

# Investing in Moldova: challenges and opportunities to explore

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# Why to invest in Moldova?

# Country profile

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- A country with 3 million inhabitants
- Political willingness to become part of European family
- Attractive geographic position facilitating transit and access to South-Eastern Europe and Former Soviet Union
- FDI incentives (zero corporate income tax, free trade zones, taxation facilities to ITC)
- Local currency stability and macroeconomic performance

# Political environment

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- European integration
- FDI incentives
- Fiscal and monetary policy
- Regulatory framework

# Social environment

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- Multicultural links with Romania, Russia, Ukraine, Turkey, Bulgaria
- Large Moldovan diasporas in Italy, Portugal, Spain, France
- Active young generation
- Tolerance and openness towards foreigners

# Economic environment

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- Large food processing sector
- Open economy towards foreign trade
- Financial support from international institutions
- Relative low cost of labor force

# Technological environment

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- Growing use of advanced IT and telecoms services
- Technological progress in industry resulted from FDI
- Well qualified labor force, able to learn
- Infrastructure development projects supported by international institutions and FDI

**Which are the main investment opportunities in Moldova?**

# Industry sector

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- Food processing – wines, canned fruits and vegetables, sugar production, meat production, milk production
- Textiles – subcontracting, export oriented processing
- Packaging – bottles, plastics, cork, paper package
- Energy – power plants, heating systems
- Building materials – cement, gypsum, stone

# ITC sector

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- Telecommunication services – internet, fixed telephony, mobile networks
- Software development – outsourcing services
- Solutions development – IT based solutions for business

# Infrastructure development

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- Public utilities (heating systems, energy distribution)
- Road infrastructure (rail way, car traffic)
- Maritime infrastructure (Giurgiulesti terminal)
- ITC infrastructure (optic fiber links, internet networks, fixed and mobile telephony networks)

# Transportation services

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- Airline services – Chisinau international airport, Marculesti Cargo Air Terminal, transit passengers
- Maritime transportation - Giurgiulesti fuel and passengers terminal on Danube
- Auto traffic – transit and transportation lines on two Pan-European routes

# Construction services

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- Housing – Chisinau, Balti, other cities
- Industrial facilities near large cities
- Food processing facilities in rural area

# Trade services

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- Retail – supermarkets, malls, trade centers
- Wholesale – FMCG distribution, export-import operations

**Which are the main challenges for investors in Moldova?**

# Starting a business in Moldova

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- Reduced time of company registration
- Low cost of company registration
- Facilitated requirements to minimum capital
- High business concentration in Chisinau

# **Operating a business in Moldova**

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- Liberalized currency and funds transfer policies
- Access to CIS export markets on free trade agreements
- Facilitated access to EU market on

# How BCR supports your investment projects in Moldova?

# BCR Chisinau as a financial partner

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**Proven track record on Moldovan market**  
**Member of well known international group**  
**100% foreign capital**  
**Special international client desk**

# BCR member of Erste Group



Our home market with over 17.3 million clients in CEE/SEE

# Supporting your start-up

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- Information support on market and business environment
- Opening accounts and counseling
- Facilitating business relationships
- Financing your investment projects

# Supporting your operations

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- Foreign currency operations
- International financial transactions
- Financing current assets needs
- Implementing e-based solutions

# BCR Chisinau S.A.

**BCR Chisinau S.A. offers a vast array of products and services to the corporate clients.**

- Current accounts and attached services
- Investment instruments
- Financing solutions
- Cards and related services
- Derivate financial instruments
- Letters of credit/comfort/guarantees
- Commercial papers endorsement



# Investment in Moldova offers you

- New business opportunities
- New challenges to explore
- New partners to do business