

AGENDA
MOLDOVA BUSINESS WEEK, 19 – 20 November 2020

MOLDOVA - HIDDEN GEM FOR INVESTMENT

Venue: Online / Working language: English

11:00 – 11:30	<p>FESTIVE OPENING HOST - Rodica VERBENIUC, General Director, Moldovan Investment Agency</p> <p>Ion CHICU, Prime Minister of the Republic of Moldova</p> <p>Peter MICHALKO, Head of the Delegation of the European Union to Moldova – TBC</p> <p>Dereck J. HOGAN, U.S. Ambassador to the Republic of Moldova</p> <p>break (2 min)</p>
11:30 – 11:50 (20 min)	<p>MOLDOVA - HIDDEN GEM FOR INVESTMENT, OPPORTUNITIES TO GROW YOUR BUSINESS IN MOLDOVA - Igor ȘTEFANEȚ – Head of Investment Attraction and Protection Team, Moldovan Investment Agency</p> <p><i>Incentives and factors of attractiveness of investment climate in Moldova</i>, Moldovan Investment Agency</p> <p>break (2 min) Moldova country brand</p>
11:55 – 12:15 (20 min)	<p>Special Guest</p> <p>Doctor Binod CHAUDHARY Chairman of Chaudhary Group, Nepal and CG Corp Global – a multi-dimensional conglomerate with a net worth exceeding \$1.5 billion, comprising 160 companies with 123 brands in 27 countries and a workforce of more than 15,000 people. Global player in fast-moving consumer goods, covering over 2.6 percent of the world's shares in the noodle market. Philanthropist, Global Player, Member of Parliament of Nepal, President Emeritus of Confederation of Nepalese Industries, Member of World Presidents Organization.</p>
12:15 – 12:30	Q&A
	break (5 min) Invest Moldova
12:35 – 13:45 (1h10min)	<p>SHIFTING TO THE NEW GLOBAL ECONOMIC REALITY <i>Panel session</i> <i>Moderator: Dumitru CIORICI, Media Entrepreneur, economic journalist</i></p>
12:35 – 13:45	<ul style="list-style-type: none"> ▪ Financial policies and tax incentives for stable economy – Sergiu PUȘCUȚA, Deputy Prime Minister, Minister of Finance ▪ Governmental solutions for investment attraction – Sergiu RĂILEAN, Minister of Economy and Infrastructure ▪ Upgrading public services through digitalization – Iurie ȚURCANU, Director, E-Governance Agency ▪ Transformation of human capital to fit the new era – Viorel BOSTAN, Rector, Technical University ▪ World best ICT ecosystem – Natalia DONȚU, Administrator, Moldova IT Park ▪ Creative industries, the rise of niche sectors – Doina NISTOR, Chief of Party, Moldova Competitiveness Project, funded by USAID, Sweden and UK aid

	break (video x min) / poll (5 min)
13:50 – 14:55 (1h05min)	CREATED IN MOLDOVA, RECOGNIZED WORLDWIDE Success stories of Moldova's super brands. Testimonials of challenges and global expansion. <i>Moderator: Eugen BOICO, Director, Publicis Moldova</i>
	<ul style="list-style-type: none"> ▪ Creative Industries – Dmitri VOLOȘIN, Simpals, Founder, (brand: Lobster – innovative devices for athletes won Red Dot Award 2020; Simpals studio released in 2019 the first VR animated film in Eastern Europe) ▪ Cross sectorial – Vasile TOFAN, Horizon Capital, Partner, (brands: Purcari - first listed company from Moldova, entered in over 30 markets, GCC) ▪ Fintech – Andrey AYDOV, QSystems, Director (brands: financial and payment solutions for CIS & Europe banking systems) ▪ HoReCa – Ruslan COJOCARU, Tucano Coffee, CEO & founder (brand Tucano coffee present in 8 countries from Europe to Asia)
15:00 – 15:30	Special Guest Michio KAKU Influencer, motivator, visioner, futurist, bestselling author of 4 New York Times Best-Sellers, New York, USA. He is one of the most recognized personalities in the world, being a futurologist and visionary in reporting global trends related to economics, finance, medicine, based on the latest research in science. <ul style="list-style-type: none"> ▪ Guest of the most famous TV shows: Discovery Channel, Science Channel, BBC, David Letterman Show, Good Morning America, CNN-Financial, etc.; ▪ Speaker in numerous international forums: Microsoft, Hewlet-Packard, HSBC Bank, NRC International, Deloitte-Touche, Deloitte Consulting, Cisco Corp, Credit Suisse, BMC Software, etc.
15.30-15.45	Q and A (15 min)
16:00 - 19:00 (3h)	CONSECUTIVE PITCHING SESSIONS during which Moldovan companies will present their investment profile in front of potential investors and partners FOR REGISTERED PARTICIPANTS ONLY
16:00 - 17:30 (1h30min)	PANEL 1 – INFRASTRUCTURE AND PUBLIC PROPERTIES (large scale national investment projects) <i>Moderator: Elena OLEINIC- SLIVINSCHI, Deputy General Director, Moldovan Investment Agency</i>
	<ul style="list-style-type: none"> ▪ Regional development – Dorin ANDROS, State Secretary, Ministry of Agriculture, Regional Development and Environment ▪ Chisinau Mayorship Investment Projects (e-ticketing in public transport, parking, smart street lightening) – Victor CHIRONDA, Deputy Mayor, Chișinău Municipality ▪ Multifunctional Industrial Platforms – Oxana PALADICIUC, Head of Business Support Infrastructure Division, Organization for Small and Medium Enterprises Sector Development ▪ Public Property Assets – Olga DOBREVA, Economic Diplomacy Coordinator, Moldovan Investment Agency
	break (5 min)

17:30 - 19:00
(1h30min)

PANEL 2 – AGRIFOOD

Moderator: Tatiana BURCA, High Value Agriculture of USAID program

Sector overview: TBD, Ministry of Agriculture, Regional Development and Environment

- 12% Share of agricultural production in GDP;
- 25% growth from 2015 to 2018;
- 45% of total exports;
- The most export-oriented products are wines and spirits, as well as fruits and vegetables, both fresh and processed. Only these two categories represent more than 43% of exports;
- Moldova supplies agricultural products in 70+ countries. Main trade partners are EU and CIS, which together account for 85% of the country's foreign trade;
- 8% VAT (standard VAT rate -20%);
- One of the largest suppliers of nuts to EU;
- Moldova also has significant potential in organic farming. Legislation has been harmonized with EU requirements.

PITCHING COMPANIES:

- **AMG Kernel SRL varieties** – Spartac CHILAT, Director
- **Pronancons Srl** – Dorin ROJNEVSCHI, Manager
- **Regina Naturii** – Nicanor NEGRU, Director
- **Micu&Co SRL** – Alexei MICU, Director
- **Ygrek Group (Biantti)** – Olga GUZUN, Manager

MOLDOVA - HIDDEN GEM FOR INVESTMENT

Venue: Online / Working language: English

<p>11:00 – 12:00 (1h)</p>	<p>HOST - Rodica VERBENIUC, General Director, Moldovan Investment Agency</p> <p>FOREIGN DIRECT INVESTMENT – SHORT-TERM SHOCKS, LONG-TERM CHALLENGES AND OPPORTUNITIES: TRENDS AND POLICY PERSPECTIVES</p> <p><i>Moderator: Andrei CRIGAN, Partner, Gateway & Partners</i></p> <p>Keynote Speaker - Massimo MELONI, Investment Policy Reviews Division on Investment and Enterprise UNCTAD (United Nations Conference on Trade & Development)</p> <ul style="list-style-type: none"> - Recent trends in global FDI flows and prospects for the coming years; - Impact of the COVID-19 pandemic on FDI in the short, medium and long term - global and by region; - The impact of the megatrends on global value chains and FDI. <p>Keynote Speaker - Stefan KRATZSCH, Investment and Technology Promotion Division, Department of Digitalization, Technology and Innovation, UNIDO (United Nation Industrial Development Organization)</p> <ul style="list-style-type: none"> - Connecting SDGs with “quality” FDI following the global pandemic; - Leveraging SMEs opportunities to the core performance metrics compounded with a digitalization strategy. <p>Keynote Speaker – Scott Hocklander, USAID Moldova Mission Director</p> <p><i>USAID INVEST: Mobilizing investment for Moldova’s Gems, a view from the field</i></p> <ul style="list-style-type: none"> - Sashi Jayatileke, Development Finance Team Lead, USAID Private Sector Engagement Team - Thomas Flahive, Partner at CrossBoundary Group
	<p>Break 5 min.</p>
<p>12:05 – 12:55 (50 min)</p>	<p>THE BUSINESS - PARTNER AND STAKEHOLDER FOR GOVERNMENTAL REFORMS</p> <p>Discussion panel</p> <p><i>Moderator: Ion LUPAN, Head of the Secretariat, Economic Council to the Prime Minister of the RM</i></p>
	<ul style="list-style-type: none"> ▪ American Chamber of Commerce of Moldova – Mila MALAIRAU, Executive Director ▪ European Business Association – Mariana RUFA, Executive Director ▪ Foreign Investors Association – Ana GROZA, Executive Director ▪ Romanian Investors Association in Moldova – Dan NUȚIU, Executive President ▪ Alliance of Small Enterprises – Liliana BUSUIOC, Executive Director
	<p>Break (5 min)</p>
<p>13:00 - 19:00 (6 h)</p>	<p>CONSECUTIVE PITCHING SESSIONS during which Moldovan companies will present their investment profile in front of potential investors and partners</p> <p>FOR REGISTERED PARTICIPANTS ONLY</p>

<p>13:00 - 14:30 (1h30min)</p>	<p>PANEL 1 – ICT <i>Moderator: Marina BZOVÎ, Executive Director, ATIC Association of TIC companies in Moldova</i> Sector overview: Vitalie TARLEV, State Secretary, Ministry of Economy and Infrastructure</p>
	<ul style="list-style-type: none"> ▪ <i>Third sector of the national economy with a faster growth rate: 8% of GDP;</i> ▪ <i>Only sector of the economy that has dedicated policies in place (IT Park Law, It Visa);</i> ▪ <i>Since 2005, the ICT sector has increased over 40 times;</i> ▪ <i>Exports of IT services - increasing by 50% (2018 vs 2017);</i> ▪ <i>In 2019 Moldova IT Park was recognized by the International Telecommunication Union (ITU) as one of the best global practices in promotion and development of the IT ecosystem;</i> ▪ <i>Chisinau won in the category for the Emerging City of the Year in SEE in 2020;</i> ▪ <i>Over 90% coverage of fiber optic networks and 98% coverage of 4G communications at the lowest prices in Europe;</i> ▪ <i>This sector benefits from highly qualified and multilingual human resources (over 28,000 employees in ICT);</i> ▪ <i>Moldova ranks 4th in the world in terms of the percentage of the population covered by gigabit internet only after Singapore, South Korea and Malta and the 6th most accessible country in the world (based on the average cost of broadband).</i>
	<p>PITCHING COMPANIES:</p> <ul style="list-style-type: none"> • AVO – Alexandru CEBOTARI, Director • VoteMeApp – Artur GURĂU, Co-founder • Fagura – Tudor DARIE, Director & Founder • DAS Solutions – Elena ZAMȘA, Director • Smart Data – Andrei MARTINENCO, Director
<p>14:30 - 16:00 (1h25min)</p>	<p>PANEL 2 – BPO <i>Moderator: Cornel COȘER, Partner, Gateway & Partners</i> Sector overview: Alina MONACU, GIZ, Economic Policy Advice to the Moldovan Government</p>
	<ul style="list-style-type: none"> ▪ <i>The BPO segment represents approximately 12% of the outsourcing market;</i> ▪ <i>Estimated by an IDC report*, that it will record significant growth, reaching a value of \$30.42M by 2024, compared to \$14.45M in 2018;</i> ▪ <i>The current workforce size of Moldova’s BPO & SSC industry is over 3,000 people, servicing European and US markets predominantly. The service focus is across multiple industries, especially in Logistics, Travel, and Telecom sectors;</i> ▪ <i>From the world’s longest nanowire or the world’s first nanostructures micro-submarine, Moldova innovation is impacting research and product development globally;</i> ▪ <i>Moldova offers a collaborative ecosystem for R&D including 11 Public Research Institutes, 8 innovation incubators, one Science and Technology Park;</i> ▪ <i>The Republic of Moldova is ranked 58 out of 129 countries in the Global Innovation index 2019. Research and development expenditure (% of GDP) in Moldova was reported at 0.24 % in 2019;</i> ▪ <i>Moldova offers a unique incentive – 7% tax on turnover for IT Virtual Park residents carrying out R&D and some BPO activities.</i>
	<p>PITCHING COMPANIES:</p> <ul style="list-style-type: none"> • Viatel – Olga BOGATSCAIA, Director • iTaxi – Andrei VASILITA, Director • GPG Consulting – Olivier PRADO, Director & Founder • Veo Worlwide Services – Alin George PATRU, Business Development Manager
	<p>Break (5 min)</p>

<p>16:00 – 17:30 (1h30min)</p>	<p>PANEL 3 – ELECTRONIC MANUFACTURING and R&D <i>Moderator: Sabina CRIGAN, Partner, Gateway & Partners</i> Sector overview: Alexandru MOTROI, Representative of Association of Electronic Industry Companies (ACEM)</p>
	<ul style="list-style-type: none"> ▪ <i>The electronics sector covered a wide range of activities such as semiconductors, PCBs, transformers, sensors, navigation systems and electronics for naval ships and submarines;</i> ▪ <i>171 companies in 2019;</i> ▪ <i>16.000 employees in 2019 (+69% compared to 2015);</i> ▪ <i>Exports of 526.4 mil USD in 2018 (double compared to 2015 and 5 times more than in 2008);</i> ▪ <i>Revenues of 7 bln lei of turnover in 2019 (2.5 times more than in 2015);</i> ▪ <i>The sector established its own association - Association of Electronic Industry Companies (ACEM);</i> ▪ <i>Moldova is ranked 58 out of 129 countries in the Global Innovation index 2019;</i> ▪ <i>Moldova offers a collaborative ecosystem for R&D including 11 Public Research Institutes, 8 innovation incubators, one Science and Technology Park;</i> ▪ <i>A unique incentive exists of 7% tax on turnover for IT Virtual Park residents carrying out R&D in natural sciences, engineering and biotechnology.</i>
	<p>PITCHING COMPANIES:</p> <ul style="list-style-type: none"> • Noroc Consulting – Aurel STRONCEA, Managing Director • Mechatronics Innovation Center – Nicu ROMAN, Technical Project Director • Simpals Garage Lab – Roman ŞTIRBU, Director • Informbusiness – Alexandru MOTROI, Technical Director • LED Market – Vadim DANU, General Manager • MOD Engineering – Franco POLESSELLO, Director
<p>17:30 - 19:00 (1h25min)</p>	<p>PANEL 4 – MANUFACTURING AND FASHION <i>Moderator: Irina TOLSTOUSOV, Moldovan Investment Agency</i> Sector overview: Marcela LOZOVANU, Director of the Light Industry Employers Association (APIUS)</p>
	<ul style="list-style-type: none"> ▪ <i>Manufacture of textiles, clothing, leather goods and footwear is an important and competitive branch of Moldova;</i> ▪ <i>One of the largest exporters in the Moldovan economy, representing 16% of exports (2018) and registering an average increase in exports of 10% each year, starting with 2015;</i> ▪ <i>The sector also represents 4% of the total number of national employment, with more than 30,000 people working throughout the industry, mainly women;</i> ▪ <i>Moldova is known for high quality production, short delivery times, flexible orders and value-added production from CMT plus full package service;</i> ▪ <i>Based on duty-free access to EU, Eastern European and Turkish markets, Made in Moldova fashion products are exported to more than 12 countries, mainly to the EU;</i> ▪ <i>447 light industry enterprises in Moldova, more than ¼ have gone from low to high sustainable production;</i> ▪ <i>Republic of Moldova advances with a common platform "Din Inima" which brings together about 100 local brands.</i>
	<p>PITCHING COMPANIES:</p> <ul style="list-style-type: none"> • Johanness – Group LTD – Traian POSTOLACHI, Corporate Communications Manager • Fashion Textil – Natalia IVANOGLO – General Director • Julia Allert – Iulia ALLERT, Director • Gemini Clothing Limited – Ecaterina RUSU, Representative • Coralav LUX – Eugenia - Virsavia GHILEŢCHI , Sales Manager • Georgette – Georgeta MIR, Director