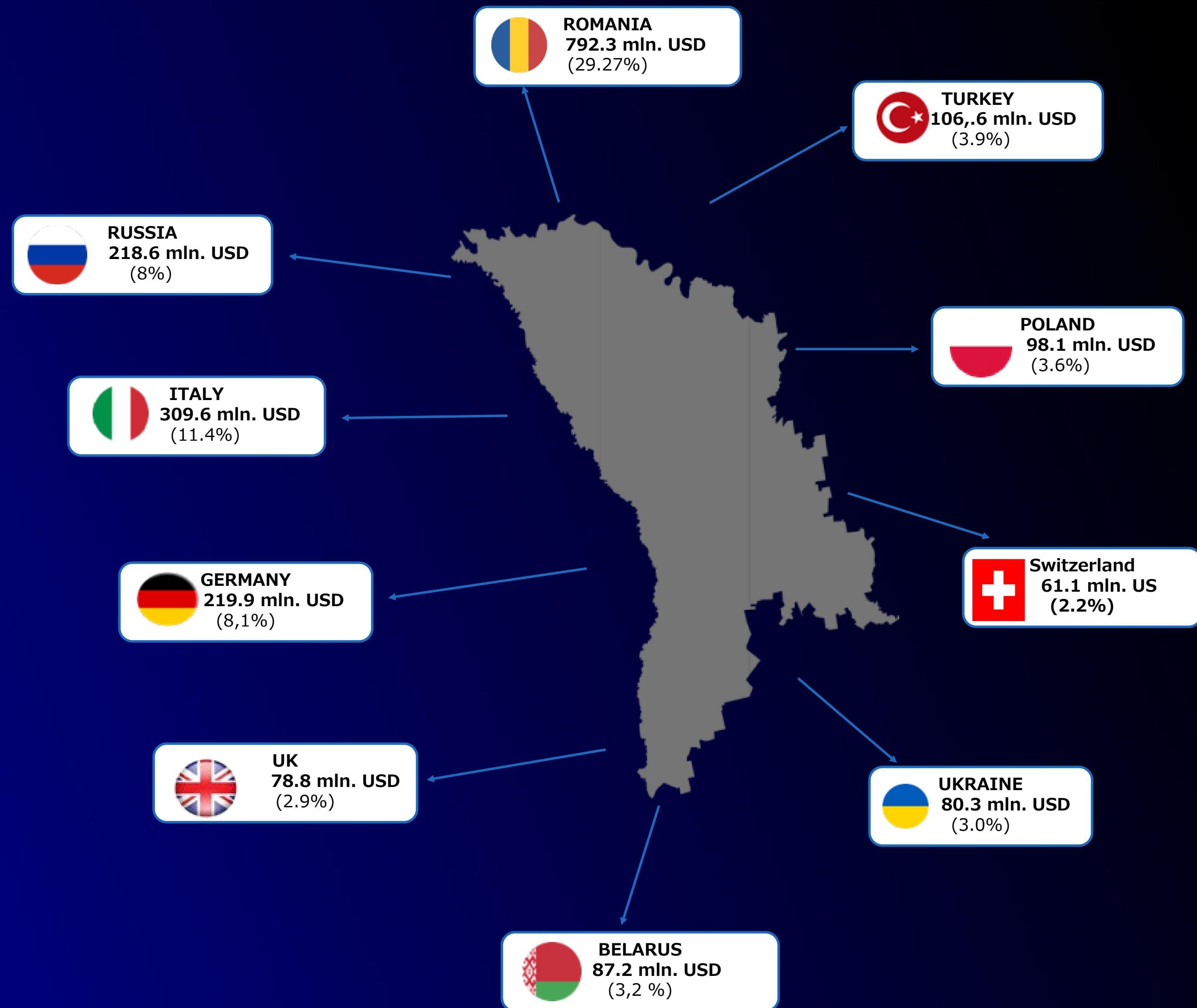


Commonwealth  
of Independent States

415.9 mln. USD  
(15.3%)

-10.1% 

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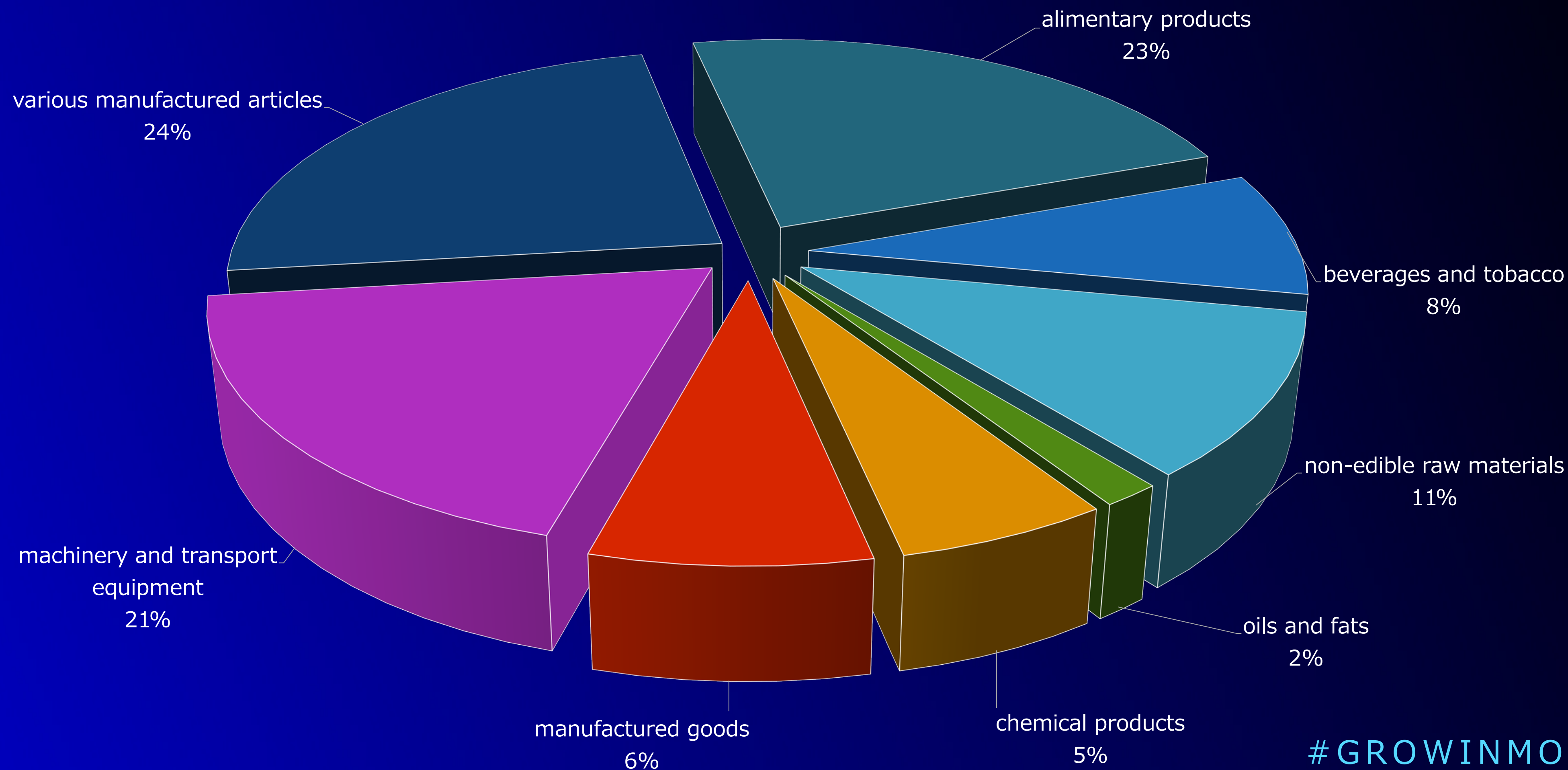




# EXPORT STRUCTURE – 2018



## EXPORT STRUCTURE BY GROUPS TOP GOODS EXPORTED BY THE REPUBLIC OF MOLDOVA



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# MOLDOVAN TRADE STRUCTURE - IMPORTS 2018

Total volume of Moldovan imports

5764 mln. USD

19.3%



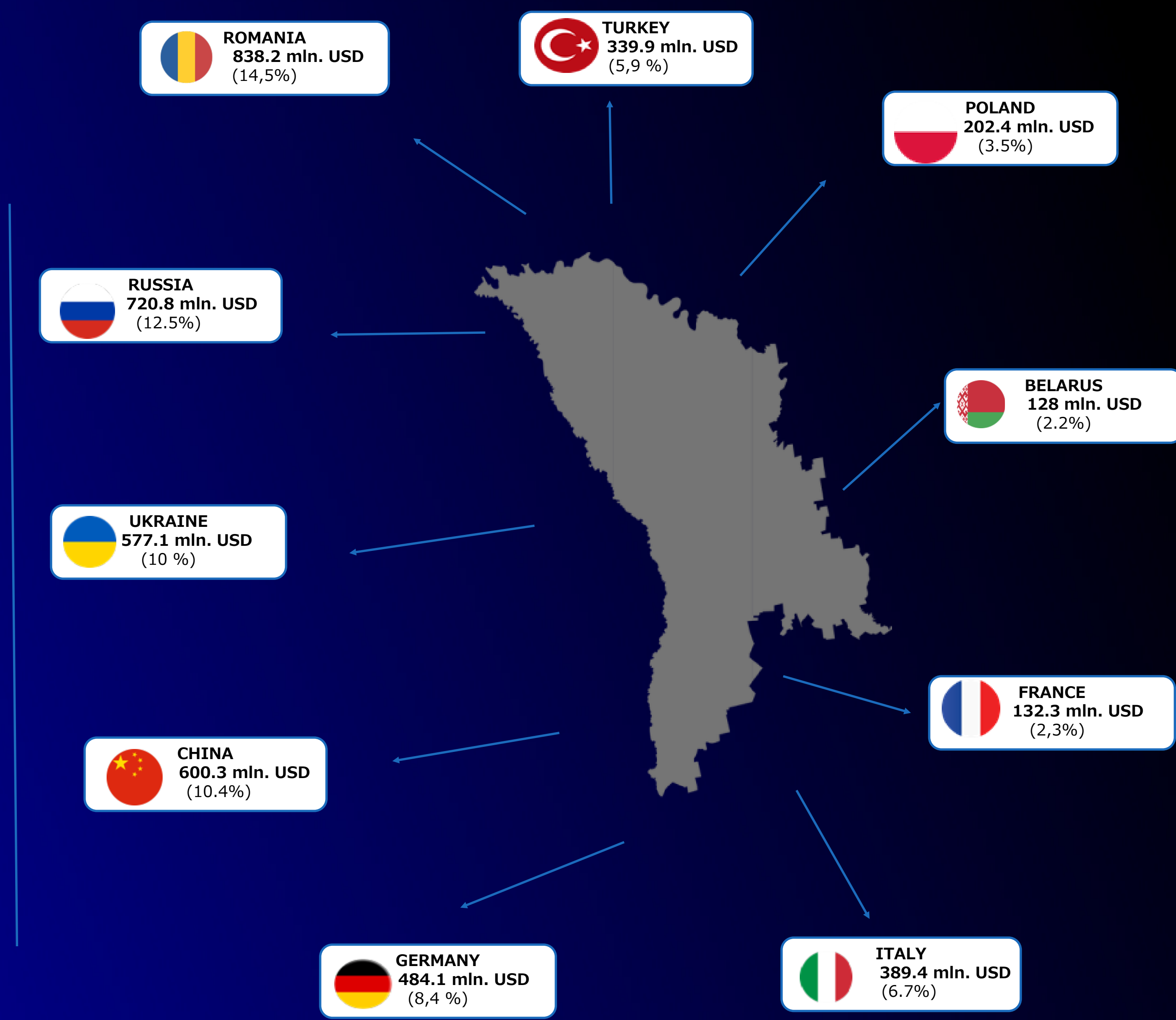
European Union  
2851.7 mln. USD  
(49.4%)

Commonwealth  
of Independent  
States  
1449.2 mln. USD  
(25.1%)

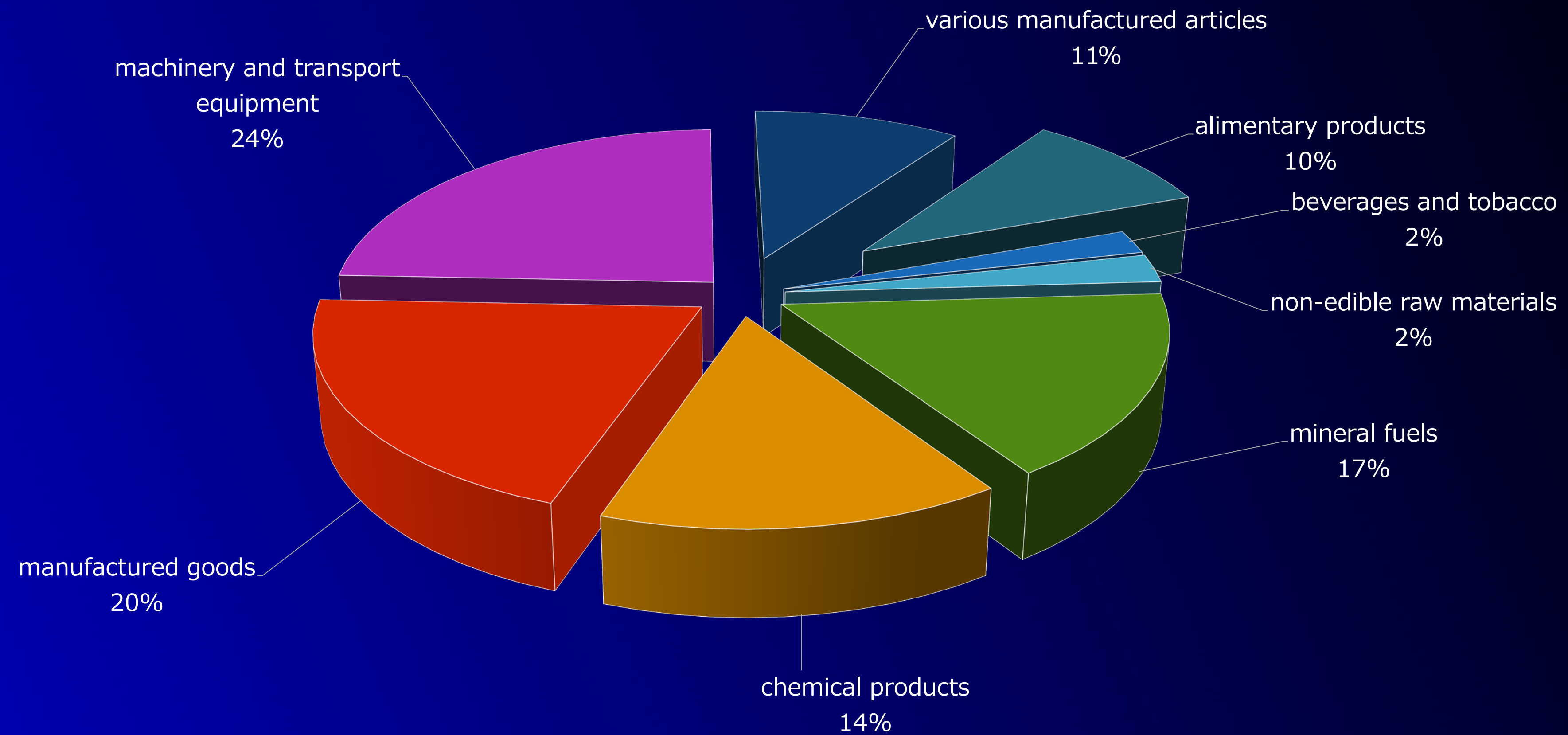
+19.3%

+20.1%

Source: National Bureau of Statistics  
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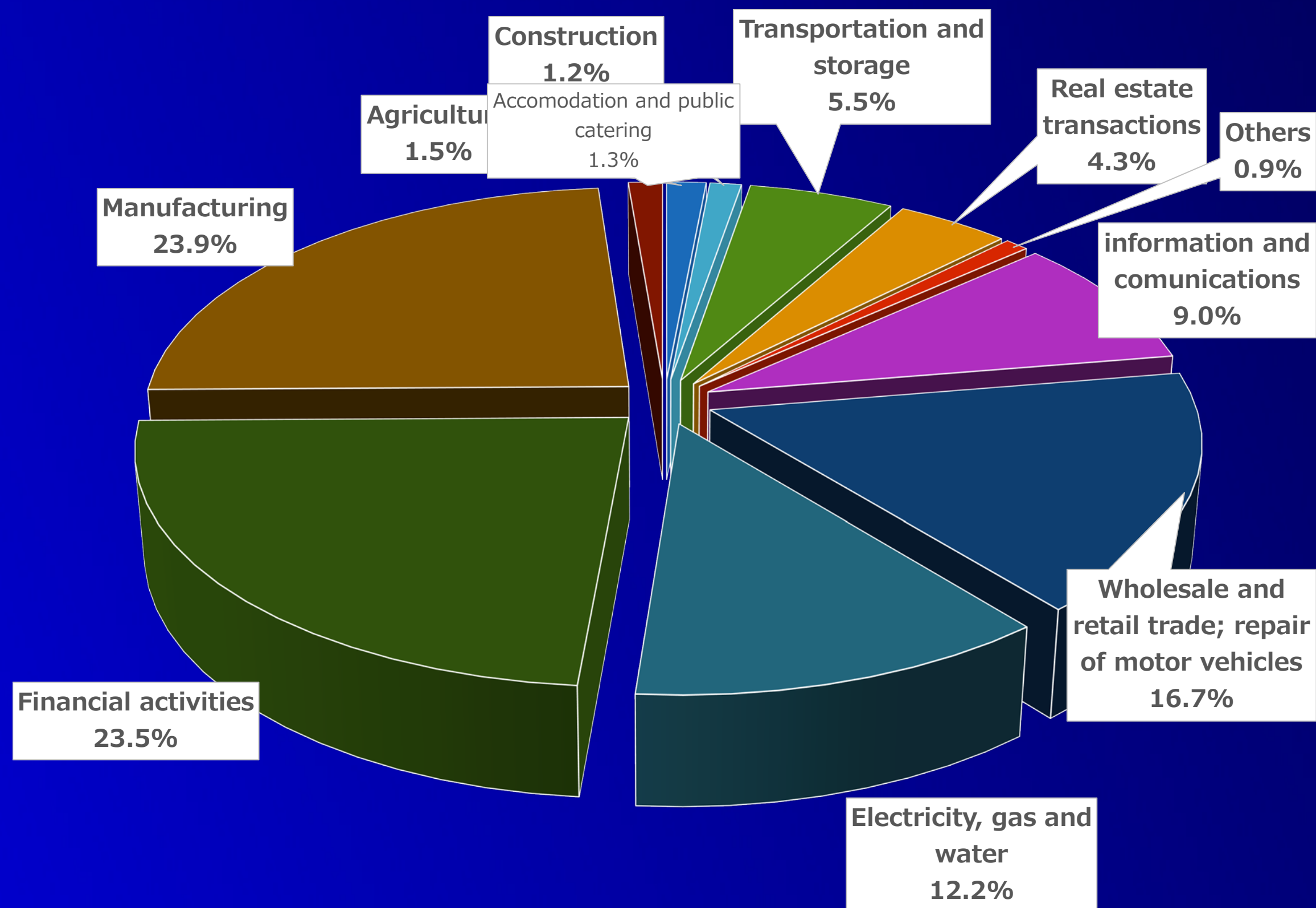
# TRADE STRUCTURE – IMPORTS 2018



# FOREIGN DIRECT INVESTMENTS – OVERVIEW 2018

## FOREIGN DIRECT INVESTMENTS

Foreign Direct Investments  
by TOP group of goods – stock at  
30.09.2018



Investments in the social capital of the  
Republic of Moldova  
By top group of countries – 2017 (stock)  
mln. USD

1	THE NETHERLANDS	326.65
2	SPAIN	272.40
3	FRANCE	254.19
4	CYPRUS	180.85
5	ROMANIA	144.51
6	ITALY	126.62
7	GERMANY	94.66
8	USA	62.97
9	GREAT BRITAIN	56.73
10	SWITZERLAND	36.25



## INCENTIVES FOR FREE ECONOMIC ZONES' RESIDENTS

**No VAT and excise duties**

**3 and 5 years income tax  
exemption**  
if investing 1 and 5 million USD

**6% corporate income tax instead  
of 12%**

**10 years state warranty in case  
of change of legislation**

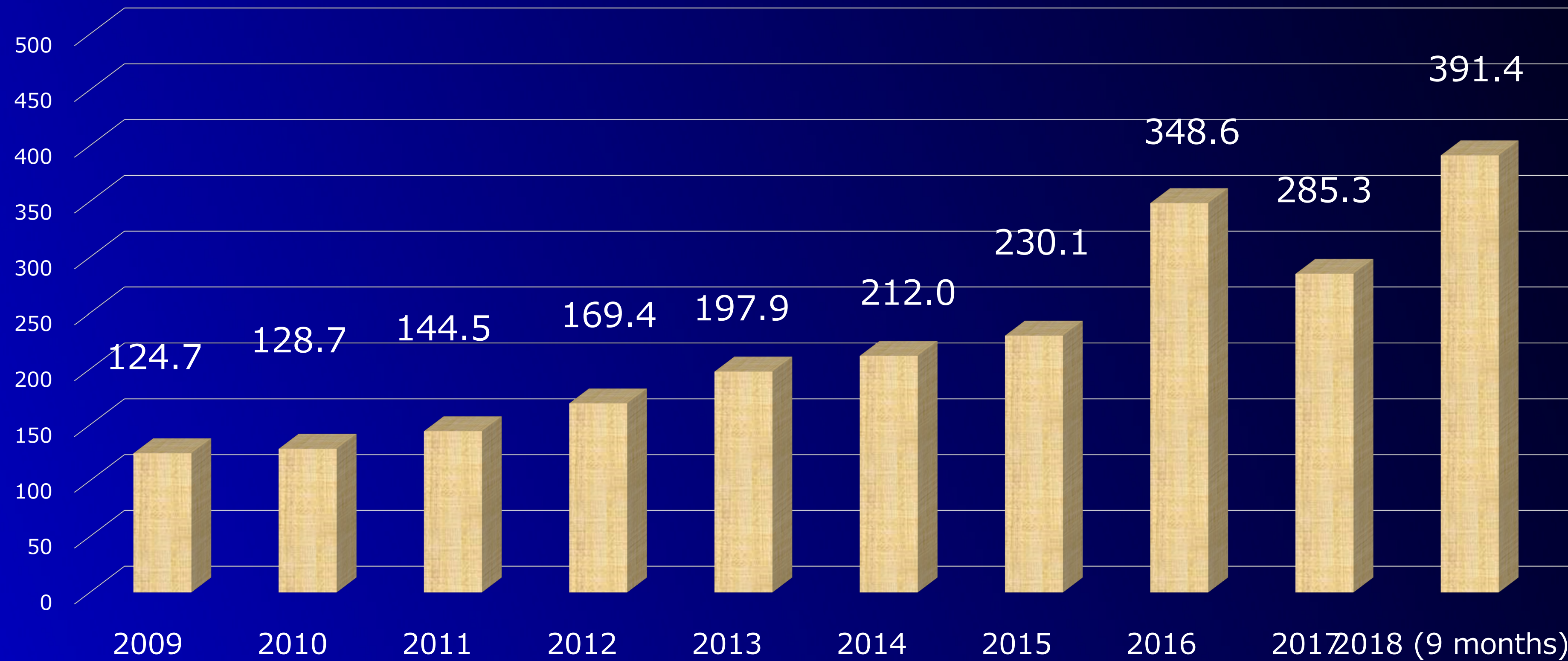
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# MAIN INDICATORS OF FREE ECONOMIC ZONES



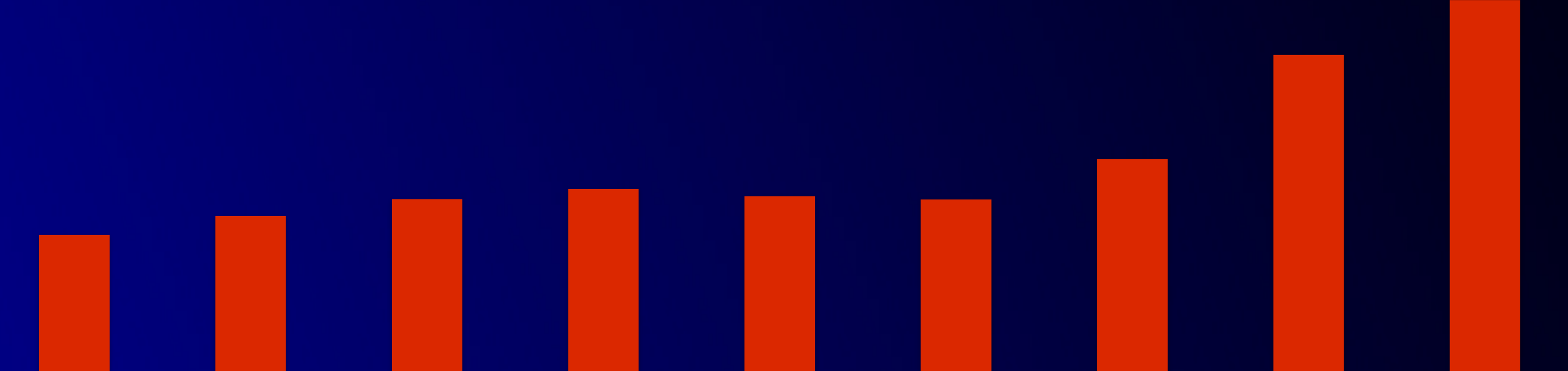
## THE VOLUME OF INVESTMENTS (MLN.USD)



## VOLUME OF SALES&INDUSTRIAL PRODUCTION, MLN. MDL

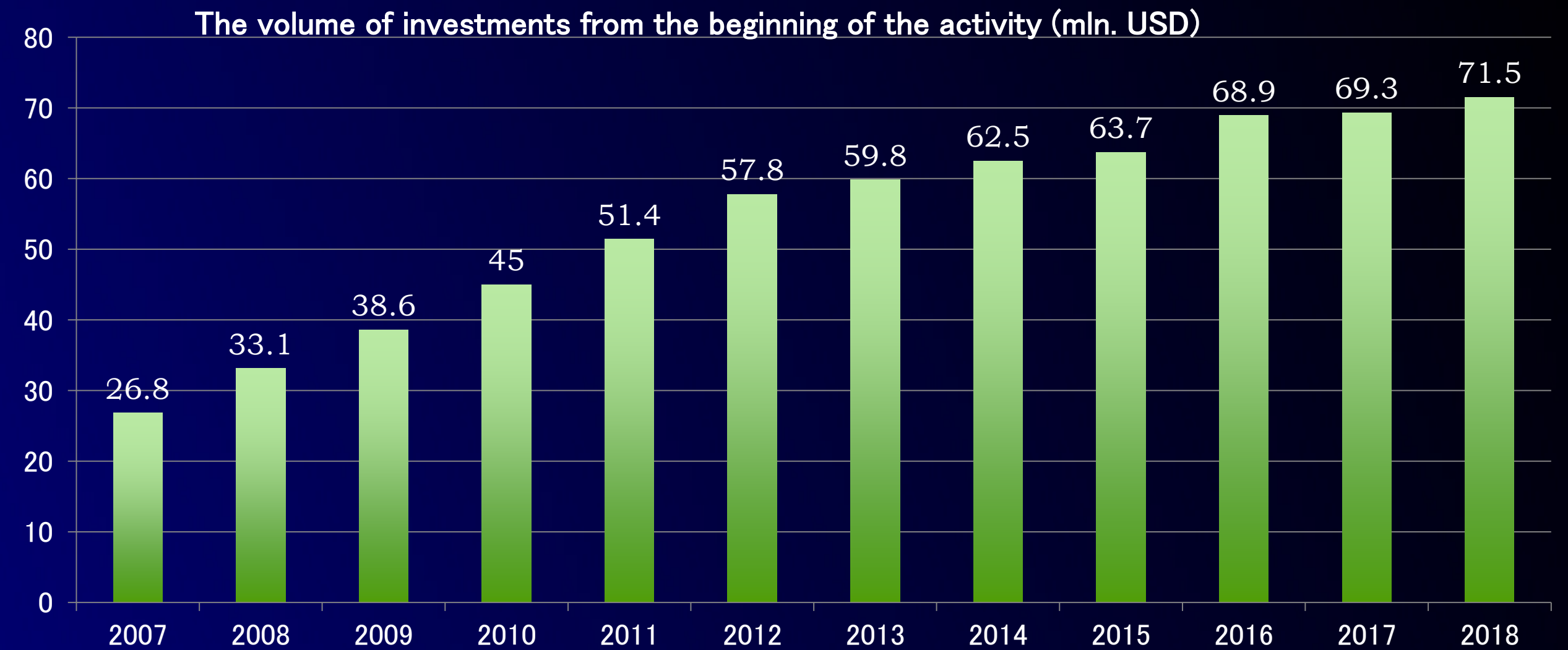
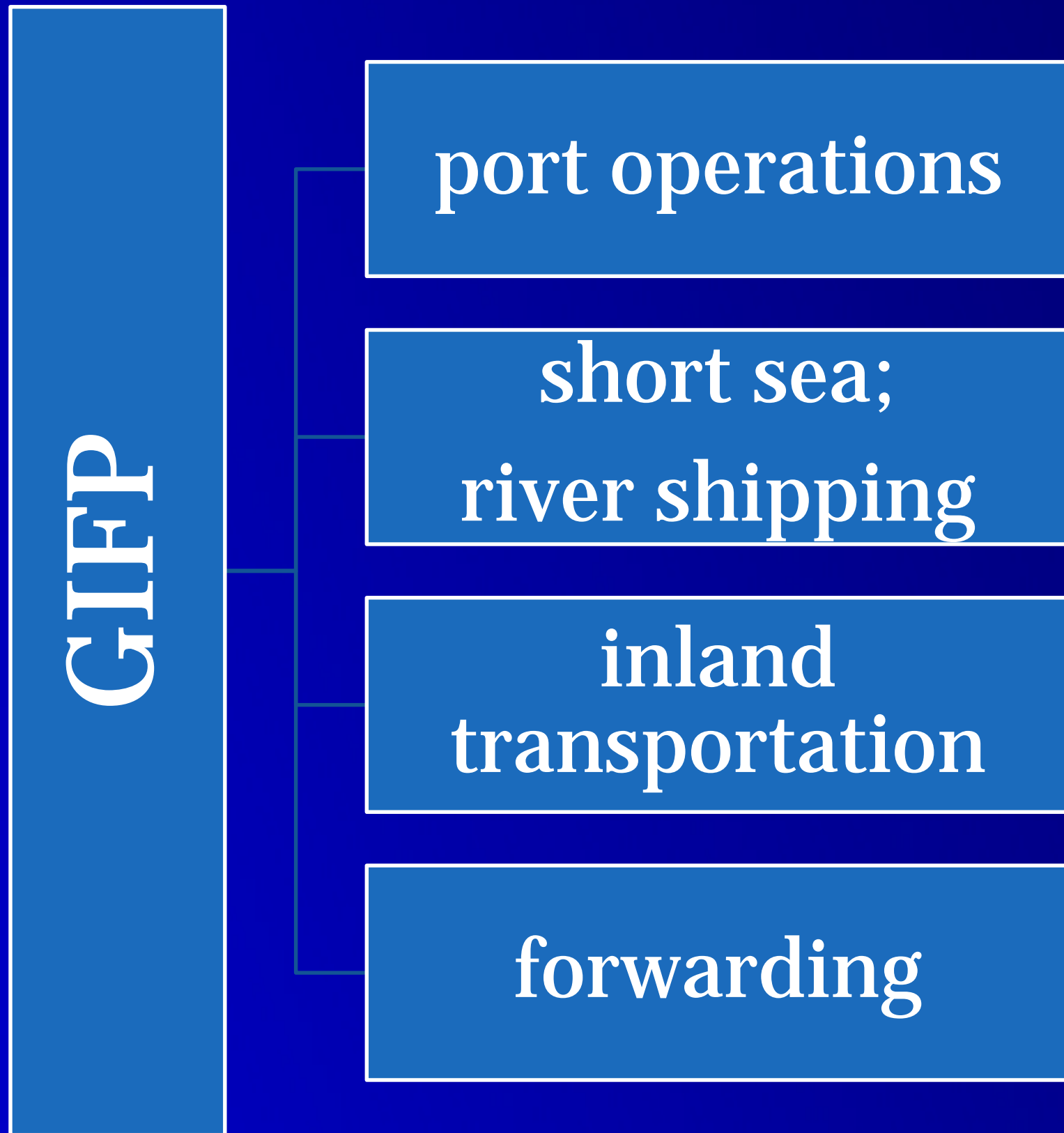


**5171 5875 6512 6896 6620.06502 8024 11926 13981**



Source: Free Economic Zones' reports

# GIURGIULESTI INTERNATIONAL FREE PORT





INCENTIVES FOR INDUSTRIAL  
PARKS

changing the destination of agricultural land is for free

the right to privatize the state-owned land for construction at normative price

free allocation of public property to create parks at owner's decision

decreasing up to 70% the annual fee regarding land lease or space rent

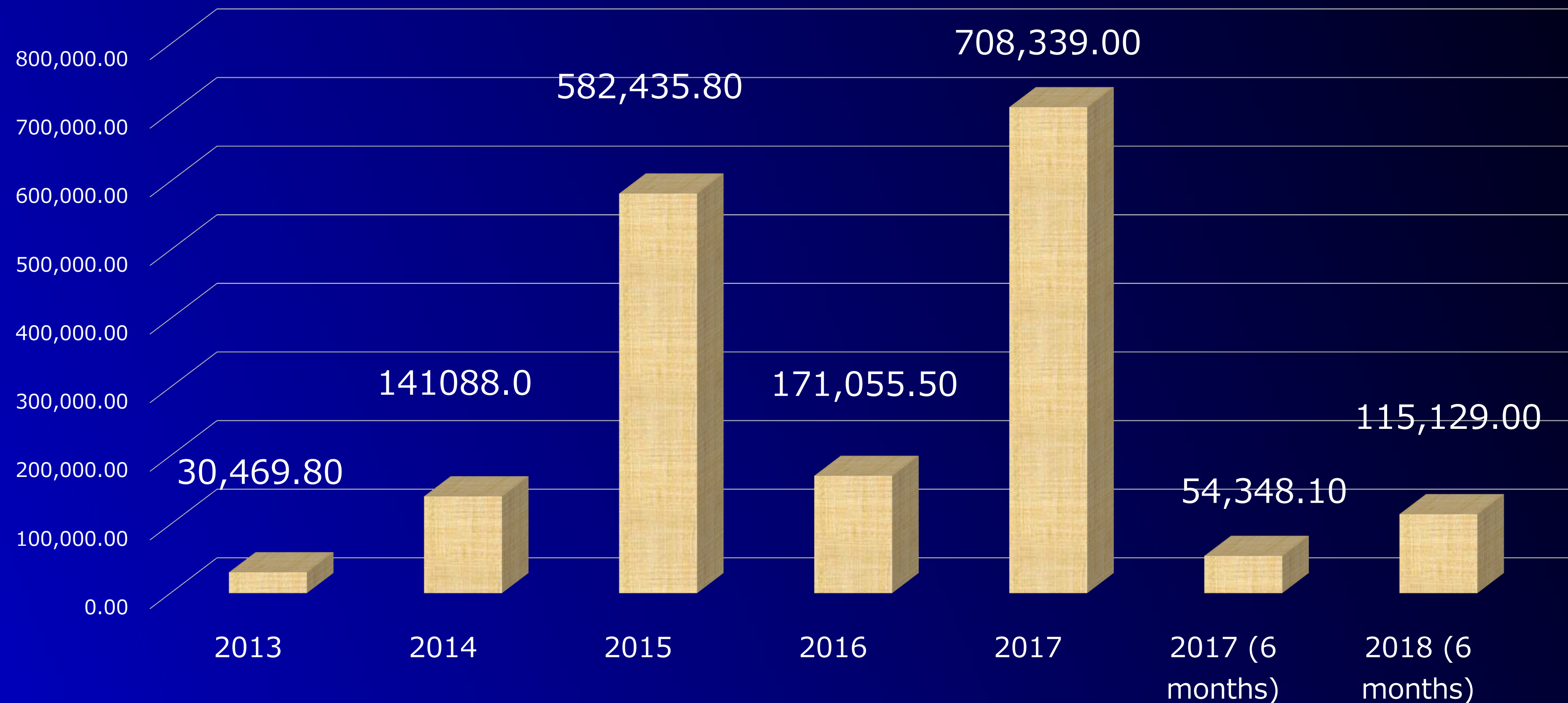


285      1229.0      1917      2605      2866      3122

2013      2014      2015      2016      2017      2018 (9 months)

**THE NUMBER OF JOB CREATED**

## THE VOLUME OF INVESTMENTS (thousands MDL)



Eligible activities in the information technology parks

Unique tax charged by  
residents of IT Parks  
7% of the sales income

customized software development activities

computer game editing activities

editing of other software products

management activities (management and operation) of computing  
means

data processing, web pages management and related activities

web portal activities

research-development in other natural sciences and engineering

manufacture of electronic components

## INSTRUMENTS FOR ATTRACTING FOREIGN INVESTMENTS

### Public Private Partnership

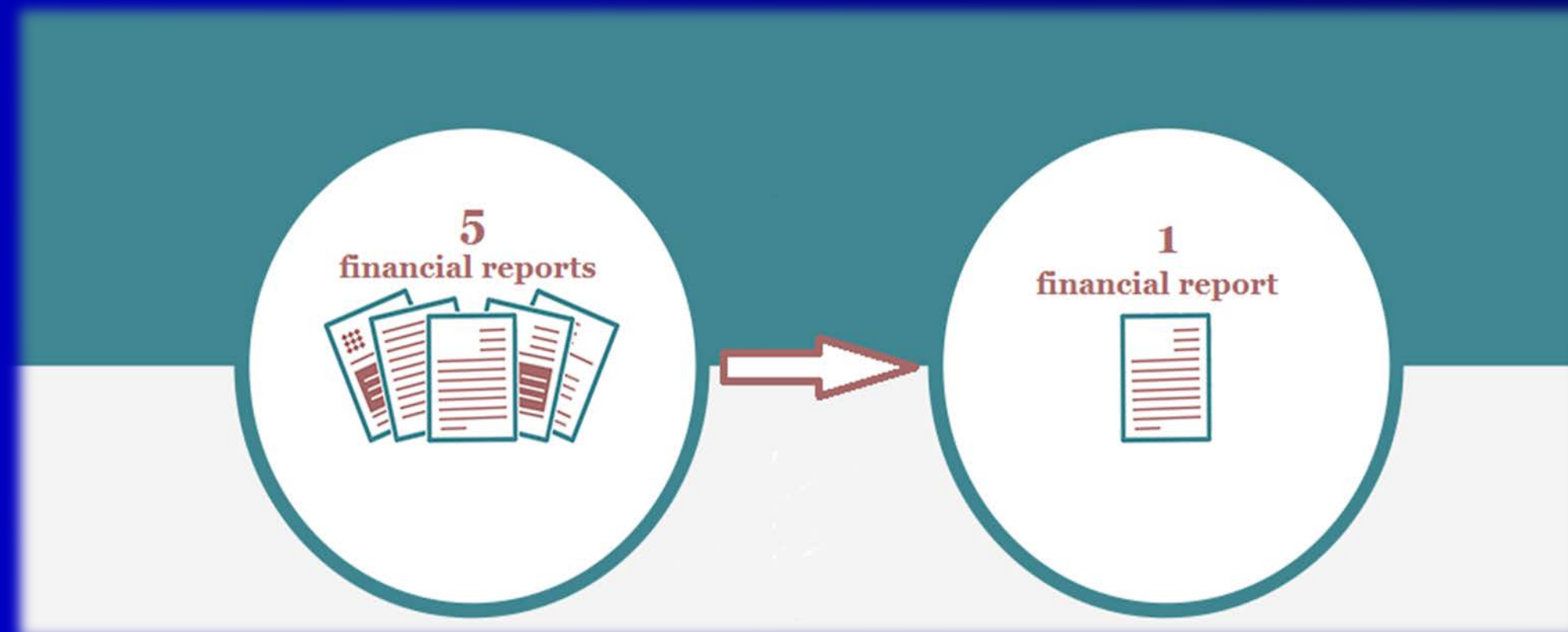
- Law no. 179 of 10.07.2008 on public private partnership;
- Law no. 121 of 04.05.2007 on administration and privatization of public property;
- Law no 534/13.07.95 on concessions/ Law no. 121 of 05.06.18 on work concessions and services concessions (will enter into force in 17.02.19).

### Moldovan strategic privatization assets

OPERATOR NAȚIONAL  
MOLDTELECOM



# FINANCIAL REPORTING REFORM



**The State Tax Inspectorate, the National Social Insurance House, the National Insurance Company in Medicine and the National Bureau of Statistics**

**removing the duplicate data and lowering reporting volume by approx. 40%**

**reducing the time and cost** of drafting and reporting to public authorities

the interaction of economic agents **with a single public authority**

**concentrating the data** as well as establishing a **unique reporting and payment period (day 25/monthly)**

**combating** the phenomenon of “wage in the envelope”

## INVESTMENT FRIENDLY ENVIRONMENT



### JOB SUBSIDY REGULATION

Purpose: to stimulate businesses for job creation  
Beneficiary – any legal entity practicing entrepreneurial activity in the Republic of Moldova.

The amount of the subsidy for a job created – 2 000 EUR for 2018.



### MOLDOVAN CITIZENSHIP BY INVESTMENTS PROGRAM

The minimum amount of the contribution to the Public Investment Fund for Sustainable Development is the equivalent of 100,000 euros.

<http://cbi.gov.md/>



**INVEST IN  
MOLDOVA – PLACE  
TO GROW YOUR  
BUSINESS!**

#GROWINMOLDOVA