



The Dutch Moldovan Business Council



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Defining the DMBC

- We are an organization that facilitates the collaboration of Dutch and Moldovan business companies
- The organization was founded in 2011, and we organized our first trade mission in early 2012 with the participation of 11 companies

Our tasks

- Organizing trade missions and visiting programs
- Organizing company match-making
- Supplying information to Dutch companies about the Moldovan investment environment (legal, financial, tax)
- Researching opportunities and providing business advice
- Providing a contact network in both Moldova and the Netherlands

Objectives

- Promoting Dutch-Moldova trade
- Promoting foreign investments in Moldova
- Improving diplomatic relations between the two countries
- Promoting CSR and Environmental sustainability
- Promoting collaboration in the key sectors:
Netherlands - Agriculture, Water and Energy;
Moldova - Agriculture, Textile, Organic Agriculture, Biomass, and other;

Latest changes

- We took over Honorary Consulate functions starting October 2013
- Formation of an Advisory Board
- Inclusion of a DMBC paid membership
- Official partnerships with governmental organizations and closer collaboration with public authorities in Moldova and the Netherlands

Information resources

Value of industrial production, by type of activity

	2007	2008	2009	2010	2011
Industry-total, million lei, current prices	26,173.5	29,988.4	22,643.9	28,140.1	34194.4
Manufacture of textiles, million lei, current prices	670.8	626.1	487.6	548.2	1104.8
Manufacture of textiles, year-on-year growth %	14%	-7%	-22%	12%	102%
The share in total industry, %	2.56%	2.09%	2.15%	1.95%	3.2%

Source: Ministry of Economy.

Carpet-making is a bright page in the artistic culture of the Moldovan people. The ideas of beauty and harmony are reflected in carpets as well as in other folk art and creation. During the centuries different kinds of ornamental motifs and composition were selected for a better and pleasant vision of a carpet. The Moldovan carpet art has perennial roots. The technical processes, terminology and ornamental designs bear traces of various ethnic layers, as Thracian, Roman, Slav, Turkish and others.

In the past 5 years, the apparel industry represented more than half of the turnover in the TAFL industry. In 2011, apparel made up the whole Moldovan industry to the years before. Production turnover was (95,000 million units).

The apparel sector occupies a significant place in the branches of the national economy.



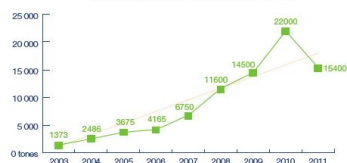
Requirements, in particular there were required to be adopted an ecological principles and methods of processing organic food production, inspection and certification system in the field and organic food products import and export.

There are 168 companies registered at the Ministry of Agriculture and Food Industry owning lands with ecological production.

The market of Moldovan organic products is mainly the European Union. 95 percent of vegetal organic products (cereals, oilseeds and protein, berries and herbs) are exported to Germany, Switzerland, Netherlands and Great Britain.

In 2009 the export volume of organic products was 4165 tonnes, in 2011 it raised up to 15 400 tonnes.

Export of organic products (ton) (2003-2011)



Attractive Opportunities for your Investment - Free Economic Zones:

Most – although not all – automotive industry suppliers decide for a location within a Free Economic Zone. There are 7 Free Economic Zones in Moldova, spread around throughout the country and located either near a border, or in big cities. The Free Economic Zones offer preferential conditions, and a dedicated customer-oriented administration. In addition, Giurgiulesti Port and the Marusesti Airport offer conditions that are comparable to that within FEZ.

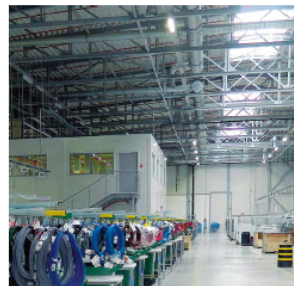
Why Free Economic Zones for Automotive Industry?

1. FEZs are connected to all important transport routes and have access to all regions through the National and International roads;
2. Customs Office available on site: operating 7 days/week; if necessary 24h/day;
3. Exemption from customs duties and excise duties on goods imported into the FEZs and subsequently exported;
4. VAT for equipment and machinery: 0% VAT
5. Corporate tax rate stands at 6% (12 % in the rest of the country)

the mentioned investment volume was achieved;

2. Residents who invested in fixed assets of the company and/or in FEZ infrastructure development a capital equivalent to at least \$5 million – are exempted from Corporate Income Taxes for a period of 5 years, starting with next quarter after the mentioned investment volume was achieved;

The total Volume of Net Sales of Industrial Products manufactured by FEZs residents in 2012, increased by 17.8% (in nominal value) compared to previous year and 83.5% of products were exported. The automotive sector plays an important role especially in FEZ Balti and FEZ Ungheni.



MOLDOVAN ASSOCIATION
OF PRIVATE ICT COMPANIES

IT Companies of Moldova

Expertise. Service. Values.

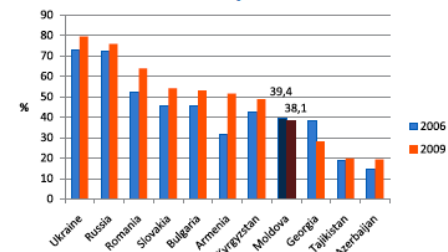
VI. Competitiveness Factors

A. Human Capital - a Critical Factor in the ICT Sector Development

The ICT industry, particularly the service provision sub-sector (software development, computer service, etc.) involves a lot of human capital. A key factor for the sector development is the skills and knowledge of the IT engineers and professionals.

Traditionally, the enrolment rate in the tertiary level of education in Moldova is quite high. In the past five years, following the establishment of limits for student intake in the tertiary education, the enrolment rates have lowered compared to the Central Europe and CIS countries.

Chart 24 Rate of enrolment in tertiary education



Source: INSEAD, The Global Information Technology Report

Similarly to other specialties, the enrolment of students at ICT faculties decreased, while the share of the latter in the total enrolment remained virtually constant – 11%. In 2007, 2 623 places were provided, while in 2012 the number of places decreased to 2 367. However, the number of places funded from the state budget increased from 618 to 762.

Membership provides:

- ✓ Monthly newsletter
- ✓ Annual Network Event
- ✓ 50% Discount to the [Leogrand Hotel, Chisinau](#)
- ✓ 15% Discount to [Vatra Neamului Restaurant, Chisinau](#)
- ✓ 10% Discount to [AVR Car Rental](#)
- ✓ Access to valuable contacts in the Netherlands and Moldova
- ✓ Promotion opportunities
- ✓ Access to matchmaking and networking events
- ✓ Support in answering all your questions concerning doing business in the Netherlands and Moldova

Collaboration

Our partners so far: *MIEPO, Invest Moldova, Dutch Romanian Network, Netherlands-Romanian Chamber of Commerce, PUN, CBI, EBA and others.*

It is possible to initiate further partnerships for the purpose of:

- Exchange of information
- Finding investment opportunities
- Making the Moldovan market more accessible for both Dutch (EU) companies
- Promoting trade and development of innovative projects
- Expanding our contact networks