



European Union's Neighbourhood Programme for Moldova

Investment Profiles for South Region of the Republic of Moldova

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REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Joint Stock Company Agromontaj
Share Capital:	223 645 MDL = 14 000 EUR
Address:	Republic of Moldova, Cahul City, I. Spirin Street, 88
Telephone:	+37329935669

Contact persons:	
Name	Position
Munteanu Ștefan	Director

Real estate properties:			
Name	Area	Location	Type of property
Administrative building	390 m ²	Cahul City	Own
Garage	390 m ²	Cahul City	Own
Deposit	1 200 m ²	Cahul City	Own
Mechanic workshop	210 m ²	Cahul City	Own
Land for equipment	1 800 m ²	Cahul City	Own
Other lands	4 081 m ²	Cahul City	Own

Machinery & equipment:			
Name	Units	Purpose of using	Remaining book value, EUR
Bus UAZ-452	1	Transportation of workers	0
Tower crane	1	Services	7500
Automobile model GAZ	1	Transportation of workers	0
Automobile CAMAZ model 5410	1	Transportation of construction materials	1 000
Automobile CAMAZ model 428	1	Transportation of construction materials	200
Automobile ZAZ	1	Transportation of construction	100

3507		materials	
Crane IOT 829	1	Services	0
Crane IOT 341	1	Services	0
Compressor	1	Services	0
Excavator EO 2621	3	Services	400

Products and Services:		
Name	RM market share	Export
Earthworks and land	100	-
Construction Services	100	-
Protection works for constructions and machinery	100	-
Finishing construction works	100	-
Interior installations and networks	100	-
Exterior installations and networks	100	-
Installing machinery and technological equipment	100	-

Purchase of raw materials:			
Category	Period	Source	Amount, EUR
Construction materials	2009-2012	Piața locală	112 000

Main financial indicators, EUR:				
Year	Incomes	Expenditures	Profit/loss	Credits
2011	96 000	95 800	+ 200	-
2010	163 000	171 00	- 8 100	-
2009	25 000	37 000	- 12 000	-

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:
Reequipment of the company by purchasing new machinery and equipment. As a effect, the company aims to increase its efficiency and services.

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

The company aims to keep the same services range, following to increase their quality.

II.3. Rationale behind the Project

Rationale behind the Project:

1. With new equipment, the company will be involved in building larger objects
2. There are very few companies that possess diverse modern equipment
3. Stability and/or growth on the market of long term investments and construction

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries:

- Construction projects developers increasingly use the services entrepreneurs
- Local companies that modernize real estate properties
- Buyers of used properties that are reconstructed and than are offered for rent or sold
- State – as a contractor, carrying out contracts for construction and development

(ii) Anticipated advantages of the proposed project in comparison to the competition

The main advantage that the company will get is the modern technical complex that a few companies own.

The land and the properties that are owned by the company are pretty large in order to provide qualitative services.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

Purchase of equipment & machinery	940 000
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II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner, EUR:
940 000

II.8. Forms of Collaboration

Forms of Collaboration	
Private equity	Conditions to be determined directly with investor
Joint-venture	Conditions to be determined directly with investor

II.9. Resources needed to invest

A. Machinery and equipment:			
	Units	Price, EUR	
Equipment for mechanical workshop	1	80 000	
Concrete mixer with a volume of 8 m3	3	120 000	
Compressor	1	7 000	
Excavator of 0.5-1 m3	2	120 000	
Crane 25-40 tons	2	150 000	
Loader for gravel	1	30 000	
Bulldozer	1	60 000	
Truck with the capacity of load of 10 m3	3	180 000	
Truck for 40 t	2	80 000	
Loader for deposit	1	30 000	
Mini-car	1	16 000	

Van with double cab	1	20 000	
Trailer of 22 tons	1	9 000	
Trailer of 30 tons	1	20 000	
Vertical platform	2	18 000	
TOTAL		940 000	

II.11. Studies Available for the Project

Studies Available for the Project:

1. Statistical Bulletin January-June 2012, pag. 35, http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestriala/Buletin_II_2012.pdf, National Bureau of Statistics
 2. Investments, edition from 22.11.2011 http://www.constructiibursa.ro/piata-constructiilor-din-republica-moldova-este-la-un-nivel-similar-anului-2010-14757&s=investitii&articol=14757&editie_precedenta=2011-11-22.html
 3. Investments in long term assets in the R. of Moldova in January-June 2012 <http://www.statistica.md/newsview.php?l=ro&idc=168&id=3836>
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REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Armonie Stilcom Ltd
Share Capital:	5 400 MDL = 340 EUR
Address:	Republic of Moldova, Stefan Voda City, Florilor Street, 9
Telephone:	+37369119931; +37369749430

Contact persons:	
Name	Position
Valeriu Goro	Director

Real estate properties:			
Name	Area	Location	Type of property
Shop	200 m2	Stefan Voda City	Own
Deposit	500 m2	Stefan Voda City	Own

Production department of the company is in the business Incubator of Stefan Voda.
The company rents commercial space for sale in Causeni for its own products.

Machinery & equipment:	
Name	Purpose of using
Machine-tool with 2 operations	Drilling details
Machine-tool for fringing	Fringe
Mill machine-tool	Manufacturing
Sewing Machines	Sewing
Ventilation system	Ventilation
Combined machine-tool	Wood processing
Cutting machine-tool	Services

Products and Services:			
Name	Share in turnover	RM market share	Export
Furniture for offices	10	100	-
Salon furniture	15	100	-
Furniture for children	10	100	-

Furniture for PCs	5	100	-
Furniture for kitchens	30	100	-
Furniture for entrance hall	10	100	-
Furniture for bedrooms	5	100	-
Upholstered furniture	5	100	-
Stools	3	100	-
TV tables	7	100	-

Purchase of raw materials:			
Category	Period	Source	Amount, EUR
Wide range of supplies and accessories	2009-2012	Import	25 000
Laminated sheets, countertops, wide range of supplies and accessories	2009-2012	Local market	37 500

Main financial indicators, EUR:				
Year	Incomes	Expenditures	Profit/loss	Credits
2012	54 500	43 900	460	9 500
2011	25 000	24 000	360	15 200
2010	5 500	5 400	80	11 600

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:

Reequipment of the company by purchasing new machinery and equipment.
As a effect, the company aims to increase its efficiency and services.
Automation of production.
Expanding the storage and production room.
Expanding the range of products.

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

The project aims to modernize the production and services by purchasing new equipment that have to increase company's revenue.
Regarding product range – the company is looking for widening existing assortment.

II.3. Rationale behind the Project

Rationale behind the Project:

4. National furniture production is increasing since 2002 in Moldova.

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries:

Individuals and legal entities that refurnish houses, offices and others.
State – as a contractor, carrying out contracts

(ii) Anticipated advantages of the proposed project in comparison to the competition

The main advantage that the company will get is the modern technical complex that a few companies own.
The land and the properties that are owned by the company are pretty large in order to provide qualitative services.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

Purchase of equipment & machinery	800 000
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II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner:

800 000

II.8. Forms of Collaboration

Forms of Collaboration

Joint-venture

Conditions to be determined directly with investor

II.9. Resources needed to invest

A. Machinery and equipment:

	Units	Price, EUR	
Press	1	35 000	
Vacuum press	1	45 000	
Milling machine-tool	1	33 000	
Machine-tool for fringing	1	80 000	
Machine-tool for wood manufacturing	1	8 000	
Machine-tool for wood manufacturing	1	10 000	
Machine-tool for wood manufacturing	1	12 000	
SUBTOTAL		223 000	

B. Raw Material:

Raw Material	Price, EUR
Laminated sheets	60 000
Nonlaminated sheets	20 000
Wood	60 000
Pressed wood	10 000
Tops	40 000
Tapestry	20 000
Modern mechanisms	50 000
Veneer	40 000
Accessories	20 000
ABS	7 000
SUBTOTAL	327 000

B. Real Estate & Automobiles:	
	Pret, EUR
Finishing the repair of the building	200 000
Specialized transport	50 000
SUBTOTAL	250 000
TOTAL	800 000

II.11. Studies Available for the Project

Studies Available for the Project:

4. Statistical Bulletin January-June 2012, pag. 35,
http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestrial/Buletin_II_2012.pdf, National Bureau of Statistics
 5. Furniture market
<http://news.casata.md/index.php?l=ro&action=viewnews&id=96>
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REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Axedum Ltd
Share Capital:	6 721 711.9 MDL = 420 100 EUR
Address:	Republic of Moldova, Iurievca Village, Cimișlia District
Telephone:	+37324193770
E-mail:	axedum.srl@mail.ru

Contact persons:	
Name	Position
Cojocaru Grigore	Director

Machinery & equipment:			
Name	Units	Purpose of using	Remaining book value, EUR
Halls	6	Poultry farming	750 000
Plant for forage production	1	Production of mixed forage	94 000
Fridge	1	Keeping fruit and vegetables	125 000

Real estate properties:			
Name	Area	Location	Purpose of using
Poultry factory	32 ha	Iurievca Village, Cimișlia District	Production
Other rooms	2 000 m ²	Cimișlia City	Deposit
Frigider	4 ha	Hincesti City	Keeping fruit and vegetables

Products and Services:			
Name	Share in turnover	RM market share	Export
Poultry meat	60	100	-
Mixed forage	25	100	-
Agricultural services	15	100	

Main financial indicators, EUR:				
Year	Incomes	Expenditures	Profit/loss	Credits
2012	1 094 000	1 050 000	44 000	588 000
2011	1 205 000	1 167 000	38 000	686 000
2010	1 028 000	972 000	56 000	267 000

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:

- Construction of new generation slaughter point
- Construction of a water storage tank for irrigation

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

The main goal of the project is to modernize production processes and increase production by implementing new operational systems. Slaughter point will be the only one that will permit meat export from Moldova.

II.3. Rationale behind the Project

Rationale behind the Project:

5. Lack of a slaughterhouse of last generation in Moldova
6. Slaughter point will be the only one that will permit meat export from Moldova.

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries:

The main customers of the company are individuals, as well as markets, markets & supermarkets networks.

(ii) Anticipated advantages of the proposed project in comparison to the competition

In case it is built - Slaughter point will be the only one in Moldova that will meet the necessary requirements for meat export in EU.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

- | | |
|--|-----------|
| <ul style="list-style-type: none">• Slaughter point construction• Procurement of equipment slaughter point• Construction of water tank | 1 500 000 |
|--|-----------|

II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side. But, depending on the investment opportunity, the company could be able to mobilize some capital.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner:

1 500 000

II.8. Forms of Collaboration

Forms of Collaboration

Private equity	Conditions to be determined directly with investor
Credits	Cross board

II.9. Resources needed to invest

A. Machinery and equipment:			
	Units	Price, EUR	
Equipment for slaughter point	1	900 000	
SUBTOTAL		900 000	

B. Real Estate:			
	Units	Price, EUR	
Property for slaughter	1	300 000	
Water tank	1	300 000	
SUBTOTAL		600 000	
TOTAL		1 500 000	

II.11. Studies Available for the Project

Studies Available for the Project:

6. Statistical Bulletin January-June 2012, http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestriala/Buletin_II_2012.pdf, National Bureau of Statistics
 7. <http://www.timpul.md/articol/in-2012-productia-carnii-de-pui-va-creste-in-r--moldova-28845.html>
-

REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Bavasco-C Ltd.
Share Capital:	529 839 MDL = 33 100 EUR
Address:	Republic of Moldova, Caplani village, Stefan Voda District, Stefan cel Mare Street, 3
Telephone:	+37324243424
Description	The main activity of the company is agriculture. The company has orchards and table grape plantation. Also it has another large cold storage for keeping fruits. The company also sells various types of products for vineyards and orchards.

Contact persons:	
Name	Position
Bocal Vasile	Director

Real estate properties:			
Name	Area	Location	Type of property
Cold storage	1 200 m ²	Stefan Voda City	Own
Warehouse	600 m ²	Chisinau City	Own

Machinery & equipment:			
Name	Units	Purpose of using	Remaining book value, EUR
Cold storage	1	Keeping fruits	105 200
Drip irrigation system (60 ha)	1	Irrigation	34 700
Irrigation system for grapes	1	Irigare	18 900

Products and Services:			
Name	Share in turnover	RM market share	Export
Vegetable processing	30	12	88
Transport services	69	16	84
Agricultural services	1	100	-

Main financial indicators, EUR:				
Year	Incomes	Expenditures	Profit/loss	Credits
2012, 8 months	96 600	86 800	9 800	-
2011	390 900	264 700	126 200	-
2010	421 400	321 400	100 000	-

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:

- Expanding the grape orchard: purchase seedlings & pesticides
- Install a drip irrigation system

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

The main goal of the project is to expand the grape plant and to install a drip irrigation system that shall increase the productivity of the orchards by 15%.

II.3. Rationale behind the Project

Rationale behind the Project:

7. Reduce the risk of harvest loss
8. Extending vine plantations
9. Productivity growth
10. Existence of cold storage for keeping fruits and grapes
11. Increase of the overall and per hectare yield of fruits and berries in 2010-2012
12. Export potential

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries

Local clients: individuals and companies (including: wineries, juice producing industry and others).

B . EXPORT MARKET:

Major and potential customers are the Russian Federation and the European Union which annually buy fruits, vegetables and grapes from Moldova

(ii) Anticipated advantages of the proposed project in comparison to the competition

Higher productivity than in companies that do not have irrigation system. Protection against droughts that are more frequent in recent years in Moldova and in the region.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

Purchase of equipment & machinery	600 000
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II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner, EUR:

600 000

II.8. Forms of Collaboration

Forms of Collaboration

Technology transfer	Conditions to be determined directly with investor
Leasing opportunities	Cross board

II.9. Resources needed to invest

A. Machinery and equipment:			
	Units	Price, EUR	
Drip irrigation system	1	500 000	
SUBTOTAL		500 000	

B. Raw Materilas:			
		Price, EUR	
Seedlings & pesticides		100 000	
SUBTOTAL		100 000	
TOTAL		600 000	

II.11. Studies Available for the Project

Studies Available for the Project:	
8.	Statistical Bulletin January-June 2012, http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestria/Buletin_II_2012.pdf , National Bureau of Statistics

REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Stock company CahulPan
Share Capital:	8 176 926 MDL = 511 000 EUR
Address:	3900, Republic of Moldova, Cahul City, Pacii Street, 20
Telephone:	+37329931012; +37329931009
Description	<p>At the end of 1977 in the industrial area of Cahul is built a new company, equipped with modern technology with 4 electric ovens and high productivity.</p> <p>Since 1978 and until now a whole series of upgrades and retrofitting have been made, which led to considerable increase of capacity, expanding the assortment of products, implementation of new technologies.</p> <p>For example, in late 1983 it was opened a branch of sweet cakes and sugar biscuits.</p> <p>In January 1999 it was opened a section for producing of pastries (cakes, rolls, cakes, etc.).</p> <p>Currently the production capacity of the base station is around 60 tonnes of bread and bakery products per day.</p> <p>Electric ovens were gradually changed to natural gas, which increased effectiveness, high efficiency of processes, improved product quality, which is always a goal.</p> <p>In summer 2004, in collaboration with a partner from Chisinau, a Ukrainian production line was installed which is producing 20 kind of sugar biscuits.</p> <p>In July 2005 in collaboration with "SGS-Moldova" it was implemented ISO 9001:2000, that successfully work s and permanently is upgraded.</p>

Contact persons:	
Name	Position
Cușpita Ivan	Director

Real estate properties:			
Name	Area	Location	Type of property
Land	1.62 ha	Cahul City	Own

Land & Grocery	0.0073 ha	Cahul City	Own
Land	0.0807 ha	Cahul City	Own
Land	0.3425 ha	Cahul City	Own

Products and Services:

Name:			
<p>Range of products is very wide:</p> <ul style="list-style-type: none"> - bread and bakery products,, - pastry (sweet cakes, biscuits, pies, rolls, cakes, etc., - sticks noodles, - Cracknels-products, - mineral water and other beverages, - beer <p>In sum there are more than 300 products</p>			

Main financial indicators, EUR:

Year	Incomes	Expenditures	Profit/loss	Credits
2012	4 657 000	4 563 000	94 000	300 000
2011	4 601 000	4 542 000	59 000	375 000
2010	4 575 000	4 360 000	215 000	451 000

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:

- Modification, replacement of boiler house with modernization, equipment and replacing old boilers with other Italian manufacturing (two for water, two steam)
- Modernization of sweet production by buying cake forming machine
- Modernization of sugar biscuits by buying biscuits forming machine

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

The main goal of the project is to modernize production processes by implementing new systems.

As effect of modernization the range of products produced could be increased.

II.3. Rationale behind the Project

Rationale behind the Project:

13. Increase the productivity and reduce the cost by purchasing the new steam and heating system.

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries

The main clients of the company are individuals from the Cahul City, as well as from region. We can not also exclude people in rural areas, and state institutions.

(ii) Anticipated advantages of the proposed project in comparison to the competition

Broadening the range of products

(iii) Special issues

Baking industry controls the pricing by a maximum allowable price, thereby reducing the profitability of companies.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

- | | |
|---|---------|
| <ul style="list-style-type: none">• Modification, replacement of boiler house with modernization, equipment and replacing old boilers with other Italian manufacturing (two for water, two steam)• Modernization of sweet production by buying cake forming machine• Modernization of sugar biscuits by buying biscuits forming machine | 210 000 |
|---|---------|

II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner:

210 000

II.8. Forms of Collaboration

Forms of Collaboration

Leasing opportunities

II.9. Resources needed to invest

A. Machinery and equipment:

	Units	Price, EUR	
Water boiler	2	90 000	
Steam boiler			
Sweet cake forming machine	1	50 000	
Biscuits with fills in forming machine	1	70 000	
TOTAL		210 000	

II.11. Studies Available for the Project

Studies Available for the Project:

9. Statistical Bulletin January-June 2012, http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestria/Buletin_II_2012.pdf, National Bureau of Statistics

REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Centrul de Dezvoltare și Crearea Afacerilor Ltd.
Share Capital:	5 400 MDL = 340 EUR
Address:	Republic of Moldova, Sofievca village, Taraclia District
Telephone:	+37378358334
Description	The company started operations on 30 august 2012 and it is not known on the market. The activities are based on creating business development of different kind and size by professional economic analysis, market research, supply and demand analysis, feasibility studies and risk. At the moment the company is at Start Up.

Contact persons:	
Name	Position
Alexandru Tatarescu	Director

Products and Services ¹ :			
Name			
• Consulting			
• Cattle farming			
• Dairy and meat production services			
• Wholesale and retail trade of products made			
• Biogas plant development			

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:
Activities and goals set by the company, the company now wants to start with:
• Create a cattle breeding farm
• Production and processing of milk and milk products
• Manufacture of sausages

¹ Products and services intended to be provided and performed, but not yet operational.

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

- Cattle
- Production and processing of milk and meat products

II.3. Rationale behind the Project

Rationale behind the Project:

14. Small number of large cattle in Moldova
15. Uncovered demand for milk and meat in Moldova

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries

Individuals as consumers of dairy products and meat: people from the city and rural areas is increasingly oriented to purchase dairy products and meat as a result of abandoning the breeding and lifestyle change.

Corporate: companies processing meat and milk.

(ii) Anticipated advantages of the proposed project in comparison to the competition

Creating a modern farm, intensive and productive.

Lack of farmer complex and newly created production since 1991

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

- | | |
|---|-----------|
| • Construction and equipping dairy and sausage processing complex | 8 000 000 |
| • Procurement of cattle | |

II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with the analytical reports and market studies.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner, EUR:

8 000 000

II.8. Forms of Collaboration

Forms of Collaboration

Different forms of collaboration	The company is open to accept any form of mutually beneficial cooperation.
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II.9. Resources needed to invest

A. Property & Equipment & Others:

	Pret, EUR	
• Construction and equipping dairy and sausage processing complex	5 000 000	
• Procurement of cattle	3 000 000	
TOTAL	8 000 000	

II.11. Studies Available for the Project

Studii valabile pentru proiect:

1. Statistical Bulletin January-June 2012, http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestrial/Buletin_II_2012.pdf, National Bureau of Statistics
2. Milk industry in Moldova, www.aria.md/files/pdf/Industria%20de%20lactate.pdf

REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Dar-Fruct-Lux Ltd
Share Capital:	431 876 MDL = 27 000 EUR
Address:	Republica Moldova, Rascaieti village, Stefan Voda District
Telephone:	+37369644866
Description	The main activity of the company is agriculture. The company has orchards and table grape plantation. Also it has another large cold storage for keeping fruits. The company also sells various types of products for vineyards and orchards.

Contact persons:	
Name	Position
Butnaru Valeriu	Director

Real estate properties:			
Name	Area	Location	Type of property
Orchards	7 ha	Cioburciu village, Stefan Voda District	Own

Machinery & equipment:			
Name	Units	Purpose of using	Remaining book value, EUR
Tractor-921	1	Land processing	-
Sprinkler	1	Irrigation	27 000

Products and Services:			
Name	Share in turnover	RM market share	Export
Fruits and grapes	70%	52%	48%
Agricultural services	30%	100	-

Purchase of raw materials:			
Category	Period	Source	Amount, EUR
Pesticides	2011-2012	Local market	12 000

Main financial indicators, EUR:				
Year	Incomes	Expenditures	Profit/loss	Credits
2012	34 400	30 000	+ 4 400	-
2011	-	9 800	- 9 800	89 600

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:

Design and implementation of a hail protection system.

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

The range of products of the company will remain the same, being represented by fruits and grapes.

II.3. Rationale behind the Project

Rationale behind the Project:

16. Reduce the risk of harvest loss
17. Extending vine plantations
18. Productivity growth
19. Existence of cold storage for keeping fruits and grapes
20. Increase of the overall and per hectare yield of fruits and berries in 2010-2012
21. Export potential

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries

Local clients: individuals and companies (including: wineries, juice producing industry and others).

B. EXPORT MARKET:

Major and potential customers are the Russian Federation and the European Union which annually buy fruits, vegetables and grapes from Moldova

(ii) Anticipated advantages of the proposed project in comparison to the competition

Lack of such a system in Moldova.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

Purchase of equipment & machinery	800 000
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II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner, EUR:

800 000

II.8. Forms of Collaboration

Forms of Collaboration	
Technology transfer	Conditions to be determined directly with investor
Leasing opportunities	Cross board

II.9. Resources needed to invest

A. Machinery and equipment			
	Units	Price, EUR	
Hail protection system	1	800 000	
TOTAL		800 000	

II.11. Studies Available for the Project

Studies Available for the Project:

10. Statistical Bulletin January-June 2012,
http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestrial/Buletin_II_2012.pdf, National Bureau of Statistics
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REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Doina Vasile Ion Farm
Share Capital:	108 900 MDL = 6 800 EUR
Address:	Republic of Moldova, Antonești village, Cantemir District
Telephone:	+37322288695
Description	GT Doina Vasile Ion is a new company and was founded on 04.08.2011 with headquarters in the village Antonesti, Cantemir District. The scope of the company is the processing and marketing of agricultural products. The production is organized on land with a total area of 125.18 ha of which 121.26 ha were leased from Antonești village population.

Contact persons:	
Name	Position
Doina Vasile	Director

Real estate properties:			
Name	Area	Location	Type of property
Land	3.92 ha	Antonești village, Cantemir District	Own
Land	121.26 ha	Antonești village, Cantemir District	Rented

Machinery & equipment:			
Name	Units	Purpose of using	Remaining book value, EUR
Tractor Belarus	1	Production	18 750
Other agricultural machinery		Production and storage	5 400
Office	100 m2	Administrative building	4 700

Products and Services:			
Name	Share in turnover	RM market share	Export
Wheat	40	100	-

Sunflower	20	100	-
Corn	40	100	-

Main financial indicators, EUR:			
Year	Incomes	Profit/loss	Credits
2012	94 200	14 700	36 800
2011	3 700	2 100	18 000

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:

- Acquisition of rented equipment, reimbursement of already taken credit. Purchase of land that is rented. Repair of office and production expand to quantities needed to go to export.
- Planting vineyards.

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

Maintaining production mainly of the same crops.
Expand the range of production by planting vineyard.

II.3. Rationale behind the Project

Justificarea proiectului:

22. Financial autonomy
23. Land autonomy
24. Expand the range of production by planting vineyard
25. Export potential

II.4. Target Market/beneficiaries of service

A. PIAȚA LOCALĂ:

(i) Characteristics of potential customers/beneficiaries

Individuals, legal entities and state institutions.

B . EXPORT MARKET:

Major and potential customers are the Russian Federation and the European Union.

(ii) Anticipated advantages of the proposed project in comparison to the competition`

Land autonomy that gives autonomy in order to decide which crop to plant to be sustainable to export.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

Purchase of equipment & machinery	520 000
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II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner, EUR:

520 000

II.8. Forms of Collaboration

Forms of Collaboration

Joint Stock Company	Conditions to be determined directly with investor
---------------------	--

II.9. Resources needed to invest

A. Investment:

	Price, EUR
<ul style="list-style-type: none">Acquisition of rented equipment, reimbursement of already taken credit. Purchase of land that is rented. Repair of office and	520 000

production expand to quantities needed to go to export.	
<ul style="list-style-type: none"> Planting vineyards. 	
TOTAL	520 000

II.11. Studies Available for the Project

Studies Available for the Project:

11. Statistical Bulletin January-June 2012, http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestrial/Buletin_II_2012.pdf, National Bureau of Statistics

REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Ecocomplex Grup Ltd
Share Capital:	5 400 MDL = 340 EUR
Address:	Republic of Moldova, Cimislia City, M. Eminescu Street, 5
Telephone:	+37369952262
Description	<p>SC EcoComplex Group Ltd aims to be a company which services offer has to change the image of Cimislia's restaurants to something new and more qualitative. Launch full activity of the company is expected in late 2012, early 2013.</p> <p>The main purpose of business is to succeed in attracting loyal clients, even if it takes time and high investments.</p> <p>Products offered will generally be Moldovan without being exclusive. It will also consider other cooking dishes.</p> <p>Business purpose is to satisfy the needs of the population of Cimislia city and surrounding areas with services of food, rest facilities and others.</p>

Contact persons:	
Name	Position
Vasile Casapu	Director

Real estate properties:			
Name	Area	Location	Type of property
Restaurant and saun	750 m2	Cimislia City	Own

The building has 2 floors and basement:

Basement is for leisure services namely billiards, table tennis, also - 20m2 of basement is occupied by the water filtration system for the pool located on the 1st floor.

First floor: Here is located the public bath (sauna), administrative office, a small room restaurant (50 persons) and kitchen.

Second floor: here is located the restaurant hall (150 persons) and 2 rooms, for furnishing products and storage equipment used for servicing customers.

This building is newly constructed. Because it is located outside the city water supply system is semi-automatic pump type that belongs to "Camp for Children and

Adults" located nearby, water is stored in tank with a capacity of 6 tons. Channeling is achieved by environmental and health standards. Ventilation and air conditioning is powerful, conducted by a specialized company in the field. Heating system in the room is partially finished, tubes and batteries were installed.

Machinery & equipment:		
Name	Purpose of using	Remaining book value, EUR
Kitchen equipment	Preparation and storage of dishes	22 500

Products and Services:	
Name	Description
Sauna	Sauna, pool, rest room
Restaurant	Hospitality services, serving national and international dishes. Events holding

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:
<ul style="list-style-type: none"> • Finishing and equipping the restaurant • Construction of a hotel about 300 m2 • Road rehabilitation till leisure center • Landscaping works: parking, gazebos, etc. • Construction of a pool of 70 m2

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated
<p>The project aims to develop a center of recreation, leisure and celebrations in a great modern design to the current offer.</p> <p>It follows the launch of two restaurant rooms for achievement events, broadening the range of services with additional services (like turrets), hotel & pool.</p>

II.3. Rationale behind the Project

Rationale behind the Project:
26. Lack of leisure center of its kind in Cimisia

- 27. Location in the forest ecological area
- 28. The lack of a decent hotel in Cimislia
- 29. Lack of swimming pool in Cimislia
- 30. Increasing demand for these services in Cimislia

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries

Individuals and legal entities who are willing to rest and organize events.

(ii) Anticipated advantages of the proposed project in comparison to the competition

Lack of rest and leisure center complex in Cimislia.

Lack of pool in the City. Here we can mention that people in Cimislia go to the pool at Comrat, situated at 35 km from Cimislia.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

Purchase of equipment & machinery	450 000
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II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner:

450 000

II.8. Forms of Collaboration

Forms of Collaboration

The company is open to accept any form of mutually beneficial cooperation.

II.9. Resources needed to invest

A. Investments

	Price, EUR
Finishing and equipping the restaurant	35 000
Construction of a mini-hotel of 300 m2	237 000
Road rehabilitation till leisure center	125 000
Landscaping works	25 000
Construction of a swimming pool of 70 m2	28 000
TOTAL	450 000

REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Joint Stock Company Fabrica de Brînzeturi din Cahul
Share Capital:	5 392 580 MDL = 337 050 EUR
Address:	3909, Republic of Moldova, Cahul city, Pacii street, 3
Telephone:	+37329941271; +37329941751
E-Mail:	contfb@mail.ru

Contact persons:	
Name	Position
Lungu Maria Ion	Director

Real estate properties:			
Name	Area	Location	Type of property
Production and administrative buildings	4000.8 m ²	Cahul City	Own
Deposits	396.2 m ²	Cahul City	Own
Land	1.937 ha	Cahul City	Rented from the Cahul City Hall

Machinery & equipment:				
Name	Units	Purpose of using	Remaining book value, EUR	Capacity of utilization, %
Separator	3	Separation of milk	0	60
Pasteurizer	3	Pasteurization of milk	0	60
Electricity station	1	Electricity supply	0	60
Cold supply system	1	Cold supply for production process and storage	14 700	100
Steam supply system & Heating	1	production process	10 000	100

Building for production	1	Production	64 500	60
Specialized trucks	5	Transportation of raw materials	0	100
Specialized Vehicles	5	Transportation of products	15 000	100
Dairy production line	3	Production	0	60

Products and Services:

Name	Share in turnover	RM market share	Export
Cheese Antonschi	40	100	-
Dairy products: <ul style="list-style-type: none"> • Milk • Kefir • Cream • Cheeses • Butter 	60	100	-

Purchase of raw materials:

Category	Quantity, tons	Amount, EUR	Overview
Cow milk: <ul style="list-style-type: none"> • 2011 • 2010 • 2009 	2 237 2 263 2 784	463 500 474 000 667 000	Purchase of raw materials takes place in districts Taraclia Vulcanesti Cahul & Leova on contract basis

Main financial indicators, EUR:

Year	Incomes	Expenditures	Profit/loss	Credits
2012	1 137 500	1 118 000	19 000	-
2011	1 118 000	1 099 000	19 000	-
2010	920 000	896 000	24 000	-

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:

- Acquisition and / or construction of farm milk production, dairy cows, grazing land.
- Equipment procurement
- Achieving autonomy in terms of raw material

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

The main goal of the project is to provide the company with milk from their own production, excluding cartel price that big companies pay to offset smaller entrepreneurs.

The range of products manufactured by the company does not change as the company further intends to manufacture milk products without admission of stabilizers and milk powder and products that require their use in manufacture.

II.3. Rationale behind the Project

Rationale behind the Project:

31. High cost to transport raw materials
32. Unfair competition from powerful companies that offer price for raw material to adversely affect smaller competitors.
33. Further production of natural products in milk without milk powder and stabilizers.
34. This will help company to reduce raw material price by 30-40%.
35. Modernization of production and increase business efficiency
36. Additional revenue from the sale of meat.
37. Annual increase in productivity of the dairy industry.
38. Population's orientation towards consumption of natural products.

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries

The main consumers of dairy products are the people from the city, the rural dairy preferring cheaper domestic producers (unpasteurized milk).

However, analysis of the number of cows in Moldova show that people are increasingly renouncing the maintenance of their households, so real that the number of potential customers in rural areas could grow as well.

(ii) Anticipated advantages of the proposed project in comparison to the competition

The main advantage of the project is that the company does not allow the use of milk powder and stabilizers in the production process. Company policy is directed only to natural products.

This has resulted in a loyal market segment, which as seen in the evolution of turnover is increasing.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

- | | |
|--|---------|
| <ul style="list-style-type: none"> Acquisition and / or construction of farm milk production, dairy cows, grazing land. | 520 600 |
| <ul style="list-style-type: none"> Equipment procurement | |

II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side. The value of goods they use in the production process are indicated above and is 251 000 EUR.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Investiția necesară de la partenerul străin:

520 600 – gradually depending on plan development and implementation

II.8. Forms of Collaboration

Forms of Collaboration

Private equity	For a period of 10 years
Joint Stock Company	Sell of the control stake

II.9. Resources needed to invest

A. Machinery and equipment:			
	Units	Price, EUR	
Separator	3	3 300	
Pasteurizer	3	4 000	
Autonomous electric station	7	3 300	
Cold supply system	1	33 000	
Steam & heating system	1	33 000	
Specialized trucks	5	66 000	
Specialized Vehicles	5	50 000	
Dairy production line	3	15 000	
SUBTOTAL		207 600	

B. Property for production:			
	Units	Price, EUR	
Farm (with cows and grazing land)	1	280 000	
New building for production	1	33 000	
SUBTOTAL		313 000	
TOTAL		520 600	

II.11. Studies Available for the Project

Studies Available for the Project:
12. Statistical Bulletin January-June 2012, http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestria1/Buletin_II_2012.pdf , National Bureau of Statistics
13. Dairy industry in R. Moldova, www.aria.md/files/pdf/Industria%20de%20lactate.pdf

REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Joint Stock Company Leggorn
Share Capital:	8 934 352 MDL = 559 000 EUR
Address:	Republic of Moldova, Valea Perjei Village, Taraclia District
Telephone:	+37369136118
Description	<p>The company is located in the south of Moldova, 50 km from the district center Taraclia, 15 km from railway station Ciadir-Lunga and 165 km from the capital Chisinau.</p> <p>Highway ensures the connection of the company with capital where the main clients are located.</p> <p>Marketing takes place throughout Moldova, especially in Chisinau, Comrat, Ciadir-Lunga, Vulcanesti and others.</p>

Contact persons:	
Name	Position
Todorov Nicolai	Director

Real estate properties:		
Name	Area	Purpose of using
Poultry factory	1 980 m ²	Production
Office	300 m ²	Administrative building
Incubator	360 m ²	Production
Veterinary block	60 m ²	Production
Garage	3 600 m ²	Production
Storage	180 m ²	Storage
Forage storage room	1 440 m ²	Production
Mechanic workshop	240 m ²	Production
Electrical workshop	120 m ²	Production

Products and Services::			
Name	Share in turnover	RM market share	Export
Eggs	60	100	-
Eggs for incubator	1	100	-
New-born chickens	5	100	-
Chickens	18	100	
Hens	15	100	-
Poultry meat	1	100	-

Purchase of raw materials:			
	Amount, EUR	Source	Mentions
2011	650 000	Import	Forages, equipment, chickens
2011	929 000	Local market	Forages, packages, electricity etc.

Main financial indicators, EUR:				
Year	Incomes	Expenditures	Profit/loss	Credits
2012, 6 months			128 000	15 400
2011	1 555 000	1 799 000	- 243 000	492 000
2010	1 326 000	1 241 000	85 000	595 000

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:

- Construction of a biogas generation plant

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

The main goal of the project is to build a biogas plant that will work based on the wastes company generates. Also company intends to obtain

- Biogas
- Electricity

- Heat
- Fertilizers

II.3. Rationale behind the Project

Rationale behind the Project:

- 39. The company has annual 8 000-10 000 tones of poultry manure out of which can be obtained more than 1 million cubic meters of gas.
- 40. Energetic autonomy
- 41. Cost cuts
- 42. Possibility of gas supply of Valea Perjei Village

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries:

The company is the main client of this project.
Similarly, the village population is potential of biogas delivery.

(ii) Anticipated advantages of the proposed project in comparison to the competition

In Moldova, there is still no complex of biogas.
Only on September 21, 2012, Moldovan-German joint venture started building a biogas plant in Drochia based on sugar beet waste.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

- | | |
|---|---------------------|
| • Construction of a biogas generation plant | 800 000 – 1 500 000 |
|---|---------------------|

II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner:

800 000 – 1 500 000

II.8. Forms of Collaboration

Forms of Collaboration

Private equity	Conditions to be determined directly with investor
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II.9. Resources needed to invest

A. Property & Equipment and machinery:

	Units	Price, EUR	
Biogas plant	1	800 000 – 1 500 000	
TOTAL		800 000 – 1 500 000	

II.11. Studies Available for the Project

Studies Available for the Project:

3. Renewable energy. Feasibility study. Chisinau 2002. Peter Todos Ion council, Dumitru Ungureanu Chiciuc Andrei Mihai Pleşca.
http://www.clima.md/files/EficiantaEnergetica/Studii%20de%20caz/Energia_Regenerabila_Rom.pdf
-

REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Individual Enterprise Lupascu Ion
Share Capital:	0
Address:	Republic of Moldova, Abaclia village, Basarabasca District
Telephone:	+37369222053
Description	Î.Î "LUPAȘCU ION" was incorporated on 13.06.2012 under the registration number 1012605001839, based in Basarabasca district, village Abaclia. The major aim of Î "LUPAȘCU ION" is to establish a leisure center in the park in the village center of Abaclia and to provide leisure services: organization and party celebrations, pool, terraces for barbeque, playground for children , volleyball court. In Abaclia this deal will be the first leisure center, which will improve village infrastructure and will be a center for rest and recreation of residents and guests.

Contact persons:	
Name	Position
Lupașcu Ion	Director

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:
The idea of the project is to build cafe-bar, terraces for barbeque, serving local and regional population. Cafe-bar and terraces for barbeque will be placed in the park in the village Abaclia. The land of 1.04 ha is already rented by the company. Lease payment is worth 110 EUR/year The geographical position of park accessibility creates advantages to potential customers both locality and those from other localities.

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated
leisure services: organization and party celebrations, pool, terraces for barbeque,

playground for children , volleyball court etc.

II.3. Rationale behind the Project

Rationale behind the Project:

1. Lack of leisure center of its kind in the village
2. Location in the central park of the city
3. The lack of such a center
4. Lack of pool in the village

II.4. Target Market/beneficiaries of service:

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries:

Individuals and legal entities willing to organize events and rest.

Tourists

(ii) Anticipated advantages of the proposed project in comparison to the competition

Lack of leisure center of its kind in the village

Lack of pool in the village

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

Purchase of equipment & machinery	700 000
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II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
Participation in the construction and planning works	10 000
Total:	10 000

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner:

700 000

II.8. Forms of Collaboration

Forms of Collaboration	
Joint Stock	Conditions to be determined directly with investor

II.9. Resources needed to invest

A. Investment	
	Price, EUR
Improvement of the park	55 000
Planning & Construction of terraces for barbecues	40 000
Bar construction	50 000
Pool of 48 m2 construction	50 000
Fitting terrace of 240 m2 for the pool	25 000
Volleyball yard development	10 000
Playground for children	10 000
Target shooting complex construction and weapon procurement	15 000
TOTAL	255 000

REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Nicatir Ltd.
Share Capital:	13 950 MDL = 870 EUR
Address:	Republic of Moldova, Victorovca Village, Cantemir District
Telephone:	+37327370459
Description	Nicatir LLC was founded on 25.02.2004 with headquarters in the village Victorovca, Cantemir District. The scope of the company is manufacturing and processing (harvesting, drying, sorting, pressing) of tobacco. The production is organized on agricultural land with a total area of 50 ha, which is leased from the village citizens of Tartaul.

Contact persons:	
Name	Position
Talasimov Nicolae	Director

Machinery & equipment:			
Name	Units	Purpose of using	Remaining book value, EUR
Press lines	2	Press of tobacco	6 900
Seedling machine	2	Seedling	7 500

Real estate properties:			
Name	Area	Location	Type of property
Tobacco drying houses	159	Victorovca Village, Cantemir District	Own
Storage	680.37 m2	Tartaul Village, Cantemir District	Rented

Products and Services:			
Name	Share in turnover	RM market share	Export
Tobacco	100	100	-

Main financial indicators, EUR:			
Year	Incomes	Profit/loss	Credits
2012	184 000	9 800	19 000
2011	160 000	9 100	5 000
2010	159 000	7 200	-

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:

- Purchase of land leased from the population: 150 ha
- Purchase of 2 lines for pressing tobacco
- Purchase of 2 planting cars
- Procurement of 200 houses for drying tobacco
- Procurement of raw material (seedlings)
- Purchase / construction of a warehouse and processing rooms

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

The main goal of the project is to modernize production processes by implementing new systems and increased production of tobacco.

II.3. Rationale behind the Project

Rationale behind the Project:

43. Increasing production capacity 3 times, due to the existence of demand
44. Increasing volume of tobacco exports from Moldova

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries

The main customers of the company are tobacco exporting companies.

(ii) Anticipated advantages of the proposed project in comparison to the competition

Increasing productivity in terms when tobacco farming industry is in decline.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):	
<ul style="list-style-type: none">• Purchase of land leased from the population: 150 ha• Purchase of 2 lines for pressing tobacco• Purchase of 2 planting cars• Procurement of 200 houses for drying tobacco• Procurement of raw material (seedlings)• Purchase / construction of a warehouse and processing rooms	460 000

II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side. But, depending on the investment opportunity, the company could be able to mobilize some capital	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner:
460 000

II.8. Forms of Collaboration

Forms of Collaboration	
Joint Stock Company	Incorporation of a company with foreign capital

II.9. Resources needed to invest

A. Machinery and equipment:			
	Units	Price, EUR	
Line for oressing tobacco	2	130 000	
Planting (seedling) machine	2		
Houses for drying tobacco	200		
SUBTOTAL		130 000	

B. Property:			
	Units	Price, EUR	
Storage/production room	1	30 000	
Purchase of agricultural land	150 ha	200 000	
SUBTOTAL		230 000	

C. Raw materials:			
		Pret, EUR	
Seedling		100 000	
SUBTOTAL		100 000	
TOTAL		460 000	

II.11. Studies Available for the Project

Studies Available for the Project:

14. Statistical Bulletin January-June 2012,
http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestria1/Buletin_II_2012.pdf, National Bureau of Statistics

REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Farm Pol Bodetto Wiliam
Share Capital:	0
Address:	Semionovca Village, Stefan Voda District
Telephone:	+37379225699; +37368886673

Contact persons:	
Name	Position
Vasile Toma	Director

Real estate properties::			
Name	Area	Location	Type of property
Agricultural land	3 ha	Semionovca Village, Stefan Voda District	Own
Production section	50 m2	Semionovca Village, Stefan Voda District	Own

Machinery & equipment:				
Name	Units	Purpose of using	Remaining book value, EUR	Capacity of utilization, %
Packaging and processing equipment	1	Packaging and processing	18 500	100

Products and Services:			
Name	Share in turnover	RM market share	Export
Milk	70	100 out of which 75-80 on Stefan Voda market and 5 on regional market	-
Natural cream	10	100 out of which 30 on Stefan Voda district market and 2 on regional market	-
Butter	20	100 out of which 40 on Stefan Voda district market and 3 on	-

regional market

Purchase of raw materials:

Category	Period	Amount, EUR	Source
Milk & package	2009 – 2012	43 000	R. Moldova

Main financial indicators, EUR:

Year	Incomes	Expenditures	Profit/loss	Credits
2012	12 500	11 250	1 250	-
2011	9 400	8 600	800	-
2010	4 400	21 900	- 17 500	-

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project::

- Increased competitiveness at regional level by using modern technologies
- Acquisition of equipment
- Expanding the range of dairy products
- Investment in securing raw material procurement

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

The main goal of the project is to increase competitiveness at regional level by using modern technologies
In terms of products, the company is looking to expand the range of dairy products.

II.3. Rationale behind the Project

Rationale behind the Project:

45. High demand for the company's products
46. Company produces onle natural products
47. The purchase of equipment necessary to widen the range of products
48. Annual increase in productivity of the dairy industry.
49. Population's orientation towards consumption of natural products.

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries

The main consumers of dairy products are the people from the city, the rural dairy preferring cheaper domestic producers (unpasteurized milk). However, analysis of the number of cows in Moldova show that people are increasingly renouncing the maintenance of their households, so real that the number of potential customers in rural areas could grow as well.

(ii) Anticipated advantages of the proposed project in comparison to the competition

Company policy is directed only to natural products. This has resulted in a loyal market segment, which as seen in the evolution of turnover is increasing.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

• Acquisition of equipment	487 000
• Acquisition of raw materials	
• Specialized vehicles procurement	
• Others	

II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner:

487 000 – gradually depending on plan development and implementation

II.8. Forms of Collaboration

Forms of Collaboration	
Joint Stock Company	Conditions to be determined directly with investor

II.9. Resources needed to invest

A. Machinery and equipment:			
	Units	Price, EUR	
Semi-automatic glass packing machine	3	12 500	
Mechanical valve for making cheese	1	15 600	
Separator	1	12 500	
Machine for cheese production	1	5 000	
Cheese brine valve	1	18 700	
Volumetric measurement facility	1	9 400	
Vat	1	10 600	
Pasteurizer	1	9 400	
Automatic bag packing machine	1	22 000	
SUBTOTAL		115 700	

B. Technical Equipment:			
	Units	Price, EUR	
Tractor	3	30 000	
Technical accessories for tractors	10	44 000	
Transport units	5	47 000	
SUBTOTAL		121 000	

C. Raw materials & Others:			
	Unitati	Pret, EUR	
Milk & package		63 000	
Repairs and construction works of the production and storage space		125 000	
Others (documents, projects, licenses etc.)		62 500	
SUBTOTAL		250 000	
TOTAL		487 000	

II.11. Studies Available for the Project

Studies Available for the Project:

15. Statistical Bulletin January-June 2012,
http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestrial/Buletin_II_2012.pdf, National Bureau of Statistics
 16. Dairy industry in R. Moldova,
www.aria.md/files/pdf/Industria%20de%20lactate.pdf
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REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	Individual Enterprise Pritcan Olga
Share Capital:	684 000 MDL = 43 000 EUR
Address:	Republic of Moldova, Cneazevca Village, Leova District
Telephone:	+37369342485
Description	Company is active in the production of bakery products. At present, the company produces each day 8000 breads and 2500 flour rings.

Contact persons:	
Name	Position
Pritcan Olga	Director

Real estate properties:		
Name	Location	Type of property
Administrative and production building	Cneazevca Village, Leova District	Mortgage

Products and Services:			
Name	Share in turnover	RM market share	Export
Bread	80	100	-
Flour rings	20	100	-

Machinery & equipment:		
Name	Units	Remaining book value, EUR
Mixer	1	5 190
Machine for making biscuits form	1	28 000
Rotary kiln	1	15 300
Cart	1	760
Pan	1	3 200
Dough machine	1	5 700

Main financial indicators, EUR:			
Year	Incomes	Profit/loss	Credits
2012	110 000	22 200	-
2011	62 200	13 800	-
2010	43 000	7 800	-

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:

- Purchase of a building for expanding production
- Purchase of new equipment to expand the range of products

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

Products made from making investments come to broaden the company's product range. Besides bread and flour rings, company wants to produce a wide range of biscuits.

II.3. Rationale behind the Project

Rationale behind the Project:

50. The need to expand production space and purchase new equipment to expand the range of products manufactured.

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET

(i) Characteristics of potential customers/beneficiaries:

Consumer market of bakery products is stable and include population from Cneazevca village in number of 1500 inhabitants and from surrounding villages in number of over 33,000 inhabitants.

(ii) Anticipated advantages of the proposed project in comparison to the competition

Expand the range of products and competition.

(iii) Special issues

Baking industry controls the pricing by a maximum allowable price, thereby reducing the profitability of companies.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

• Procurement of building & equipment	700 000
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II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner

700 000

II.8. Forms of Collaboration

Forms of Collaboration

Joint Stock Company Conditions to be determined directly with investor

II.9. Resources needed to invest

A. Real estate & Equipment & machinery:

	Price, EUR
Building	700 000
Equipment	
TOTAL	700 000

II.11. Studies Available for the Project

Studies Available for the Project:

17. Statistical Bulletin January-June 2012,
http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestrial/Buletin_II_2012.pdf, National Bureau of Statistics
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REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	individual enterprise Stîş Svetlana
Share Capital:	0
Address:	Stefan Voda City
Telephone:	+37369426939; +37324224578

Contact persons:	
Name	Position
Stîş Svetlana	Director

Real estate properties:			
Name	Area	Location	Type of property
Building with 3 levels	480 m2	Stefan Voda City	Own
Building with 1 level	80 m.p.	Stefan Voda City	Own

Machinery & equipment:				
Name	Production year	Purpose of using	Mentions	
2-needle sewing machine	1998	Manufacture of clothing		
PAFF sewing machine	1970		Necessary to switch to modern technology	
JUKI DDL-9000BSS-WB sewing machine	2011	Manufacture of clothing		
JUKI MH-481U sewing machine	2011	Manufacture of clothing		
JUKI LH-3568ASF-7 sewing machine	2011	Manufacture of clothing		
JUKI MO-6714S-BE6-40H/F sewing machine	2011	Manufacture of clothing		

JUKI MO-6716S-FF6-40H/F sewing machine	2011	Manufacture of clothing		
JUKI MF-7723-C10-B64 sewing machine	2011	Manufacture of clothing		
JUKI MF-7723-U10-B64 sewing machine	2011	Manufacture of clothing		
MF7823-U10-B64 sewing machine	2011	Manufacture of clothing		
JUKI LBH-1790S sewing machine	2011	Manufacture of clothing		
KM-junior sewing machine	2011	Manufacture of clothing		
JUKI LK-1900 ASS sewing machine	2011	Manufacture of clothing		
JUKI MB-1377 sewing machine	2011	Manufacture of clothing		
Rotondi PVT-30A/S ironing board	2011	Manufacture of clothing		
Rotondi IGOS-3 steam generator	2011	Manufacture of clothing		
301, JUKI DDL-8700-7-WB/AK-85 sewing machine	2011	Manufacture of clothing		

Products and Services:			
Name	Share in turnover	RM market share	Export
Tailoring services	5	100	-
Pants	50	100	-
Skirts	5	100	-
Dresses	5	100	-
Shirt	20	100	-
Costumes for Women	5	100	-
Costumes for men	5	100	-
Costumes for pupils	5	100	-

Purchase of raw materials:	
Category	Amount, EUR
Diverse quality fabric, thread, zippers, canvas etc..	18 750

Main financial indicators, EUR:				
Year	Incomes	Expenditures	Profit/loss	Credits
2012	32 515	20 000	12 515	-
2011	18 400	13 300	5 100	-
2010	10 000	8 750	1 250	-

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:

- Upgrade the production and operational efficiency by 20%
- Expanding the product range
- Export

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

The project aims to modernize the production process by purchasing new equipment. Likewise, it aims to finish repairs to existing manufacturing buildings.

Expanding the product range

II.3. Rationale behind the Project

Rationale behind the Project:

51. Increase business productivity
52. Returning in 2010 to increase level of textile manufacturing industry and clothing in Moldova
53. Expanding the product range
54. Possibility of exporting company's products

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries

The main customers of the products of the company are people from the city and rural areas with middle and below average income, which is the main share of the population of Moldova.

Also it can be developed a range of products for export.

(ii) Anticipated advantages of the proposed project in comparison to the competition

Immediate advantage that company can get is based on association with a company from the same field abroad that can provide and / or contribute to the company's export.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

<ul style="list-style-type: none">• Purchase of equipment & machinery• Procurement of new range of raw materials	470 000
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II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner:

470 000

II.8. Forms of Collaboration

Forms of Collaboration:

Joint Stock Company	Conditions to be determined directly with investor
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II.9. Resources needed to invest

A. Machinery and equipment:			
	Units	Price, EUR	
Modernization of production	6	200 000	
SUBTOTAL		200 000	

B. Raw materials:			
	Units	Price, EUR	
Raw material for widening the range of products	1	270 000	
SUBTOTAL		270 000	
TOTAL		470 000	

II.11. Studies Available for the Project

Studii Studies Available for the Project:

18. Statistical Bulletin January-June 2012, http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestria/Buletin_II_2012.pdf, National Bureau of Statistics
 19. Moldovan products to foreign market access barriers and prospects, Ceban Cristina, Deputy Head of the Ministry of Economy WTO regimes COMERCIALES, http://conventia.md/data/files/75_prezentare_acces_12042011-ceban.pdf
-

REGIONAL INVESTMENT PROFILE

I. Information on Organization Proposing Project

I.1. General Information

Company:	
Name:	URS Bergher Ltd.
Share Capital:	6 654 545 MDL = 416 000 EUR
Address:	Republic of Moldova, Crocmaz Village, Stefan Voda District, Independentei Street, 1
Telephone:	+37322288695
Description	The main activity of the company is agriculture. The company has orchards and table grape plantation. Also it has another large cold storage for keeping fruits. The company also sells various types of products for vineyards and orchards.

Contact persons:	
Name	Position
Fluieraru Iurie	Director

Real estate properties:			
Name	Area	Location	Type of property
Cold Storage	1 800 m ²	Crocmaz Village, Stefan Voda District	Own

Machinery & equipment:			
Name	Units	Purpose of using	Remaining book value, EUR
Cold Storage	1	Keeping fruits	250 700
Irrigation system for grapes	1	Irrigation	24 125

Products and Services:			
Name	Share in turnover	RM market share	Export
Grapes	50	42	58
Plums	16	16	84
Apples	8	100	-
Agricultural stuff	25	100	-
Agricultural services	1	100	-

Main financial indicators, EUR:				
Year	Incomes	Expenditures	Profit/loss	Credits
2012, 8 months	161 700	148 600	13 100	-
2011	536 800	387 100	149 700	139 900
2010	394 600	315 800	78 800	93 800

II. Information on Proposed Project

II.1. Purpose of the Project

Purpose of the Project:

- Install a drip irrigation system for vineyards
- Expanding existing refrigerator and building a ramp to facilitate loading and unloading services

II.2. Description of Products/Services to be Produced/Generated

Description of Products/Services to be Produced/Generated

The main goal of the project is to expand the grape plant and to install a drip irrigation system that shall increase the productivity of the orchards by 15%.

Extending the refrigerator and ramp construction will ease service and avoid queues.

II.3. Rationale behind the Project

Rationale behind the Project:

55. Reduce the risk of harvest loss
56. Extending vine plantations
57. Productivity growth
58. Existence of cold storage for keeping fruits and grapes
59. Increase of the overall and per hectare yield of fruits and berries in 2010-2012
60. Export potential

II.4. Target Market/beneficiaries of service

A. LOCAL MARKET:

(i) Characteristics of potential customers/beneficiaries

Local clients: individuals and companies (including: wineries, juice producing industry and others).

The company is the sole importer and seller of ultramarine blue and has no competitors in the local market for this product

B . EXPORT MARKET:

Major and potential customers are the Russian Federation and the European Union which annually buy fruits, vegetables and grapes from Moldova.

(ii) Anticipated advantages of the proposed project in comparison to the competition

Higher productivity than in companies that do not have irrigation system.

Protection against droughts that are more frequent in recent years in Moldova and in the region.

II.5. Estimated total investment costs

Estimated total investment costs (EUR):

Purchase of equipment & machinery	250 000
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II.6. Inputs to be Provided by Local Partner

Description	Amount, EUR
At this stage, the company gets involved in the project with all equipment, buildings, know-how and operational side.	0
Total:	0

II.7. Inputs Needed from a Foreign Partner

Inputs Needed from a Foreign Partner, EUR:

250 000

II.8. Forms of Collaboration

Forms of Collaboration	
Technology transfer	Conditions to be determined directly with investor
Leasing opportunities	Cross board
Credit	Conditions to be determined directly with investor

II.9. Resources needed to invest

A. Machinery and equipment:			
	Units	Price, EUR	
Drip irrigation system	1	100 000	
SUBTOTAL		100 000	

B. Real Estate:			
		Price, EUR	
Real estate		250 000	
SUBTOTAL		250 000	
TOTAL		250 000	

II.11. Studies Available for the Project

Studies Available for the Project:
20. Statistical Bulletin January-June 2012, http://www.statistica.md/public/files/publicatii_electronice/Buletin_trimestriale/Buletin_II_2012.pdf , National Bureau of Statistics

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