

2013

annual report

amcham membership directory



american chamber
of commerce
in moldova



WE DO BUSINESS



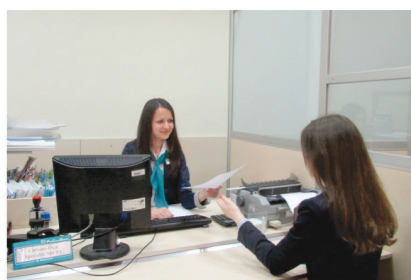
WE GET OVER THE DIFFICULTIES



WE SEARCH OUR WAY TO SUCCESS



WE ARE MANY



WE ARE DIFFERENT



BUT WE ARE TOGETHER



Moldova Agroindbank

Steadfast experience gives us power | www.maib.md

SUBTLE ART OF BEING THE LEADER



"Moldova Agroindbank is the leading bank in Moldova. The bank has been witnessing an exceptional development and is considered to be a promoter of smart technologies. The corporate governance principles lie in transparency and respect towards partners, customers, employees and society."

20 13

Annual Report

AmCham Membership Directory

Editor: AmCham Team
Letters to the editor: info@amcham.md

A publication of the American
Chamber of Commerce
in Moldova

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Dear AmCham Colleagues,

As I take stock of the past three years as U.S. Ambassador to Moldova, I have begun to review my accomplishments. One of my proudest achievements is the partnership between the American Chamber of Commerce (AmCham) and the U.S. Embassy. Simply put, it has become the premier business advocacy and promotion organization in Moldova. It is a model of public and private sector cooperation in Moldova. The membership is unified and focused not only assisting each other, but other businesses in Moldova.

It has been a remarkable year for Moldova. In November 2013, Moldova initialed its association agreement with the European Union, all but ensuring Moldova's European future. With that future comes the hope of European standards, including rule of law, clear guidelines and transparency in government.

However, in spite of these changes, significant challenges remain for AmCham and its members. As honest businesses, you have to compete against businesses who don't play by the same rules as you do, because they will pay bribes or not pay their taxes. You have to deal with archaic regulatory practices or corrupt officials who do not abide by Moldovan law.

I recognize that there is more to do to assist the Moldova to meet its hopes for a European future and better business climate. The U.S. Embassy continues to create programs that fight corruption and secure more transparent governance in Moldova. I assure you of my continued support to you both as AmCham members and as business leaders in Moldova.

I wish AmCham and its membership continued success, not only in business, but in its efforts to build a better future for Moldova.

With regards,

A handwritten signature in blue ink, appearing to read "W. H. Linn". The signature is fluid and cursive, with a long horizontal stroke at the end.



Dear Members, Partners and Friends of AmCham Moldova,

It is my great honor and privilege to address to you my statement as the President of AmCham Moldova at the conclusion of my second annual mandate. It is a great honor because, in its eighth year of activity, AmCham is growing daily to consolidate its position as the largest and strongest business association in the country, uniting to date 94 members – large US, European and other foreign investors and small local businesses alike. It is also a great honor because the Government, public authorities and donor community grew to regard AmCham as a valuable dialogue partner, a united voice of the business community and a professional advocate for business climate reforms. But above all, it is a great privilege for me to be entrusted to lead this group of extraordinary people with great aspirations for Moldova, who are ready to put all of their dedication, tireless work, deep knowledge and enthusiasm into making Moldova a better place to do business and a better place to live.

As in previous years, AmCham is at the forefront of business advocacy in Moldova. Our dedicated executive team, guided and inspired by our active Committees, used all existing venues for dialogue with the public authorities in promoting regulatory reform and improving business conditions. AmCham is an active member of 8 consultative councils at the national level, including the “Guillotine” Working Group, the Consultative Council of the Minister of Economy, the Advisory Committee of the Customs Service and the Council of Conformity under Tax Inspectorate. A newly added important venue for us in raising business constraints and discussing important policy changes at the highest country level is the Economic Council under the Prime minister, implemented since mid-2013 with EBRD financing and participation, business associations, donors and other stakeholders.

What makes AmCham’s advocacy approach different is the very thorough and complex work from initiation of an issue to its follow through at the highest state level: we start from issues brought to our attention by members or identified by the team, follow with well-grounded position papers addressed to the responsible state authorities, work in ministerial and agency level working groups to elaborate the subject matter and use, as necessary, Governmental or Parliamentary forums to consolidate the result. During 2013-2014, over 40 official position papers were issued by AmCham on topics ranging from tax policy and administration, to customs procedures, medications tariffs, labor issues, banking matters and US-Moldova bilateral investment promotion. Furthermore, AmCham addresses, on an ongoing basis, a substantial number of recommendations to state authorities in working groups and other special platforms.

As successful outcomes of our long-lasting advocacy efforts, I am glad to mention this year improvements to the tax & budgetary policy, changes in tax administration related to the use of electronic tax services, simplified customs procedures for express and courier services, introduction of electronic customs declarations and beneficial tax treatment of meals, transportation and training expenses incurred by employers, as well as many other developments.

Unfortunately, this year also experienced an increase in the number of investors’ grievances, and AmCham had to stand up to defend its affected members’ rights, joining efforts with other business associations and foreign embassies in raising these disputes with the country’s top leaders. AmCham has also expressed its members’ civic position and deep concerns over the non-transparent transactions with Banca de Economii and Chisinau Airport, which negatively impacted the investment climate – by addressing a joint letter with EBA and FIA to the main diplomatic and donor representatives in Moldova.

We are glad to report that our fruitful cooperation with international donors has enlarged and deepened this year to encompass several USAID, EBRD, World Bank and IFC projects. We are also proud to announce success in two recent fundraising efforts and thus readiness to embark next year on a new experience for AmCham – we have received a grant from the US Embassy for elaborating amending the concept and complementing the legislative framework for the social message, and we have been selected by the USAID BRITE project as a subcontractor for a study on customs terminals and their regulation. As in previous years, the US Embassy was our closest supporter and dear friend, and I would like to express my deepest gratitude to Ambassador Moser, as well as to the whole team of the US Embassy to Moldova, for our effective cooperation.

Throughout the year we greatly enjoyed engaging with our members’ representatives on various platforms – Board and Committee meetings, networking events, conferences and business missions, professional and CSR events. The newly proposed programs and event formats – the Young Professional Program and the business breakfasts with distinguished guests – have become popular with members and shall be continued in the next year. Our list of additional services and discounts offered to members has enlarged, and I encourage you to benefit from them.

Sincerely,

**AmCham
General
Sponsors 2013**

On behalf of all AmCham members, we would like to express our gratitude to the 2013 AmCham General Sponsors for the provided support.

The support and possibilities they gave to AmCham Moldova were more than just financial and we want to share the great positive impact that their contributions had on our ability to serve our members, advance our projects, and realize our goals.



Moldova Agroindbank

NCH Advisors Inc.



Ana Raileanu
Project Manager

Healthcare Committee
Coordinator
Trade & Manufacturing
Committee Coordinator

Serghei Toncu
Deputy Executive Director

Tax & Legal
Committee Coordinator
Financial Services
Committee Coordinator

Mila Malairau
Executive Director

Adrian Gheorghita
Membership Programs Coordinator

Business Visa Program Coordinator
Member Discount Program Coordinator
Membership Communication Coordinator
Grants Coordinator

Elena Buzu
Project Manager

HR Committee Coordinator
CSR Committee Coordinator
Events Manager
Publications Coordinator

**AmCham
Team**





Cristina Harea
President of the Board of Directors
Glass Container Company



Alexandru Munteanu
PwC Moldova



Elena Stovbun
FinComBank



George Teodorescu
Vernon David



John Maxemchuk
Sun Communications



Boris Efimov
Orhei-Vit



Vitalie Corniciuc
KPMG Moldova



Radu Vrabie
British American
Tobacco-Moldova



Octavian Cazac
Turcan Cazac Law Firm



Iuri Cicibaba
Hewlett -Packard Moldova



Inna Kiriakova
Coca Cola Bottlers Chisinau

**Board of
Directors**

**AmCham Moldova
Lifetime Honorary
Presidents**

- 2006** – Ambassador Heather M. Hodges
- 2006** – Ambassador Michael D. Kirby
- 2008** – Ambassador Asif J. Chaudhry
- 2011** – Ambassador William H. Moser



Sergiu Dumitrasco
Co-Chair, Tax & Legal Committee,
PwC Moldova



Octavian Cazac
Co-Chair, Tax & Legal Committee,
Turcan Cazac Law Firm



Carmina Vicol
Co-Chair, Financial Services Committee,
Prime Capital



Margareta Osovski
Co-Chair, HR Committee,
NCH Advisors



Angela Gladei
Co-Chair, Financial Services Committee,
Total Leasing & Finance



Diana Doros
Co-Chair, HR Committee,
Gas Natural Fenosa



Elisei Gonta
Chair, Healthcare Committee,
GlaxoSmithKline

**Committee
Chairs**





American Chamber of Commerce in Moldova

fighting for your business

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info@amcham.md www.amcham.md

AmCham Mission

The Mission of AmCham Moldova is to promote American trade and investment in Moldova and to work with the Moldovan government and business leaders to foster a more favorable business climate in Moldova for foreign trade and investment.

AmCham Background

The American Chamber of Commerce in Moldova (AmCham Moldova) is a non-governmental non-profit organization, founded on September 4, 2006. As a member of the international network of 125 AmChams worldwide, AmCham Moldova connects businesses and business leaders to share the common goal of bringing the entrepreneurial spirit and the cultures of Moldova and the United States closer together.

AmCham Moldova's membership, currently encountering 95 members, is composed of a diverse spectrum of businesses (e.g. banking, pharmaceutical, consulting, consumer goods, agro-food, logistic & transport, audit, assurance, tax & advisory services, financial, manufacturing, medical, tourism, leasing, cosmetics, mobile communication services, accounting, telecommunications, energy, moving & relocations, legal services, international express mail service), from large foreign investors to small goods and service providers that operate within Moldova, as well as Moldovan companies of all sizes that are pursuing trade with the United States. Around 50% of the total AmCham members are companies with American capital.

***In 2013, 14 new
members joined
AmCham Moldova***

Why Join

By joining AmCham Moldova, you join an association of businesses and business leaders operating in the Republic of Moldova, who all committed to improving the climate for foreign trade and investment in Moldova. You will become a member of the network of more than 125 AmChams worldwide, which is dedicated to advancing the interests of American business and investments overseas and foreign companies pursuing trade and commerce with the United States. You become affiliated with the United States Chamber of Commerce, the world's largest business federation, representing more than 3 million businesses of all sizes, sectors and regions. You will gain a network of like-minded businesses worldwide, who seek to improve the conditions necessary for your business to grow and expand.

**AmCham
Moldova
Profile**

AREAS OF ACTIVITY

AmCham Moldova is very active in 4 main areas: Advocacy and Lobbying, Business & Social Networking, Member Services, and Investment Attraction.

Advocacy & Lobbying

- Maintain a sustainable and open dialogue between members and the Moldovan Government;
- Represent members' business interests by communicating their important concerns to the highest levels of authority;
- Advocate on behalf of members in order to facilitate the resolution of legal issues impacting member companies;
- Provide a forum, through Committees and Working Groups, for representatives of member companies to discuss and resolve certain industry or sector specific issues of concern and value to AmCham members;
- Develop and implement projects to create a more favorable business climate in Moldova.

In 2013, within its Advocacy and Lobbying effort:

AmCham was an active member of the following:

- Guillotine Working Group
- Minister of Economy's Consultative Council
- Millennium Challenge Fund Steering & Executive Committees
- National Confederation of Employers in RM
- National Participative Council
- Advisory Committee of the Customs Service
- Council of Conformity under Tax Inspectorate
- Working Group under Ministry of Labor
- Economic Council under the Prime-minister

Business & Social Networking

- Provide a welcoming atmosphere for open discussions, experience sharing and information exchange among business peers and participants of business networking events and activities;
- Create opportunities for members to develop their business network, establish new strategic contacts and enhance cross-company cooperation;
- Offer access to business organizations and governmental agencies in more than 100 countries through AmCham's global network.

Member Services

- Provide opportunities for information exchange and knowledge between members;
- Inform and update members about AmCham activities, events, initiatives, opportunities, projects and committee meetings;
- Collect and distribute useful business information to members;
- Promote members by sharing their basic description and contact information on the AmCham website and in AmCham publications;
- Facilitate the processing of a US Business Visa;
- Offer opportunities for members to benefit from discounts and to promote their own products and services under the Member Discount Program.

Investment Attraction

- Cooperate with the U.S. Embassy and key international organizations in Moldova;
- Assist potential foreign investors coming to Moldova;
- Provide foreign investors with information which relates to the business climate, investment opportunities or potential business partners in Moldova;
- Promote a favorable image of Moldova internationally, thus attracting trade and investment;
- Organize Investment Forums.

MEMBERSHIP BENEFITS

Advocating For Your Interests on Your Behalf

AmCham Moldova promotes pro-business policies to the government, advocating for a variety of business-related issues on behalf of its members. As one of the most influential business associations, AmCham views are sought after and respected by the government, business leaders and the media thanks to its well-researched reports, analysis, position papers and policy resolutions that reflect a broad business perspective. AmCham Moldova is implementing its policy initiatives through its Committees.

Helping You Expand Your Network of Connections

AmCham Moldova offers approximately 100 business and social networking opportunities throughout the year. These events represent an excellent networking opportunity, and allow members and guests to listen to the views of prominent political and business figures.

The main categories of events include: (a) networking cocktails, (b) committee meetings, (c) business breakfasts, (d) U.S. Independence Day. Read our AmCham Weekly Bulletin and follow our website and Facebook page to never miss any networking opportunity.

Developing Your Human Resource Capacity Building

AmCham Moldova offers a variety of services for human resource development designed to enhance the expertise of member companies. It provides members with a variety of training workshops and programs in different fields that are guaranteed to enhance your valuable human capital.

YOUNG PROFESSIONALS PROGRAM is intended for successful young employees who have potential to become business leaders. The Program envisages workshops, trainings, lectures and benefits, which support the development of young professionals and enables them to build a cross functional network of peers and cross generational network of managers.

JOB CENTER is a place that allows job seekers to view employment offers from AmCham members in an interactive way. All employment / internship positions available with member companies will be placed in the "JOB CENTER" section of the AmCham website, www.amcham.md, and in the weekly newsletter and Facebook page.

Assisting Your Marketing Efforts

Corporate sponsorship allows your organization to build and strengthen its brand through effective visibility. Aligning your organization with AmCham events and activities is an excellent opportunity to utilize this powerful marketing tool. The unique opportunity to showcase your services and/or products, public recognition of corporate sponsorship and the prominent display of your company's logo during events will enable your organization to brand and position itself within the business community, gaining profitable market share. These opportunities allow you to create new business opportunities and reach stakeholders, providers, partners, and your target market.

Member Discount Program

The key facet of the Member Discount Program is the card which enables all AmCham members to receive up to a 30% discount on products and services that businesses provide. Discounts are available across a variety of categories including benefits both for you personally and for your company.

Business Visa Program

The Business Visa Program (BVP) is designed to support bilateral trade and investment between the United States of America and the Republic of Moldova, and to facilitate visa processing for business travelers while, in the same time, maintaining the highest visa security standards possible.

Become a "Proud Member"

As an awareness of a company's affiliation to the American Chamber of Commerce in Moldova, companies are encouraged to use the AmCham "Proud Member" logo on their website and business materials, and to display the AmCham Membership Certificate in a visible location.

These tools show your customers and fellow businesses that you are committed to the growth and success of your business and to the business community, and position your company as a promoter of the highest ethical business standards and responsibility in your relationship with the public, other members of the industry, and customers.

Referrals

AmCham Moldova receives dozens of requests for recommendations on goods or services provided in our area. AmCham refers only its members in response to these requests from newcomers, visitors or residents.

Information Exchange

Through our Weekly Bulletins we offer timely and valuable information to our members. On the other side, our members have the opportunity to share with each other their news and to promote their products and services.

AmChams in Europe Network

Events: AmCham members may attend any regular event organized by another participating AmCham, at the member rate or local equivalent.

Executive Referrals: AmCham members' senior managers, who take on new responsibilities in other European countries, will receive a proper introduction to the AmCham in the new host country and its executive officer.

TIPS TO OPTIMIZE YOUR MEMBERSHIP

1. Delegate the maximum number of employees to be represented within AmCham

Take full advantage of AmCham membership by involving the maximum amount of employees in AmCham activities. There is room for everybody including HR managers, lawyers, accountants and marketers.

2. Network with your peers at Committee Meetings

Members have access to 6 Committees divided by industry and functions including CSR, HR, Tax & Legal, Financial Services, Healthcare and Trade & Manufacturing.

3. Attend AmCham business and social events

Meet potential clients, discuss business issues with leading government officials, and interact with key industry leaders, professionals and business partners by participating in our full range of business and social activities.

4. Be a resource – share expertise

Be an active committee member and participate in dialogue with public authorities and state agencies; respond to questions related to the advocacy task force projects; and send appropriate data as needed to the Committee Coordinators. This has a triple advantage: you will get in touch with other AmCham professionals; get a feel for the industry and the latest trends within your field of activity; as well as boost visibility for your company.

5. Gain exposure for your company

The unique opportunity to showcase your services and or products, public recognition of corporate sponsorship and the prominent display of your company's logo during the events will enable your organization to brand and position itself within the business community gaining profitable market share.

6. Promote your products and services

With our Membership Discount Program promote your business as well as take advantage of special rates and discounts by showing your AmCham membership discount card at local businesses for a wide range of products and services.

7. Volunteer and donate through our CSR projects

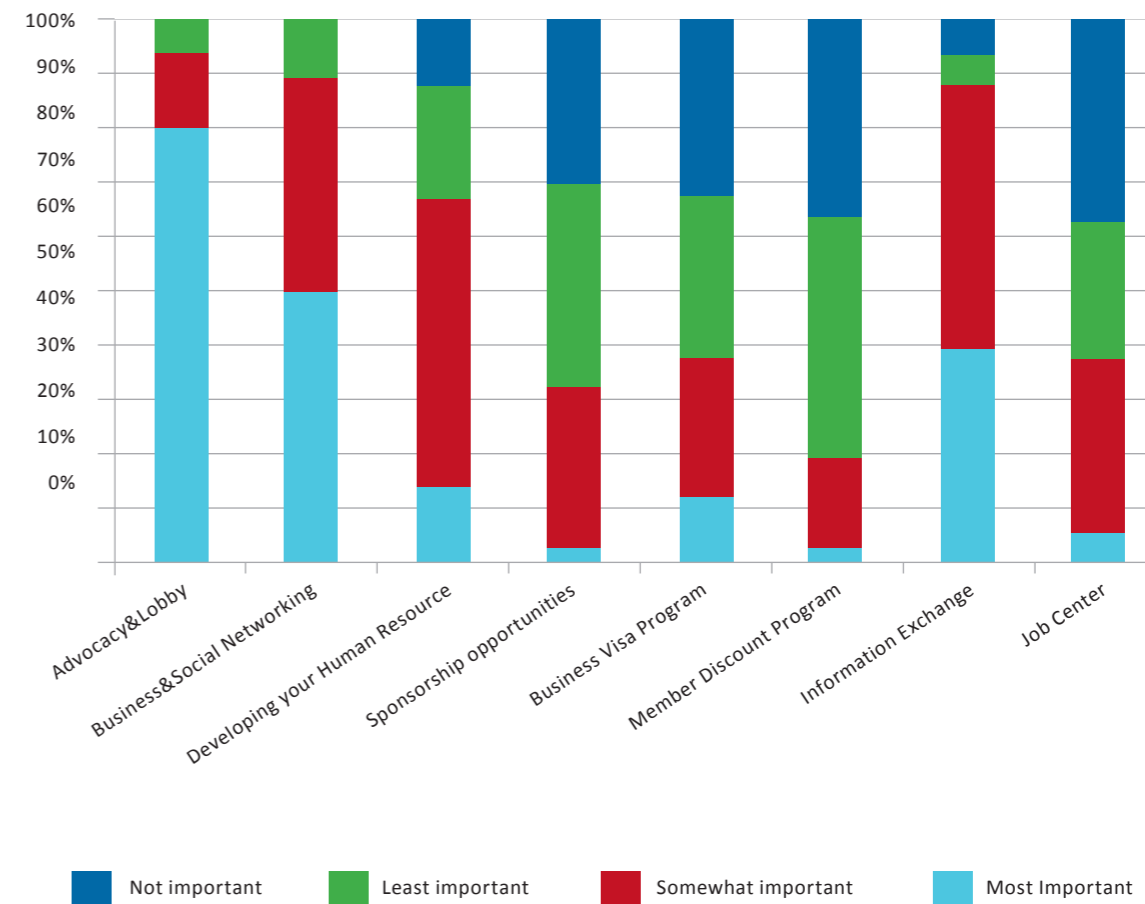
Contribute to the community by involving your company in AmCham CSR initiatives. Employees of participating companies do volunteering work and donate to orphanages.

8. Stay connected

Connect with us and members through our multiple electronic communication platforms. Access our newly redesigned website for the latest information regarding events, news and advocacy efforts, check out our event photos, recent articles and invitations to our upcoming events on Facebook, and receive weekly updates on member news, business offers, and committees with our AmCham Weekly Bulletin.

VALUE OF MEMBERSHIP BENEFITS RANKING

Ranking of benefits included with membership



Participation is the best way to maximize your membership and receive the greatest return on your investment.

Through Committees, AmCham Moldova encourages cooperation between companies within the same industry, across industries or within the same profession, enabling them to identify and address common issues and achieve common goals.

In 2013, AmCham continued its advocacy efforts in accordance with its mission: "...to work with the Moldovan government and business leaders to foster a more favorable business climate in Moldova for foreign trade and investment." To pursue its primary goal, AmCham strives to identify the concerns and challenges of member companies and to provide effective platforms for creating common solutions. AmCham advocacy efforts have always been driven by its committees.

"Businesses associated with AmCham symbolize American ideals. AmCham is an example to the business community in Moldova of transparent and open businesses. Through advocacy it helps installing principles of free market economics."

Kara McDonald,
Deputy Chief of Mission,
US Embassy to the Republic of Moldova

AmCham Committees

There are 6 active Committees within AmCham:

1. Tax & Legal Committee
2. HR Committee
3. CSR Committee
4. Financial Services Committee
5. Healthcare Committee
6. Trade & Manufacturing Committee

FINANCIAL SERVICES COMMITTEE

Active since 2011

Co-Chairs

Angela Gladei,
General Director,
Total Leasing & Finance

Carmina Vicol,
General Director, Prime Capital

Committee Coordinator

Serghei Toncu,
AmCham Deputy Executive Director

Committee Members

ACI Partners

BCR Chisinau

Comertbank

Credit Rapid

DAAC Hermes

Easy Credit

Express Leasing

FinComBank

Garantie

Gladei & Partners

Grawe Carat Asigurari

Iute Credit

Maib-Leasing

Microinvest

Moldova Agroindbank

Prime Capital

PwC Moldova

Raiffeisen Leasing

Rural Finance Corporation

Sudzucker Moldova

Total Leasing & Finance

Turcan Cazac Law Firm

Vernon David

Victoriabank

About the Committee

The Committee is conceived as a place for companies representing the financial industry (e.g. banks, microfinance and leasing companies), but also consulting and other companies involved in activities related to the financial sector.

Committee members participate in Committee events and meetings, take active roles in the Committee's activity, thus contributing to the enhancement of a business and investment-friendly financial regulatory framework in Moldova, harmonized with the best international practices.

Mission Statement

To enhance the Moldovan financial system by acting as an advocacy group to identify and promote issues related to and in support of the financial services sector, to provide a forum for dialogue among sector professionals and decision-makers in government, as well as to serve as an educational, networking and information exchange forum for the finance community.

Purpose and Goals

The Committee will work on topical issues which are relevant and significant to businesses. By raising awareness, stimulating development and lobbying for change, it hopes to strengthen the Moldovan financial market and make the Moldovan economy more competitive.

In addition, the focus on the following objectives will be maintained:

- Access the legislative drafting process at an early stage and leverage the opportunity to incorporate private sector feedback into key drafts;
- Proactive approach in drafting and advising on the implementation of financial sector normative acts. Present the private sector support and view on rules and procedures, together with recommendations and examples of best international practices to relevant counterpart organizations;
- Reduction of administrative obstacles in regulations referring to the financial sector;
- Bringing greater understanding of the Moldovan financial system and spreading information about financing opportunities.

TAX & LEGAL COMMITTEE

Active since 2007

Co-Chairs

Sergiu Dumitrasco,
Tax Manager, PwC Moldova

Octavian Cazac,
Partner, Turcan Cazac Law Firm

Committee Coordinator

Serghei Toncu,
AmCham Deputy Executive Director

Committee Members

ACI Partners

Baker Tilly Klitou and Partners

BCR Chisinau

BDO Audit & Consulting

BDR Associates Communication Group

Bemol retail

British American Tobacco – Moldova

BTA 28 Calarasi

Carlsberg

Chemonics International

Coca-Cola Bottlers Chisinau

DAAC Hermes

Danube Logistics, Giurgiulesti International Free Port

Deloitte

DHL Moldova

DRA Draexlmaier Automotive

East Europe Foundation

Easy Credit

Efes Vitanta Moldova Brewery

EY Moldova

Express Leasing

First Audit International

Gas Natural Fenosa

Garantie

Gladei & Partners

Glass Container Company

Grawe Carat Asigurari

Hewlett-Packard

Imperial Tobacco

Imunotehnomed

Incaso

Indigo Ogilvy

Iute Credit

JT International Luxembourg, Representative Office in the Republic of Moldova

KPMG Moldova

Lafarge Moldova

Legal Solutions

Maib-Leasing

Mary Kay Moldova

Medpark International Hospital

Metro Cash & Carry Moldova

Microinvest

Microsoft Moldova

Moldcell

Moldova Agroindbank

Natur Bravo

NCH Advisors

Orange

Orhei-Vit

Pedersen & Partners

Petrom Moldova

Philip Morris Management Services B.V., Representative Office in the Republic of Moldova

Prime Capital

PwC Moldova

Raiffeisen Leasing

Romp petrol Moldova

Rural Finance Corporation

Schoenherr Attorneys at Law

Sinergi Logistics

Sudzucker Moldova

Sun Communications

Total Leasing & Finance

Trans Oil Group of Companies

Trigor AVD

Turcan Cazac Law Firm

Vernon David

Vinaria Purcari

About the Committee

Tax & Legal Committee is conceived as a place for virtually all AmCham members, inasmuch as every single company has to comply with tax and legal provisions in force.

Committee members participate in Committee events and meetings, take active roles in the Committee's activity, and work on topical issues that are relevant and significant to businesses, thus contributing to the enhancement of a business and investment-friendly tax and regulatory framework in Moldova, harmonized with the best international practices.

Mission Statement

To act as a lobby and advocacy group for tax and legislative issues affecting members, to provide a forum for dialogue among sector professionals and decision-makers in government, to serve as an educational forum for membership and to facilitate the information exchange on important tax and legal issues.

Committee Objectives

- To foster a favorable business climate in Moldova by promotion of reform and improvement of tax and legal framework based on best international practices;
- To access the legislative drafting process at an early stage and lever-

age the opportunity to incorporate private sector feedback into key drafts. Show proactive approach in drafting and advising on implementation of normative acts. Present the private sector support and view on rules and procedures, together with recommendations and examples of best international practices to relevant counterpart organizations;

- To raise awareness of membership on different tax and legal issues, as well as bring greater understanding of the Moldovan tax and regulatory frameworks;
- To represent the voice of the private sector in the dialogue with policy makers on tax and legal issues;
- To address tax and legal issues from a group of members rather than on individual basis.

HEALTHCARE COMMITTEE

Active since 2011

Chair

Elisei Gonța,
GlaxoSmithKline

Committee Coordinator

Ana Răileanu,
AmCham Project Manager

Committee Members

Abbott Moldova

Bayer Healthcare

GlaxoSmithKline

Novartis Pharma Moldova

Sanofi Zentiva Moldova

About the Committee

The American Chamber of Commerce (AmCham) Healthcare Committee constitutes a forum for national healthcare issues, as well as a representative body and unified voice of innovative, multinational pharmaceutical companies in the dialogue with policy and decision-makers for the development of a non-discriminatory, transparent, and investment friendly market for pharmaceuticals, medical equipment and healthcare services in the Republic of Moldova.

The main objectives of the Committee are oriented towards promoting ethical and transparent behavior of pharmaceutical market players in accordance with global good practice manner; monitoring the development of the healthcare market; and establishing an open and constructive dialogue with Moldovan policy makers to identify critical issues and to bring valuable recommendations to Moldovan healthcare legislation, certification regulations, customs code, and IPR protections.

Mission Statement

To bring welfare to the Moldovan society through insuring access to qualitative healthcare for all Moldovan people.

Objectives

- Promote ethical & transparent behavior of pharmaceutical market players in accordance with Global good practice manner;
- Promote further drug safety surveillance for the continuous benefit of the patients;
- Continuously monitor the development of the healthcare market;
- Enhance the exchange of information among committee members – the most important players of the market;
- Establish an open and constructive dialogue with Moldovan policy makers to identify critical issues and to bring valuable recommendations to Moldovan healthcare legislation, certification regulations, customs code, and IPR protections.

HUMAN RESOURCES COMMITTEE

Active since 2008

Co-chairs

Margareta Osovschi,
NCH Advisors

Diana Doros,
Gas Natural Fenosa

Committee Coordinator

Elena Buzu,
AmCham Project Manager

Committee Members

Avon Moldova

BCR Chisinau

Bemol Retail

Coca-Cola Bottlers Chisinau

DHL Moldova

Draexlmaier

East-Europe Foundation

Easy Credit

Efes Vitanta Moldova Brewery

Express Leasing

FinComBank

First Audit International

Gas Natural Fenosa

Herbalife

HIDECO

Indigo

JTInternational

Lafarge Moldova

Mary Kay Moldova

Medpark International Hospital

Metro Cash & Carry

Microinvest

Moldcell

Moldova Agroindbank

NCH Advisors INC, Representative Office in the Republic of Moldova

Orange Moldova

PAA

Pedersen & Partners

Petrom

Prime Capital

PwC

Rompetrol Moldova

Sinergi Logistics

Sun Communications

TransOil

Trigor

Turcan Cazac Law Firm

Vernon David

About the Committee

The HR Committee is comprised of Human Resource management professionals from AmCham Moldova member companies across all industry sectors.

Committee members will work together to identify common HR related issues, and propose viable solutions in a collective effort to enhance employee satisfaction while working within various corporate guidelines.

HR management professionals in AmCham Moldova member companies in good standing will be eligible to receive information from the committee and participate in committee events, take active roles in the Committee's activity, etc.

Vision

To be a leader in the development of HR policies and programs that will encourage a healthy, productive workplace for all.

Mission

- To share experience, knowledge and skills with other HR professionals;
- To increase awareness of HR throughout the American Chamber of Commerce Membership;
- To promote the professional development of members through exposure to new knowledge, skills and information resulting in the enrichment of the personnel function within Members at respective organizations and to collectively influence labor law and taxation in Moldova through lobbying and education.

Committee's Priorities for 2013

- Strengthening of the advocacy activities in the part of improving/amending labor legislation (esp. Labor Code) to further exclude the current gaps in the national labor regulations;
- Continue being the platform for sharing best practices, experience, knowledge and skills with the HR Community within the framework of regular Committee meetings.

CORPORATE SOCIAL RESPONSIBILITY COMMITTEE

Active since 2007

Committee Coordinator

Elena Buzu,
AmCham Project Manager

Committee Members

Avon Moldova
Bayer Healthcare
Coca-Cola Bottlers Chisinau
East Europe Foundation
JT International Luxembourg, Representative Office in the Republic of Moldova
Moldcell
Moldova Agroindbank
Gas Natural Fenosa
Turcan Cazac Law Firm
Metro Cash & Carry Moldova

About the Committee

Committee members participate in Committee events and meetings, take active roles in the Committee's activity, undertake common projects.

Vision

To develop AmCham into a leading organization promoting CSR principles and best practices within the Moldovan business community.

Mission Statement

To encourage and facilitate responsible business practices among AmCham members and to support them to improve the quality and effectiveness of their CSR programs and actions.

Committee Objectives & Goals

- To create a forum for AmCham members to exercise social responsibility in an impacting, sustainable, coherent and visible way;
- To embrace responsibility for the company's actions and encourage a positive impact through its activities on the environment, consumers, employees, communities, stakeholders and all other members of the public sphere;
- To increase awareness on CSR issues and support company's leadership and staff through spreading information, ensuring learning and access to novelties.

TRADE AND MANUFACTURING COMMITTEE

Active since 2012

Committee Coordinator

Ana Raileanu,
AmCham Project Manager

Committee Members

Avon
Coca Cola Bottlers Chisinau
DHL
Draexlmaier
Danube Logistics
Efes Vitanta Moldova Brewery
Glass Container Company
Metro Cash & Carry Moldova
Monicol

Natur Bravo

Nefis

NCH Advisors

Lafarge

Orhei Vit

Orbico

Reglatrans

Sinergi

Südzucker-Moldova

Trans Oil Group

About the Committee

The Committee is conceived not only as a place for manufacturing companies, but also transportation and logistics companies, as well as consulting and other companies involved in activities related to the manufacturing sector.

Committee members participate in Committee events and meetings; take active roles in the Committee's activity, thus contributing to the enhancement of the business and investment-friendly framework in Moldova, harmonized with the best international practices.

Mission Statement

To share and identify common interests and to serve as a forum for national manufacturing and export/import issues, as well as to act as a representative body and unified voice of the members of the Committee in dialogue with policy and decision-makers for the development of the manufacturing and export/import sector. To serve as an educational forum for membership and to facilitate the information exchange on important manufacturing and export issues.

Committee Objectives

- Enhance the exchange of information among committee members – the most important players of the market;
- To raise awareness of membership on different manufacturing and export issues, as well as bring greater understanding of the Moldovan regulatory frameworks;
- Establish an open and constructive dialogue with Moldovan policy makers to identify critical issues and show a proactive approach by bringing valuable recommendations to Moldovan manufacturing, export and customs legislation, certification regulations etc.;
- To foster a favorable business climate in Moldova by promoting reform and improvement of the manufacturing and export framework based on best international practices.

AMCHAM 6 COMMITTEES — IN PROGRESS IN 2013

Tax & Legal

- Grew to 60 active members (>100 people are subscribed to the mailing list)
- Documented recommendations in >15 position papers
- Active dialogue with several ministries, agencies, parliamentary commissions

Success stories:

- Significant input to Moldova's 2014 tax & customs policy
- Deduction of meals and transportation expenses

HR

- Grew to 36 active members (>53 people are subscribed to the mailing list)
- One of the biggest HR professionals' forums in Moldova
- Valuable sharing of experience, trainings, presentations
- 8 meetings conducted on HR development
- 23 meetings conducted on labor legislation improvement
- Active dialogue with the Ministry of Labor & Labor Unions
- Informal meeting with mass-media

Success stories:

- Closing of the 1st edition of the Young Professionals Program (12 meetings)
- Launching the 2nd edition of the Young Professionals Program (6 meetings conducted within the program)

Advocacy in progress:

- Promoting amendments to the Labor Code
- Promoting legislative acts related to labor relations

CSR

- 8 active members
- Implemented 3 CSR projects ("Colors of Life", "Inclusion of disabled people", "A book for the ages")

Advocacy in progress:

- Implementation of the "social message" concept

Financial Services

- 15 active members (>30 people are subscribed to the mailing list)
- Documented recommendations in 5 position papers
- Active dialogue with NCFM, Ministry of Finance / Economy, NBM, etc.
- Informal meeting with mass-media

Success stories:

- Law on remote financial services.

Healthcare

- 5 active members
- Active interface with Ministry of Health, Ministry of Economy, Advisor to PM, Medicine Agency, Parliamentary Permanent Committees, National Company of Health Insurance
- 12 ordinary meetings
- Documented recommendations in 5 position papers

Success stories:

- Maintenance of price registration mechanism, improvement of selection mechanism of compensated medicines lists, establishment of a working group on the elaboration of the Code of Ethics for medicines promotion

Advocacy in progress:

- Promoting transparency in public procurement of drugs process
- Promoting the Ethical Code of medicine advertisement among authorities

Trade & Manufacturing Committee

- 13 active members
- Collaboration with Custom's Service, Ministry of Economy, BRITE project
- Documented recommendations in 6 position papers, active correspondence with customs authorities
- 15 meetings

Success stories:

- 6 approved AmCham initiatives by the Customs Service, 3 of which were published in the Official Journal

Advocacy in progress:

- Facilitation of customs clearance procedures, including certifications
- Legislating of customs terminals

Throughout 2013, AmCham has focused on the implementation of numerous lobbying initiatives, some of which are described below:

Tax & Legal Committee Involvement

Initiative	State authorities addressed	Comments
Position papers on Tax and Customs policy for 2013, draft Objectives of Tax and Customs policy for 2013, as well as other draft documents promoting tax policy	Ministry of Finance Ministry of Economy Main Tax Inspectorate Parliamentary Commissions	Traditionally, most of the Tax & Legal Committee members are involved in drafting and reviewing Tax policy for the upcoming year. Under this global initiative, during the February – December period, the Committee brought significant input into the review and amendment of this strategic document, addressing comprehensive comments and recommendations in several position papers to relevant state authorities. A predominant part of Committee recommendations were accepted.
Position papers on deduction and non-taxation of expenses on meals, transportation and education supported by employers in favor of employees	Ministry of Finance Ministry of Economy Ministry of Health Ministry of Labor, Social Protection and Family	A complex advocacy project that lasted for more than a year and involved correspondence with several Ministries, more than 10 thematic meetings on different platforms and several written correspondences. Finally, changes in tax, health insurance and social insurance legislation were operated, allowing employers to deduct expenses on meals, transportation and education supported in favor of their employees.
Postponement of implementation of new accounting standards from 2014 to 2015	Ministry of Finance Ministry of Economy Prime Minister	At the insistence of AmCham and other associations, the Ministry of Finance decided to postpone the implementation of new accounting standards from 2014 to 2015.
Several AmCham implications on different tax issues: <ul style="list-style-type: none"> • Acts of acquisition of agricultural products from individuals; • General electronic register of VAT invoices; • Submission of VAT declarations for big taxpayers; • Proper applicability of e-VAT invoices; • etc. 	Ministry of Finance Main Tax Inspectorate Parliamentary commission on economy, budget, finance Other authorities	AmCham implication streamlined resolution of the issues raised, whether at the level of changing the laws or adjusting tax administration practices.

**Lobbying
Activity**

Initiative	State authorities addressed	Comments
Position papers related to Double Tax Treaties between Moldova and USA, as well as Moldova and Cyprus	Ministry of Finance Ministry of Foreign Affairs and European Integration	For a long period of time AmCham struggles to tackle the issue of a valid Double Tax Treaty between Moldova and USA, either by signing a new treaty or by applying through succession the old one signed by USSR. AmCham also commented on the intention of the Ministry of Finance to cancel Double Tax Treaty with Cyprus.
Law on internal trade	Ministry of Economy Parliamentary commissions	Due to an improper wording of the law on internal trade, businesses in the retail industry could not sell their products for money in cash. AmCham raised this issue, as well as commented on other aspects to be improved in the law.
Legislation on competition	Competition Council Ministry of Economy	As AmCham previously played a critical role in reviewing the draft law on competition, in 2013 AmCham continued to review draft Regulations elaborated by the Competition Council designed to properly put the law into force. Finally, the majority of AmCham recommendations were accepted.
Legislation on socially important goods	Ministry of Economy	AmCham's professional involvement in commenting on the draft Government Decision on socially important goods practically helped to exclude all divergent aspects of this draft document, allowing affected businesses to obtain a fair and predictable business framework in this respect.
“Guillotine” Working Group related implications: <ul style="list-style-type: none"> • new draft legislation on tobacco products; • significant changes in Government Decision on establishment of customs value; • changes in JSC legislation; • changes in legislation on telecommunications; • etc. 	Different authorities	Implication on a permanent basis in reviewing draft documents presented on the “Guillotine” Working Group helped AmCham members to perform proper consultations with state authorities, adjust draft documents presented to improve their quality and ultimately promote a more balanced legal framework.
Other projects		

Financial Services Committee Involvement

Initiative	State authorities addressed	Comments
Substantial review of a new law on consumer credits	Ministry of Economy National Bank of Moldova National Commission of Financial Market Parliamentary commissions	Draft law on consumer credits (this law introduced unified standard of protecting interests of individuals while dealing with financial institutions and established common rules on calculation of effective annual interest rate) was substantially improved due to AmCham efforts. AmCham was the main player in reviewing this draft law and working closely with the Ministry of Economy, National Bank of Moldova and National Commission of Financial Market. AmCham elaborated several position papers and performed proper follow-up at different levels of decision making.
Legislation on remote supply of financial services		AmCham substantially reviewed draft law on remote signing and execution of contracts of financial services that affects all financial institutions providing their services remotely. AmCham involvement significantly influenced the quality of the document.
Deduction by leasing companies of provisions from tax standpoint	Ministry of Finance Parliamentary Commission on economy, budget and finance	In 2013, AmCham continuously worked to improve legislation on deduction by leasing companies of provisions from the tax standpoint. AmCham dialogue with the Ministry of Finance allowed to operate corrections in the Fiscal Code and thus change the procedure of deduction (e.g. rules regarding deduction when a guarantee is offered, basis for calculation of deductibility threshold etc.).
Credit History Bureau activity	National Commission of Financial Market Credit History Bureau	AmCham reviewed draft law on amendment of the law on Credit History Bureau and organized a series of meetings with National Commission of Financial Market and Credit History Bureau to propose recommendations on how to improve activity of Credit History Bureau, as well as current legislation in this respect.
Tax related changes in legislation affecting financial companies	Ministry of Finance Parliamentary Commission on economy, budget and finance	AmCham dialogue with the Ministry of Finance allowed to maintain certain tax facilities for financial institutions (tax exemption in case of long-term loans etc.).
Reform in the area of collateral and creditor rights (for movable goods)	National Bank of Moldova Ministry of Economy World Bank	In 2013, the World Bank created a working group designed to establish priorities / concept on how to improve access to finance via pledges on movable property. AmCham played an active role in communicating the feedback of financial institutions to state authorities and the World Bank and thus improving the pledge law.
Green Card insurance legislation	Parliament Government National Commission of Financial Market	AmCham addressed to state authorities several position papers on how to improve legislation on Green Card insurance, thus putting efforts to promote loyal competition on this market.

Trade & Manufacturing Committee Involvement

Initiative	State authorities addressed	Comments
Developing the “Regulating Territorial Competence of Customs Service and Customs Terminals Customs Service” Project	Customs Service	<p>Currently, in the Republic of Moldova, the terms “customs territorial competence” and “customs terminal” are not defined anywhere in legislation and their activity is not regulated by any type of document, be it law, Government Decision or Order. On the other hand, in practice, customs terminals become an important part of the customs process with which economic agents interact regularly in order to conduct their import/export activities.</p> <p>The general objective of this project is to legislate and legalize customs territorial competence and customs terminals, as they are now conventionally named, in order to bring clarity, predictability and transparency in their activity, and in the activity of importers/exporters.</p>
Facilitating online cross-border trade through identification of relevant simplified customs procedures	Customs Service	The purpose of this initiative is to facilitate the export of goods produced in Moldova on other world markets through e-commerce (online stores). In our vision, achieving this goal is imperative for increasing the competitiveness of the Republic of Moldova, in view of worldwide online sales.
Advocating, within Customs Service Advisory Council, for a transparent and predictable way of applying the import duties for the temporary admission regime	Customs Service	<p>Several AmCham members indicated on the deficient transparency regarding changes in the manner of applying import duties within temporary admission customs regime.</p> <p>In this context, AmCham opened the dialogue between Customs Service and affected members in order to increase the transparency and predictability of these changes.</p>
<p>“Guillotine” Working Group topics related to customs:</p> <ul style="list-style-type: none"> • Electronic Export • Electronic Import • Customs Value of Goods • Cross-border Trade 	Customs Service Ministry of Economy	“Guillotine” Working Group has been an excellent forum of improving draft legislation proposed by authorities. Customs Service participated actively in 2013 at this Working Group which is why it became easier for AmCham to include its proposals in draft laws, Government Decisions and Orders.

HR Committee Involvement

Initiative	State authorities addressed	Comments
Reviewing Labor Code	Ministry of Labor Ministry of Economy Parliamentary Commission	AmCham actively promoted a set of recommendations for Labor Code improvement. The main goal was to further exclude gaps in national labor regulations.
Law on temporary incapacity leave	Ministry of Labor	In 2013, AmCham continuously worked to improve labor legislation, by addressing state authorities through several position papers and actively participating in many meetings, thus putting efforts to improve the law on temporary incapacity leave.
Draft Law on fulfillment of some sporadic and unqualified activities by daily workers	Ministry of Labor Ministry of Finance	AmCham was the main contributor to improving this very important draft law, mainly for the agricultural sector.

Healthcare Committee Involvement

Initiative	State authorities addressed	Comments
Adopting a Code of Ethics in Medicine Promotion	Ministry of Health Ministry of Economy State Chancellery Agency of Medicine and Medical Devices	<p>One of the main purposes of this initiative is to combat corruption by regulating the activity of medicine promotion in the Republic of Moldova, therefore preserving the health of the population.</p> <p>Code of Ethics in Medicine, being drafted and promoted by AmCham, is highly important to both ethical pharmaceutical companies, that AmCham represents, and to the consumers.</p>
Position letters and meetings with authorities on the Draft of the Governmental Decision on Tariffs for Services offered by the Medicine and Medical Devices Agency (AMDM)	Ministry of Health Agency of Medicine and Medical Devices	The proposed tariffs have not been modified in the last 8 years and the tariffs need to be adjusted to the economical and legislative realities. Even so, some of the proposed tariffs are excessively increased - we based our argument on the international best practices in the field. Moreover, we indicated to the authorities the necessity of respecting the legislative technique and propose tariffs only for permissive acts that are already provided in the Nomenclature of Permissive Acts (Law 160) – which in some cases, they did not respect in the draft.
AmCham’s letter regarding the constraints encountered by pharmaceutical companies in the process of medicine prices registration	Ministry of Health Ministry of Economy State Chancellery Embassies	<p>According to Regulation GD no. 525/22.06.2010 on the approval and registration of medicine prices, pharmaceutical companies are obliged to register their medicines each year. Prices proposed by the companies may vary. The Medicine Agency is the authority responsible for determining if the price estimations are made in line with the legislation and approve the prices if the procedure was followed.</p> <p>Unfortunately, this year, even though the companies set the price level according to described procedure, the Medicine Agency refused, without giving proper reasoning, to accept the augmentation of the prices.</p> <p>AmCham, alerted the relevant authorities by sending letters of concern and meeting with Ministry of Health as well as Ministry of Economy representatives, and some of the cases have been solved.</p>

DIRECT US – AMCHAM INVOLVEMENT

Trade and Investment Framework Agreement (TIFA)

AmCham continues to support the signing of a Trade and Investment Framework Agreement (TIFA) with the United States of America and has been working closely with the United States Trade Representative Office to highlight the important milestones between the Moldova - US economic partnership and arguments in support of signing an agreement, as well as an accompanying report on the Constraints of Doing Business in Moldova by US Companies.

TIFA sets the legal basis for stronger economic ties between the US and the other party to the agreement, and facilitates and encourages discussions and cooperation by setting a TIFA Council. TIFA

Councils are formed and normally meet at least once a year at top government levels to discuss ways in which trade and investment relations could be enhanced. The subjects discussed within TIFA Council meetings may range from the removal of specific trade and investment barriers to systemic issues that have affected the business environment in Moldova. Once the Council is established, specific business issues may be addressed within its meetings (ex.: Issues of discriminatory treatment and protectionism; specific taxation and custom administration issues; intellectual property rights; other issues related to business activity.).

Foreign Account Tax Compliance Act (FATCA)

AmCham is collaborating with Moldovan government representatives and the US Embassy regarding the implementation of new regulations aimed at harmonizing the domestic legal framework with Foreign Account Tax Compliance Act (FATCA) requirements.

FATCA is a new US law that requires financial institutions to file reports with the Internal Revenue Service on American taxpayers, regardless of where they are located in the world, or face punitive penalties. The rules affect banks and some other financial institutions operating in the Republic of Moldova.

AMCHAM MEMBERSHIP IN SEVERAL WORKING GROUPS

“Guillotine” Working Group

National Working Group on Regulatory Reform (otherwise called “Guillotine” Working Group) is intended to monitor and revise new regulations (draft norms elaborated by central state authorities) affecting entrepreneurial activity. Working Group acts on a permanent weekly basis and analyses on average 4-5 normative acts per sitting. The work is based on the principle of impartiality and compliance with the basic principles on regulation of entrepreneurial activity (e.g. regulatory impact assessment, etc.)

Being a member of this working group, AmCham is offered the possibility to represent members’ business interests by communicating members’ concerns directly to state authorities elaborating draft normative acts. It is also a good way to identify and in advance amend draft norms with inconsistencies, unjustified adverse effects, issues of interpretation, etc.

Overall, throughout 2013, “Guillotine” Working Group analyzed a total number of more than 200 draft documents. AmCham took an active role in this process and intends to continue this pace in 2014, thus helping member companies to create transparent, predictable and business-friendly legal framework.

Consultative Council under the Minister of Economy

Consultative Council under the Minister of Economy is an advisory body that is intended to ensure active participation of civil society and private sector in designing, implementing, monitoring and evaluating of policies pursued by the Ministry of Economy.

Consultative Council is a good opportunity for AmCham to be informed and updated about several activities / initiatives of the Ministry of Economy and on the other side to propose recommendations for particular areas of concern.

During 2013 AmCham participated in several meetings of the Council. Some of the subjects analyzed are: tax and customs policy, macroeconomic situation, ways for attraction of investments, etc.

Council of Conformity under Main Tax Inspectorate

Council of Conformity under Main Tax Inspectorate was launched in October 2012. It was launched to ensure effective cooperation with the business community, to analyze conformity measures for different sectors of economy and to motivate taxpayers for voluntary tax compliance.

Being a Council member, AmCham participates in strategic planning to increase compliance of taxpayers, comes with proposals aimed at improving tax legislation and voluntary compliance, and contributes to interactive discussions between the business community and management of the Main Tax Inspectorate.

Economic Council under Prime Minister

The Economic Council under Prime-minister is focused on facilitating the state’s interaction with the business sector, removal of constraints in business and providing a benefic environment for private sector investment both foreign and

local. The Economic Council consists of representatives of state institutions, business associates and investors, donors supporting the Moldovan private sector development and representatives of civil society.

Advisory Council under Customs Service

Advisory Council under Customs Service is a trade facilitation body, consisting of representatives of the Customs Service and representatives of associations involved in external trade. The Committee aims to promote a functional dialogue and partnership between customs and the business community and focuses on the harmonization of customs legislation and procedures with EU standards, as well as on the implementation of the best international practices in trade facilitation.

Being a member of this Committee provides not only certification of the dialogue, but also practical advantages for both sides, such as:

- Every draft decision is sent to us via e-mail and consulted, if needed;
- Trust relationships between Customs and AmCham are established so that members would become beneficiaries of different facilities;
- Exchange of information by identifying contact persons both from Customs Service and AmCham;
- Organization of joint activities including roundtables, meetings, and information events;
- Establishment of working groups on specific topics;
- Submission of monthly activity reports, statistics, and performance indicators.

Millennium Challenge Account Steering & Executive Committees

Millennium Challenge Account (MCA) is a special institution created by the Moldovan Government to implement Millennium Challenge Corporation Compact Program in Moldova.

The Compact Program is the largest assistance program ever granted to the Republic of Moldova. It was launched once the five-year economic development agreement was signed by the Government of the Republic of Moldova and U.S. Millennium Challenge Corporation (MCC) on January 22, 2010, granting \$262 million to Moldova. The Compact assistance is used for investment projects in irrigation infrastructure, high-value agricultural production, and road rehabilitation.

The involvement of AmCham Moldova in the implementation of an investment program of such a scale and value brings benefits both for MCA and AmCham Moldova. Via its suggestions, comments and ideas, the American Chamber of Commerce contributes to a successful implementation of the Compact program in Moldova.

In 2013, Mila Malairau was re-elected for the same position within MCA for another 2-year period.

This confirms AmCham professionalism, credibility, experience and consolidated economic background and positions AmCham as a valuable partner for the public sector.

National Confederation of Employers in RM

As a member of the National Confederation of Employers in Moldova (NCE), AmCham is involved in many of its activities aimed to foster policy change and establishment of a better business environment.

Together with the Confederation of Employers, AmCham was actively promoting a set of recommendations for Labor Code improvement.

As a NCE member, AmCham Moldova constantly receives for review draft normative acts with a certain impact on business activity. This gives AmCham an excellent opportunity to timely inform its members and promptly react on all legislative initiatives that may affect the business environment.

AmCham Moldova aims to add value on both the personal and professional level

Through AmCham events, we allow our members to build and strengthen the business community through effective visibility. Whether sharing relevant knowledge or gaining relevant experience, members have excellent opportunities to connect with other high level executives, diplomats and politicians in a variety of interesting settings.

Business Networking Receptions are of great success. Through these events AmCham offers a platform for AmCham Moldova members for networking, socializing, cultural integration, exchanging ideas, knowledge and just getting to know different companies or people. This is also a stage for AmCham Moldova member companies to present themselves, their products and concepts while providing insight into current market trends or business activities.

Business Breakfasts are designed to create a venue for open dialogue between the AmCham General Managers and key government decision-makers and representatives of important international or local institutions and organizations. The breakfasts present a unique occasion for AmCham members to obtain insights and gain a better grasp of future policy plans and directions of local and international leaders.

Business Development Events help members to create a format for events while presenting the company and assisting them in organizing, preparing and implementing the event. AmCham Moldova will promote the event through its Weekly Bulletin and via its website. AmCham members can benefit from AmCham Moldova's reputation, considerable influence and outstanding professionalism.

Annual General Meeting brings together all AmCham members to participate in the elections of BODs and establish the development strategy and direction of activities of AmCham for the upcoming year.

Knowledge Seminars represent a way to share and transfer valuable knowledge and expertise of our members, representing over 15 industry sectors, thus allowing AmCham to develop an educational series of events – Business Knowledge Seminars, half-day events during which one or more member companies present the expertise in their particular field of business and innovations.

Committee Meetings: Through Committees, AmCham Moldova encourages cooperation between companies within the same industry, across industries or within the same profession, enabling them to identify and address common issues, and achieve common goals.

Young Professional Program provides an opportunity for young, medium-level managers of AmCham member companies to learn directly from top business executives, and other well-known, successful people.

English Language Movie Nights is designed for AmCham members and partners, as well as for the whole English speaking community in Moldova and aims to highlight American values and culture, while bringing fun and excitement to you and your families. Within the project, AmCham is screening movies in its original English version.

Social Events provide AmCham members with a range of friendly and enjoyable events, giving them the opportunity to meet new people and share common interest.

AmCham Moldova offered numerous business and social networking opportunities in 2013:

Business Networking Events

1. Business Breakfasts – 5 events (Mayor Dorin Chirtoaca, Ambassador Moser, Ambassador Schuebel, Ambassador Tapiola, Abdoulay Seck);
2. "Welcome Back" – 2 events;
3. "Meet the Candidates" Business Cocktail;
4. AmCham Annual General Member Meeting;
5. Seminar on Doing Business with the USA in Chisinau;
6. Business Mission from Romania to Moldova;
7. Christmas Networking Reception;
8. 11 sessions within Young Professionals Program;
9. 3 informal meetings with journalists.

Social Networking Events

1. 4th of July Celebration;
2. Halloween party for kids;
3. 11 editions of English Language Movie Night.

AmCham
Events



Annual General Member Meeting

The Annual General Member Meeting is one of the most significant and awaited event at AmCham. In April, AmCham Moldova has held its 2013 Annual General Member Meeting to elect the new AmCham President & Board of Directors for one year mandate. Cristina Harea was re-elected as AmCham President by all members in attendance.

Welcome Back Networking Cocktails

AmCham members have great opportunities to build their business and social networks, share information about the latest political and economic issues impacting the business community.



Business Breakfasts

Special Guests:

- H.E. Mr. William Moser, US Ambassador to Moldova;
- Mr. Dorin Chirtoaca, Mayor of Chisinau;
- H.E. Mr. Pirkka Tapiola, Head of the European Union Delegation to Moldova;
- Mr. Abdoulaye Seck, World Bank Country Manager for Moldova;
- H.E. Mr. Matthias MEYER, Ambassador of Federal Republic of Germany to Moldova.



Doing Business with the USA Seminar

"We live in times when valuable ideas have no borders and today's seminar is one of the ways to ensure their continuous flow".

Cristina Harea,
President of AmCham Moldova

USA Independence Day

The 237th Anniversary of USA Independence was celebrated in the Republic of Moldova by the American Chamber of Commerce in Moldova. The U.S. Independence Day is more extensively marked in the Republic of Moldova. Fundamental human rights, as well as U.S. state values are celebrated on this day.



Halloween

Creativity was abound as participants came dressed as dracula, little red riding hood, witches, black cat and everything in between.



AmCham Joint Events

- Meeting with the Competition Council of Moldova;
- Workshop on Mobile Signature and its impact on doing business;
- ICT & Security Trade Mission;
- Seminar on Voluntary liquidation of a company;
- International Day Without Debts;
- US Business Mission from Romania to Moldova.



Christmas

AmCham members and partners had a wonderful opportunity to meet and celebrate the successes of AmCham Moldova in 2013. During this year, AmCham has worked closely with the Moldovan government and business leaders in a wide range of activities that include participation in legislative reforms, direct support for our member companies and much more, all of which is intended to foster a more favorable business climate in Moldova for foreign trade and investment.

English Language Movie Nights

ELMN is designed for the whole English speaking community in Moldova and aims to highlight American values and culture.



AMCHAM YOUNG PROFESSIONALS PROGRAM, 2ND GENERATION

AmCham Moldova proudly launched the 2nd edition of the Young Professionals Program in September 2013. 22 outstanding young professionals employed at 16 different AmCham member companies became part of the 2nd generation. The aim of the Program is to develop the leadership potential of the promising young professionals. The benefits of the Program include interactive workshops, trainings, lectures, meetings with top business leaders and social networking with the most important aspect being the easy integration into the AmCham Moldovan business environment.

Young Professionals – 2nd Generation

- | | |
|----------------------------------|--|
| 1. Eugen Mitcul, Avon | 13. Irina Frunza, Moldcell |
| 2. Diana Zavzeatii, Bemol | 14. Eugenia Grosu, Moldcell |
| 3. Valentina Acciu, Coca-Cola | 15. Ludmila Simionel, Orange |
| 4. Andrei Bujnita, Coca-Cola | 16. Voicu Zavadschi, Orange |
| 5. Elena Barbaros, Comertbank | 17. Marina Obreja, Pedersen & Partners |
| 6. Andrei Grecu, Draexlmaier | 18. Victoria Garciu, Petrom |
| 7. Iulian Iabanji, Draexlmaier | 19. Tatiana Prutean, Petrom |
| 8. Olga Postica, Express Leasing | 20. Ala Calmatui, Prime Capital |
| 9. Elena Kishkina, JTI | 21. Constantin Barbaros, PwC |
| 10. Natalia Cleastornaia, JTI | 22. Olga Saveliev, Turcan Cazac Law Firm |
| 11. Larisa Belenikaia, Mary Kay | |
| 12. Svetlana Gaina, Microinvest | |

“Today’s Leaders for Tomorrow’s Leaders”

The main purpose of this series is to provide an opportunity for participants to learn directly from top business executives. The focus is on how CEOs achieved their success and the advice a CEO would offer to the younger generations as future leaders in their career development. Through the series “Today’s Leaders for Tomorrow’s Leaders”, AmCham intends to build a strong relationship with the young professionals and provide a platform for senior leaders to meet the new generation, so that both parties can benefit from this opportunity in the long run.

AmCham Moldova would like to take the opportunity to thank all speakers who accepted our invitation and shared their valuable experience and knowledge to the program participants.

Cristina Harea, Investment Director, Horizon Capital Asdvisors; **Allan Loudon**, Director of Graduate Studies, Wake Forest University, USA; **Veaceslav Mirza**, CEO, Incaso; **Alexandru Bordea**, Trainer, Evenda; **Ludmila Andronic**, Corporate Affairs Director, Efes Vitanta Moldova Brewery; **Ion Sturza**, former Prime-minister of RM.

Program Sponsors



Program Partner



Young Professionals Program

Thanks to our speakers, we succeeded in covering the following topics this year:

Critical Thinking and Communication; Leadership & Managerial Skills; Public Speaking; PR and Communication as the most Important Keys to Leadership Success; Speech Writing, Leadership & Motivation.

Independent Auditor's Report

to the members of the American Chamber of Commerce in Moldova

The responsibilities of the AmCham management for the financial statements

We have audited the financial statements of the American Chamber of Commerce in Moldova (AmCham), which comprises the balance sheet as at 31 December 2013, and the income statement, the statement of changes in equity and the statement of cash flow for the financial year that ended.

AmCham management is responsible for keeping and presenting accurately the financial statements in accordance with the current National Standards on Accounting. The responsibility implies establishing, implementing and keeping the necessary level of internal control, which is important in drawing up and presenting the financial statements completely, without any material misstatements caused by frauds, errors or omissions, selecting and applying an appropriate accounting policy, making estimations of accounting data adequate to the circumstances.

Auditor's responsibility

Our responsibility is to express an opinion on these financial statements, based on our audit. We conducted our audit in accordance with the National Standards on Auditing. These standards require that we respect the ethic requirements, plan and perform the audit to obtain a reasonable assurance about whether the financial statements are free of material misstatements.

An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. The selected procedures depend on the auditor's professional judgment, including evaluation of the risk of significant misstatements in the financial reports, caused by frauds, errors or omissions. An audit also includes assessing the accounting principles used and significant estimates made by AmCham management, as well as evaluating the overall financial statements presentation. We believe that our audit provides a reasonable basis for our opinion.

Auditor's Opinion

In our opinion, the financial statements of the Association present fairly, in all material respects, the financial position of the American Chamber of Commerce in Moldova as of December 31, 2013, in compliance with the National Standards on Accounting, current legislative, governmental and normative documents, as well as statutory regulations.

The presented financial statements are meant to disclose the financial position and the results of the Association's operations and, in our opinion, do not contain significant errors.

Other aspects

This report is made solely for the AmCham members as a body. In the same time, the present report is not restricted to be sent to other recipients, periodicals and other mass-media bodies, with the agreement of the Association.

"First Audit International"
Chişinău, Republic of Moldova
April 30, 2014

INCOME – EXPENSES REPORT AS OF DECEMBER 31st, 2013

All figures in USD

Year 2013

Opening Balance **14366**

Incomes

From Membership	146536
From Sponsorship	30177
Total Income	176713

Expenses

Program Expenses	
Advocacy & Lobbying	40524
Business & Social Networking	36035
Member Support & Services	18372
Promotion of Moldova abroad & Investment Attraction	2904
Total Program Expenses	97835
Administrative & Operating Expenses	
Professional Services	15163
Occupancy	26773
Travel & Meetings	5969
Office Expenses	23356
Total Administrative & Operating Expenses	71261
Total Expenses	169096

Closing Balance **21983**

BUSINESS VISA PROGRAM



The Business Visa Program is designed to support bilateral trade and investment between the United States of America and the Republic of Moldova, and to facilitate visa processing for business travelers while maintaining the highest visa security standards possible.

Direct employees of AmCham member companies who are traveling to do legitimate company business are eligible for expedited visa interviews at a time reserved for AmCham Moldova members. Generally speaking, the interview time is much shorter than a normal visa interview and AmCham Business Visa Program beneficiaries usually have a much higher rate of acceptance for their applications.

This service is offered to the following individuals:

- Business Visa: Only to the direct full-time employees of AmCham member companies;
- Business/Travel Visa: Only to the AmCham member companies' CEOs and their immediate family.

In 2013, thanks to our excellent cooperation with the US Embassy in Moldova, all AmCham members who applied for a visa via AmCham Moldova Business Visa Program received it successfully.

The Consular Department encourages companies to plan ahead and to obtain visas in advance for staff who may have a future need to travel.

**Membership
Programs**

MEMBER DISCOUNT PROGRAM

The Member Discount Program is a great reminder of the tangible day to day benefits of AmCham membership and provides each member with a great opportunity to offset the cost of their membership fee. It is designed to provide members with discounts on products and services that are useful to businesses and their employees.



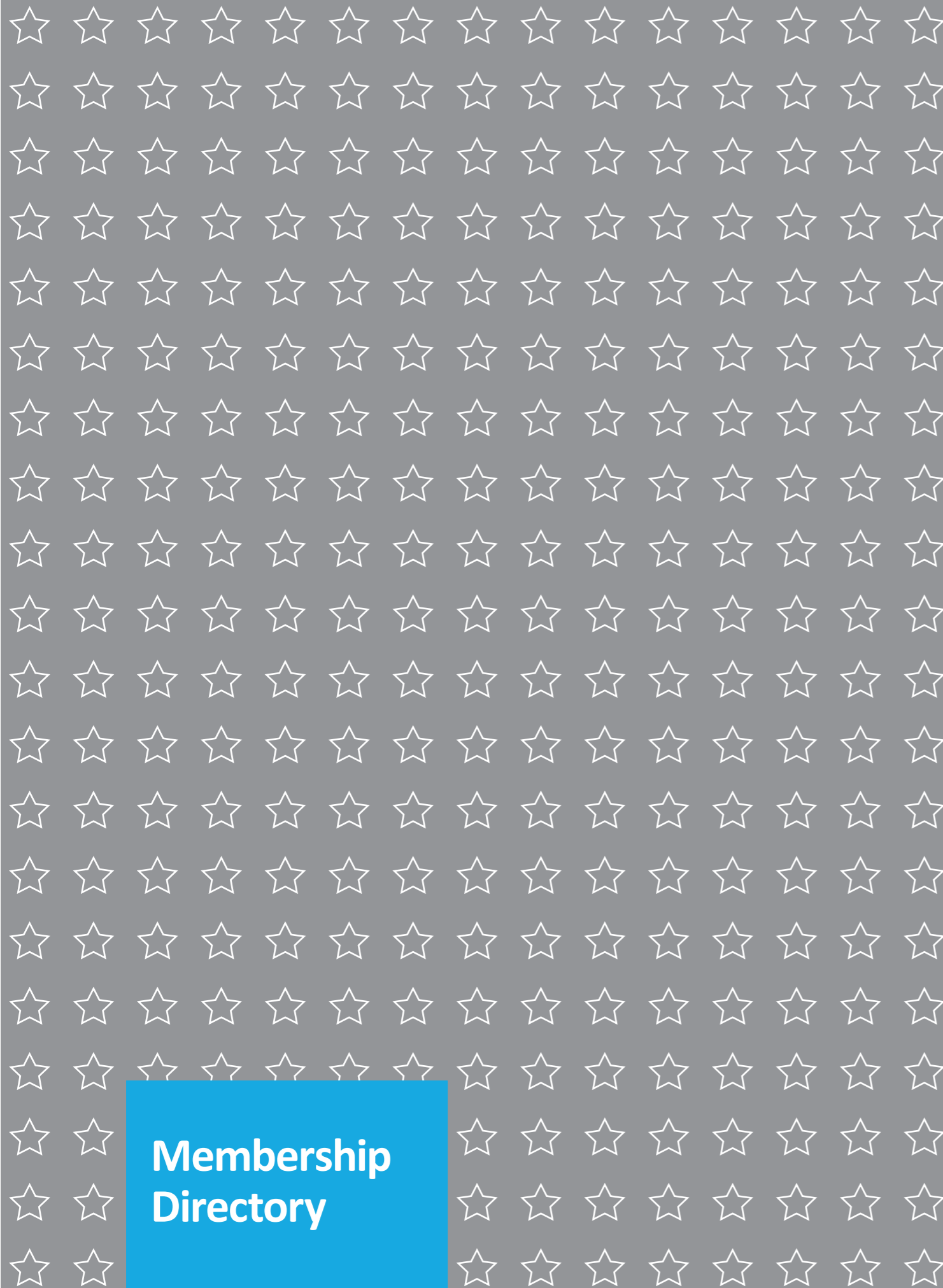
Take advantage of discounts on goods and services ranging from business to entertainment. Look for "This place offers discount for AmCham members" sticker to take full advantage of the American Chamber of Commerce in Moldova "Member Discount Program".

All AmCham members are encouraged to offer their own Member Discount for their company!

<p>LEGAL, CONSULTING & AUDIT</p>	<p>COURIER SERVICES & RELOCATIONS</p>	<p>SPA & BEAUTY</p>
<p>HOTELS</p>	<p>IT & COMPUTERS</p>	
<p>PR & COMMUNICATION</p>	<p>GAS STATIONS</p>	<p>TRAINING</p>
<p>STORES</p>		
<p>RESTAURANTS</p>		
<p>HEALTHCARE</p>	<p>TOURISM</p>	<p>OFFICE SUPPLIES</p>

"VISIT EUROPE" TRAVEL GUIDE

"Visit Europe" is a bi-monthly online regional tourism guide where AmCham Moldova members can highlight their businesses, upcoming events, and special offers through the regional AmCham network. "Visit Europe" highlights upcoming events and features special offers to members of AmChams in the region.



Membership Directory



Abbott Products

Pharmaceuticals/Cosmetics

Tel: (+373 22) 228 410

Fax: (+373 22) 228 723

Email: victor.rotaru@abbott.com

Address: 40, S. Lazo St, 7th floor, MD-2004, Chisinau, Moldova

Web: www.abbott.com

Country Manager: Victor Rotaru

Activity: Abbott is a Brand Company with a 125-Year History.

Abbott is a global, broad-based health care company devoted to discovering new medicines, new technologies and new ways to manage health. The products span the continuum of care, from nutritional products and laboratory diagnostics through medical devices and pharmaceutical therapies. Abbott comprehensive line of products encircles life itself –addressing important health needs from infancy to the golden years. Abbott is working to help people in their quest for a healthy lifestyle. Following this path for over a century, Abbott provides a significant contribution to health protection by actively and faithfully putting into practice the latest scientific achievements.

The head office is located in Chicago, USA. The company's products are available in more than 130 countries and it has more than 90,000 employees all over the world.

In 2010, Solvay Pharmaceuticals has entered into Abbott. The combination of the two companies' achievements in different fields of medicine, offers great opportunities to improve the level of patient care all over the world.

In 2010, Abbott took first place in the top list of the world's most respected companies in the pharmaceutical industry according to FORTUNE magazine and 80th place in the top list of FORTUNE 500.



Tel: (+373 22) 279 323

Fax: (+373 22) 279 337

Email: office@aci.md

Address: 65, Stefan cel Mare Blvd, of. 806, Chisinau, Moldova

Web: http://www.aci.md

Managing Attorney: Cristina Martin

Activity: ACI Partners is a dynamically growing Moldovan law firm with an expanding network of partners throughout Europe. ACI Partners was established by separation of the legal business from Ernst & Young Moldova and as such it draws from the latter's long-acknowledged ability to offer competent advice. ACI Partners' business strategy is to deliver a solid and reliable service, which the clients may turn to whenever they need. To reach this goal, ACI Partners employs a personalized approach to each client, showing a genuine respect for their values and unqualified commitment to their interests and needs, steadily investing in knowledge and data management and ensuring a working environment consistent with their clients' quality demands and high expectations.



Tel: (+373 22) 290 290

Fax: (+373 22) 276 671

Email: info@alo.md

Address: 84, Mitropolit Varlaam St, MD-2001, Chisinau, Moldova

Web: www.alo.md

General Director: Orcun Akcinar

Activity: ALO Company was founded in 2001 to act on GSM trade field. From the beginning, it became the first official Moldcell distributor in Moldova. The collaboration between ALO and Moldcell has proved to be successful based on trust, professionalism and oriented to prosperity.

In 2010, the network was nominated for the best brand of the year in the category – "Household Appliances, Computers and Mobile Phones" by Best Brand of the Year – people's choice MOLDOVA (www.bestbrand.md). One year later, ALO was appreciated by MPP Consulting (Kiev, Ukraine) and FEIRA GRUP (Chisinau, Moldova) in their analytical study – TOP 50 Moldovan Brands. Also, the CEO, Orcun Akcinar, was nominated by VIP Magazin in Top 10 Best Foreign Businessmen in Moldova.



Avon Moldova

Pharmaceuticals/Cosmetics

Tel: (+373 22) 267 676

Fax: (+373 22) 270 142

Email: repsmoldova@avon.com

Address: 65, Stefan cel Mare Blvd, 500 of. MD-2001, Chisinau, Moldova

Web: www.avon.md

CEO: Roxana Popescu

Activity: AVON is the world's leader in direct sales cosmetics that has sales of over \$10 billion and over 45,000 employees. It is a company for women with a presence in over 100 countries, on all continents, and with over 6.2 million representatives.

Avon began its "conquest" in Moldova in 2001 and after over 10 successful years of activity it has become the leading company in the direct sales segment.

AVON is a business that offers a rich diversity of products, gives the chance to make extra earnings and is involved in social campaigns that concern the issues of the 21st century woman. Since 2005, Avon has invested approximately \$65,000 USD in social responsibility projects.

In 2011, Avon Moldova regained its leadership position on the market by being the first choice for women in this country.



Tel: (+373 22) 233 003
Fax: (+373 22) 234 044
Email: info@bakertillyklitou.md
Address: 65, Stefan cel Mare Blvd, of. 507, MD-2001, Chisinau, Moldova
Web: www.bakertillyklitou.md
Manager: Andrei Stan

Activity: Baker Tilly Klitou (operating as Baker Tilly) is a leading firm of auditors, accountants and business advisors. Member of Baker Tilly International, 8th largest Accountancy Networks, it provides premier accountancy, assurance, tax and specialist business advice, drawing on internationally recognized industry and service line experts in 131 countries.

Baker Tilly Klitou operates through offices in Nicosia, Limassol and Larnaca in Cyprus, Bucharest in Romania, Sofia in Bulgaria and Chisinau in Moldova.

15 partners and more than 200 people offer services of the highest standards to more than 3,500 businesses operating both nationally and internationally.

Baker Tilly has been operating in Moldova since 2007 and is currently among the top 5 International accountancy firms. It employs more than 15 professionals and it is recognized as an ACCA Platinum employer.

Baker Tilly in Moldova provides a comprehensive package of professional services, such as: audit of the financial statements, internal audit, outsourced accounting, tax advisory and corporate finance services.

Baker Tilly Moldova has extensive experience in the audit of public entities, internationally financed companies and medium-to-large Moldovan owned Companies.



Tel: (+373 22) 265 000, 852 000
Fax: (+373 22) 265 002, 852 002
Info BCR Chisinau: 0 800 22 227, (+373 22) 265 555, 852 555
Email: office@bcr.md
Address: 60/2, A. Puskin St, MD-2005, Chisinau, Moldova
Web: www.bcr.md
CEO: Juan Luis Martin Ortigosa

Activity: Banca Comercială Română Chișinău S.A. is a universal commercial bank, established in the Republic of Moldova on October 22, 1998. The single shareholder of the bank is BCR SA, the leading banking organization in Romania; member of Erste Group, one of the largest financial providers in Central and Eastern Europe.



Tel: (+373 22) 854 028
Fax: (+373 22) 854 027
Email: elena.armasu@bayer.com
Address: 196, Stefan cel Mare Blvd., 3rd floor, MD-2004, Chisinau, Moldova
Web: www.bayerscheringpharma.md
CEO: Elena Armasu

Activity: Bayer HealthCare is one of the world's leading, innovative companies in the healthcare and medical products industry and its aim is to discover and manufacture products that will improve human health worldwide. The company combines the global activities of four divisions including Consumer Care (OTC medications and nutritional supplements) and Pharmaceuticals (prescription medicines).

Bayer Consumer Care currently ranks among the top consumer health care companies in the world. It operates with a portfolio of more than 170 consumer health care products including some of the world's best-known and most trusted over-the-counter medications (ex Bayer Aspirin) and nutritional supplements.

Bayer HealthCare Pharmaceuticals is one of the ten largest specialty pharmaceutical companies in the world. It aims to improve people's quality of life with its products. To achieve this, Bayer HealthCare Pharmaceuticals concentrates on the research and development of innovative drugs and novel therapeutic approaches. At the same time, it is constantly improving established products. Bayer HealthCare Pharmaceuticals concentrates on four business areas, in which it makes essential contributions to medical progress: Diagnostic Imaging, General Medicine, Specialty Medicine and Women's Healthcare.

"Science for a better life" is Bayer mission.



Tel: (+373 22) 602 363
Fax: (+373 22) 602 351
Email: office@bdo.md
Address: 36, Petru Rareș St, 140 of., MD-2005, Chisinau, Moldova
Web: www.bdo.md
CEO: Nelea Moraru

Activity: BDO Audit & Consulting has been operating since 2011. BDO offers challenging, ethical and practical advice to its clients, through a vast range of services: audit, accounting, tax and legal, business advisory, restructuring and system integration. The distinctive reputation for client proximity is built upon BDO's commitment to all their stakeholders.

As a Member Firm of BDO, the fifth largest accountancy network in the world, its services incorporate the requirements of professional standards and the expertise of a network with over 54,000 professionals operating through 1,204 offices in 138 countries.



Tel: (+373 22) 214 156
Fax: (+373 22) 854 605
Email: office@bdr.md
Address: 202, Stefan cel Mare Blvd, Business Center Kentford, MD-2004, Chisinau, Moldova
Web: www.bdr.ro

President and Chief Executive Officer: Cătălina Stan

Manager of the Representative Office: Svetlana Japalău

Activity: BDR Associates Communication is a leading public relations and strategic communication agency in Romania incorporated in 1995. BDR Associates is the first Romanian agency in the field of strategic communication and public relations extending its activity in the Republic of Moldova starting in 2002. In 2003, BDR Associates Communication Group officially became a Hill & Knowlton associate. BDR Associate has a strong team of local and international expertise. The agency's portfolio includes major clients among multinational and Romanian companies, international bodies and governmental institutions, both in Romania and the Republic of Moldova.

The agency's company profile exhibits a wide range of PR and strategic communication services such as the creation of communication strategies and implementation of research-based communication campaigns aiming at increasing public awareness, informing and educating multiple target audiences, changing attitudes and including behavior development of corporate communication strategies, media relations, and crisis situations management.



Tel: (+373 22) 293 491
Fax: (+373 22) 292 855
Email: info@bemol.md
Address: 2/2, Mihai Viteazul St, MD-2004, Chisinau, Moldova
Web: www.bemol.md

General Director: Radko Stamenov

Activity: ICS BEMOL RETAIL SRL is the owner and operator of the BEMOL petrol station network in the Republic of Moldova. In December 2007, BEMOL opened its first petrol station and has since expanded its network to 53 stations throughout the Republic of Moldova. BEMOL's activities range from the sale of oil products to the operation of carwash centers and convenience stores at its petrol stations. Since the start of its operations, BEMOL created over 1,200 permanent jobs in the Republic of Moldova. BEMOL is an affiliated company of Danube Logistics, the owner and operator of Giurgiulești International Free Port (see http://www.gifp.md), and a wholly owned subsidiary of the Dutch Company EASEUR Holding BV.



Tel: (+373 22) 260 202
Fax: (+373 22) 277 244
Email: info@hotelflowers.md
Address: 7, N. Anestiade St, MD- 2001, Chisinau, Moldova
Web: www.hotelflowers.md
CEO: Serghei Calughin

Activity: The Best Western Plus Flowers Hotel is the first international hotel chain in Moldova. It is situated in the downtown of Chisinau city. The hotel has 40 rooms, 2 meeting rooms, fitness center, sauna, business center, restaurant, lobby bar, parking lot, 24/7 reception service. The rooms and the hotel services are ideally suitable for business and leisure travelers.

Booz | Allen | Hamilton



Tel: (+373 22) 815 847/815 848/815 849
Fax: (+373 22) 815 850
Email: Captilov_Olga@bah.com
Address: 63, Vlaicu Pîrcalab St, MD-2028, Chisinau, Moldova
Web: www.boozallen.com

Moldova Office Director: Jen Braswell

Activity: Booz Allen Hamilton has been at the forefront of strategy and technology consulting for nearly a century. Today, Booz Allen is a leading provider of management and technology consulting services to major corporations, institutions, and not-for-profit organizations. In the commercial sector, the firm focuses on leveraging its existing expertise for clients in the financial services, healthcare, and energy markets, and to international clients in Eurasia and the Middle East. Booz Allen offers clients deep functional knowledge spanning strategy and organization, engineering and operations, technology, and analytics—which it combines with specialized expertise in clients' mission and domain areas to help solve their toughest problems.

The firm's management consulting heritage is the basis for its unique collaborative culture and operating model, enabling Booz Allen to anticipate needs and opportunities, rapidly deploy talent and resources, and deliver enduring results. By combining a consultant's problem-solving orientation with deep technical knowledge and strong execution, Booz Allen helps clients achieve success in their most critical missions—as evidenced by the firm's many client relationships that span decades. Booz Allen helps shape thinking and prepares both governments and industry for future developments in areas of global importance, including trade expansion, energy, cyber security, healthcare, and economic growth.

Booz Allen's headquarters is in McLean, Virginia; the firm employs more than 25,000 people, and earned revenues of \$5.59 billion for the year ending on March 31, 2011. Fortune has named Booz Allen one of its "100 Best Companies to Work For" for seven consecutive years. Working Mother has ranked the firm among its "100 Best Companies for Working Mothers" annually since 1999.

Booz Allen opened its corporate office in Moldova in 2010, and is committed to a long-term, fruitful tenure as part of the business community in Moldova.



British American Tobacco - Moldova

Consumer Goods

Tel: (+373 22) 855 355

Fax: (+373 22) 855 356

Email: bat_moldova@starnet.md

Address: 65, Stefan cel Mare Blvd, 4 floor, 416 of., MD-2001, Chisinau, Moldova

Web: www.bat.com

CORA & Legal Manager: Radu Vrabie

Activity: British American Tobacco (BAT) was formed in 1902, as a joint venture between the Imperial Tobacco Company of the UK and the American Tobacco Company.

Despite its name, derived from the home bases of its two founding companies, British American Tobacco was established to trade outside both the UK and the USA, and grew from its roots in dozens of countries across Africa, Asia, Latin America and continental Europe.

BAT is the world's second largest quoted tobacco group by global market share, with brands sold in more than 180 markets. With over 300 brands in its portfolio, BAT makes the cigarette chosen by one in six of the world's one billion adult smokers. BAT has also been test-marketing Swedish-style snus, a smokeless tobacco product that has been acknowledged by several independent health experts to be at least 90 percent less harmful than smoking traditional cigarettes.

BTA - 28

BTA 28 Calarasi

Logistics and Transport

Tel: (+373 24) 493 604

Fax: (+373 24) 493 604

Email: alexaoleg@gmail.com

Address: 238, Alexandru cel Bun St, MD-4404, Calarasi, Moldova

General Director: Oleg Alexa

Activity: The Joint-Stock Company: „The Auto Transport Base 28,, (SA „BTA-28,,), based in Calarasi, was founded in 1962 as a state company. Its aim was to perform services of auto transport of passengers and cargo. This company was directly ruled by the Ministry of Transport of the former MSSR. In 1994, the industry in Joint-Stock Company was reorganized. The state kept approximately 27% from the packet of shares and the remainder was distributed during the privatization process. In 2003, the State put up for sale the rest of the packet of shares, therefore, the company has been completely privatized. Today, JSC „BTA-28,, represents a company that has the license to transport passengers in public utilities, being the largest provider of intercity bus transportation. The company serves the majority of the regular routes in the Calarasi district providing safe, enjoyable and affordable travel.



Tel: (+373 22) 238 460

Fax: (+373 22) 238 168

Email: Moldova@slavutich.com

Address: 57/1, Banulescu Bodoni St, 418 of., MD-2005, Chisinau, Moldova

Web: www.carlsberggroup.com

CEO: Vitalii Zavali

Activity: Carlsberg is the world's fourth largest brewery group. The Group employs 41,000 people and is characterised by a high degree of diversity of brands, markets, and cultures. Carlsberg's activities are focused on markets where the Group has the strength and the right products to secure a leading position. Due to the variation of the markets, the contribution to growth, earnings and development within the Group differs, both at present and in the longer-term projections. Against this background, the Group has defined its ambition: to be the fastest growing global beer company - measured in terms of average organic growth in net sales and growth in operating profit over a three year period. In countries where Carlsberg has no breweries, the Group sells its products through export and licensing agreements. It aims to establish and develop strong market positions for its international premium brands through dynamic partnerships with licensing, export and duty-free partners around the world. The Carlsberg beer portfolio includes more than 500 brands. They vary significantly in volume, price, target audience and geographic penetration. The brand portfolio includes the well-known international premium brands which are also sold in Moldova such as Carlsberg, Tuborg, Baltika, Holsten, Corona, Kronenbourg 1664 and strong local brands such as Slavutich, Lvivske, Zhigulevskoe, Bolshaya Kruzha, Kvas Taras. ICS "Carlsberg" SRL is branch of the Ukrainian company Slavutich, Carlsberg Group.



Chamber of Commerce and Industry of the Republic of Moldova

Tel: (+373 22) 221 552

Fax: (+373 22) 234 425

Email: camera@chamber.md

Address: 151, Stefan cel Mare Blvd, MD-2004, Chisinau, Moldova

Web: www.chamber.md

President: Gheorghe Cucu

Activity: Chamber of Commerce and Industry (CCI RM) is a non-governmental, autonomous and independent organization which represents the common concerns of entrepreneurs in the Republic of Moldova. The Chamber is a legal person under public law and, as such, is supported by the State.

Since 1991, Chamber of Commerce and Industry of the Republic of Moldova has become independent.

The major objective of the CCI RM is to create a business community and environment in society as well as to represent the concerns of its members in the system of external economic relations of the Republic of Moldova and in relations of the members with governmental authorities and foreign business circles.



Tel: (+373 22) 839 900

Fax: (+373 22) 839 920

Email: info@ceed.md

Address: 29, Sfatul Tarii St, "Le Roi", 5 th floor, MD-2012, Chisinau, Moldova

Web: www.chemonics.com; www.ceed.md

Director: Doina Nistor

Activity: Chemonics International is an international development consulting firm that designs and implements projects in private sector development, democracy and governance, financial services, health, environmental management, conflict and disaster management, and agriculture. Chemonics is implementing three projects in the Republic of Moldova on behalf of the United States Agency for International Development (USAID). The Competitiveness Enhancement and Enterprise Development II (CEED II) project (December 2010-December 2014) helps enterprises in targeted industries – apparel, fashion accessories, home furnishings, information technology, tourism, and wine industries – to increase sales and investment. The Local Government Support Project (LGSP, February 2012-February 2016) strengthens the capacity of local public authorities. And the Business Regulatory, Investment, and Trade Environment (BRITE) project (June 2012-June 2016) improves the business enabling environment by achieving specific and measurable reforms in the areas of greatest concern to the business community and by building capacity of public officials, the business community, and other stakeholders to implement reform initiatives.



Coca-Cola Bottlers Chisinau

Soft Drinks

Tel: (+373 22) 471 040 / 471 701

Fax: (+373 22) 472 489

Address: 42, Industrialia St, MD-2023, Chisinau, Moldova

Web: www.coca-colahellenic.com

General Manager: Traian Nechifor

Activity: Coca-Cola HBC is one of the largest bottlers of non-alcoholic beverages in Europe. Operating in 28 countries with a total population of more than 550 million,

Coca-Cola HBC was created in August, 2000 with the merger of the Athens-based Hellenic Bottling Company S.A. with Coca-Cola Beverages plc.

Coca-Cola HBC's product line includes carbonated (CSD) and non-carbonated (non-CSD) soft drinks, juices, water, sports and energy drinks, and ready-to-drink beverages such as teas and coffees.

With a geographical range that stretches from the Republic of Ireland to the eastern-most parts of Russia, and from Estonia to Nigeria, Coca-Cola HBC is focused on meeting the demands and local tastes and cultures of all of its markets.

The key ingredient in the company's performance is the commitment, enthusiasm and total dedication of every management member and of the more than 41,000 Coca-Cola HBC employees. Coca-Cola HBC is committed to cultivating a diverse, rewarding culture that encourages people to develop to their fullest potential.



Tel: (+373 22) 839 839

Fax: (+373 22) 839 840

Email: secretary@comertbank.md

Address: 1/1, Independentei St, MD-2043, Chisinau, Moldova

Web: ww.comertbank.md

President: Serghei Cartasov

Activity: CB "COMERTBANK" JSC offers a full line of banking products and financial services in the Republic of Moldova. The main focus of the banking activity is corporate business servicing. The bank strives to deal with companies, their owners and managers, who are focused on successful development, socially and financially responsible, and who perfectly comply with their obligations and legal requirements. Among the bank clients, there are representatives of various business sectors: industrial, investment, pharmaceutical, agricultural and commercial enterprises.

The bank expands its cooperation with foreign partners. The existence of correspondent relations with foreign banks permits to execute rapidly and qualitatively international payments for bank clients.

Steady growth of the bank's opportunities is based on the bank's development strategy, adopted by the shareholders, who for the last 5 years have been directed all of the profit to the development and improvement of the bank.

Comertbank positions itself as a modern bank with a large network, oriented to collaborate with small and medium corporate business, able to provide a wide range of high technology services to modern technologies related to banking cards, electronic money, telebanking and web-site banking.

The effectiveness of the bank's activity is achieved first of all by means of managerial competence and high qualification of the staff. Perfection of technical equipment of the bank, as well as development of new informational technologies, permits to expand the range of services and to carry out client servicing at a high level. As a result, the continuing improvement of service quality and optimization of internal business processes and technologies give to Comertbank a clear perspective of development and success.



Tel: (+373 22) 843 555

Fax: (+373 22) 468 966

Email: salut@creditrapiid.md

Address: 1, Socoleni St, MD-2020, Chisinau, Moldova

Web: www.creditrapiid.md

General Director: Serghei Zbanca

Activity: Credit Rapid is a financial non-banking institution specialized in providing consumer loans for acquisition of household goods, new and used cars and loans for personal needs.

Credit Rapid is the first financial company in the Republic of Moldova providing loan decisions within one hour.

The Credit Rapid team has successfully managed to change the financing process from stressful, long and complicated into a simple, fast and easy procedure.

DAAC Hermes

DAAC Hermes

Automotive and Suppliers

Tel: (+373 22) 509 400

Fax: (+373 22) 509 412

Email: info@daac.md

Address: 10, Calea Iesilor St, MD-2069, Chisinau, Moldova

Web: www.daac.md

President: Vasili Chirtoca

Activity: DAAC Hermes is the official dealer, or representative, of famous car brands such as Land Rover, Volvo, Jaguar, Skoda, Ford, Mazda, Citroen, Renault, Dacia, Nissan, and Suzuki. It provides a broad range of high-quality car sales and maintenance service: leasing and credit purchase, warranty and post-warranty service, trade-in, etc. Presently, the company is the top leader in the industry, consisting of 50% of the market.



Danube Logistics, Giurgiulesti International Free Port

Logistic Services, Free Economic Zone

Tel: (+373 22) 999 225

Fax: (+373 22) 999 226

Email: info@danlog.md

Address: 66, A. Bernardazzi St, of. A, 4th floor, Europa Business Centre, Chisinau, MD-2009, Moldova

Web: www.gifp.md

Director: Ala Aydov

Chairman: Thomas Moser

Activity: Giurgiulesti International Free Ports' (GIFP) entire 120 ha territory has a status of a free economic zone and consists of an oil product terminal, a grain terminal as well as a general cargo and container terminal including a RoRo ramp (start of operation by September 2011). Due to its location on the Lower Danube with available water depths of up to 7 meters, GIFP is capable of receiving both inland and sea-going vessels. Against this background, the GIFP serves its clients as:

- the only direct sea/river-borne transshipment and distribution point to and from the Republic of Moldova;
- a regional logistics hub on the border of the EU with access to road, European and Russian railway, river, sea;
- an excellent business location, because of its strategic location, tri-modal transport infrastructure, low cost environment and a unique customs and tax regime.

Deloitte.

Deloitte

Audit/Consulting

Tel: (+373 22) 270 310

Fax: (+373 22) 270 311

Email: moldova@deloittece.com

Address: 65, Stefan cel Mare Blvd, 300 of., MD-2004, Chisinau, Moldova

Web: www.deloitte.com

Manager: Irina Litra

Activity: Deloitte is one of the fastest-growing professional services organizations, providing a full range of services. The Moldovan operations are under the responsibilities of the Romanian Office Managing Partner. Deloitte, in Central Europe, spans 16 countries but operates as a single entity. It employs more than 2,000 people and has an annual turnover of more than \$130 million. Deloitte's integration has allowed it to manage its services regionally and deliver locally. Understanding of local markets, coupled with the wealth of global resources and best practices Deloitte has at its disposal, makes it the firm of choice for national or multinational companies doing business in Moldova.



DHL Moldova

International Express Mail Service

Tel: (+373 22) 60 55 20/ 22 80 02

Fax: (+373 22) 60 55 21

Email: kivstn@dhl.com

Address: 18/5, Cuza-Voda St, MD-2060, Chisinau, Moldova

Web: www.dhl.com

CEO: Nikolay Artyomenco

Activity: DHL is part of Deutsche Post DHL. DHL commits its expertise in international express, air and ocean freight, road transportation, contracts, logistics and international mail services to its customers. DHL has a global network composed of more than 220 countries and territories and more than 300,000 employees.

Dräxlmaier

DRA Draexlmaier Automotive

Automotive and suppliers

Tel: (+373 231) 53 400

Fax: (+373 231) 53 460

Email: dra.md@draexlmaier.de

Address: 86, Dovator St, Balti, MD-3102, Moldova

Web: www.draexlmaier.de

President: Peter Hilbert

Activity: The Dräxlmaier Group is a globally operating family-owned company, with its headquarters in Vilsbiburg, Germany. Since it was founded in 1958, the company has developed and manufactured modern wiring harness systems, exclusive interiors and central electrical and electronic components, with a clear focus on the premium automotive segment. With approximately 45,000 employees worldwide, the Dräxlmaier Group is among the largest family-owned companies in Germany.

We are one of the top 100 automotive suppliers in the world. With our automotive expertise, we contribute toward making cars safer, more comfortable and more energy-efficient in the future. Our outstanding innovative strength and development expertise has been acknowledged many times with international awards and honors. At the same time, we are regularly named among the top automotive employers.



East Europe Foundation

Non-Profit

Tel: (+373 22) 235 343/ 548 102

Fax: (+373 22) 542 338

Email: info@eef.md

Address: 98, 31 August 1989 St, 3rd floor, MD-2004, Chisinau, Moldova

Web: www.eef.md

President: Sorin Mereacre

Activity: The „East Europe Foundation” is a non-profit, non-political, public interest organization established as a foundation in accordance with the Constitution of the Republic of Moldova, the Law on Foundations and other laws. The sole founder of the Foundation is a non-governmental organization – the non-profit organization Eurasia Foundation, Washington, D.C. (USA). EEF continues building democratic systems in Moldova, empowering Moldovan citizens and fostering sustainable development through education, technical assistance and grant programs that promote civil society development, strengthen media, enhance good governance and build economic prosperity.



Tel: (+373 22) 801 500

Fax: (+37322) 801 513

Email: office@easycredit.md

Address: 49/4 Tighina St, MD-2001, Chisinau, Moldova

Web: www.ecredit.md

General Director: Victor Gamart

Activity: Easy Credit was founded in Moldova on September 2005. Currently, the company has its main office in Chisinau and one branch in Balti, 15 regional commercial representatives and a many partners.

The company's purpose is to provide flexible consumer loans and retail services.



Efes Vitanta Moldova Brewery

Beverages

Tel: (+373 22) 885 201

Fax: (+37322) 410 103

Email: info@efes.md/info@vitanta.com

Address: 167, Uzinelor St, MD-2023, Chisinau, Moldova

Web: www.berechisinau.md

General Manager: Kamil Yazici

Activity: EFES VITANTA MOLDOVA BREWERY (EVMB) is a member of EFES BEVERAGE GROUP and is the biggest brewery in the country, with brewing traditions since 1873. The portfolio of the company includes the following beer brands: Local-Chisinau with its extensions (Blondă, Aurie Originală, Draft, Draft Mild, Specială Tare), Foreign-Efes, Stary Melnik, Sokol, Belyi Medvedi, Heineken, Warsteiner.

The majority of the brands are produced within EVM Brewery. The Efes Pilsener which is produced by EVMB is exported to Romania since 2008.



Ernst & Young
Assurance Services/Tax Services/Advisory Services

Tel: (+373 22) 214 040
Fax: (+373 22) 214 044
Email: ey.office@md.ey.com
Address: 51, Alexandru cel Bun St, MD-2012, Chisinau, Moldova
Web: www.ey.com
Director: Alexandru Sipitca

Activity: Recognizing the importance of the Republic of Moldova, Ernst & Young opened its office in Chisinau in 2001. Its professionals consist of certified auditors, fiscal experts and specialists in transactions that create integrated teams to solve the complex issues the clients are facing. Each of its clients demands unquestioned expertise of audit, tax, IT, transaction and related services in areas where they operate. Considering the size and the clients served, Ernst & Young demonstrates its leading position on the Moldovan market.



Express Leasing
Financial Institutions

Tel: (+373 22) 801 662
Fax: (+373 22) 329 706/801 611
Email: info@expressleasing.md
Address: 20, Moscova Blvd, MD-2045, Chisinau, Moldova
Web: www.expressleasing.md
General Director: Sergiu Roșca

Activity: Express Leasing began its leasing activity in 2004, shortly becoming one of the top leaders on the market. The company's main activity is financial leasing for products such as cars, trucks, industrial and agricultural machines. Besides financial leasing, the company also provides lending services for small enterprises.



Tel: (+373 22) 269 900
Fax: (+373 22) 237 308
Email: fincom@fincombank.com
Address: 26, A. Puskin St, MD-2012, Chisinau, Moldova
Web: www.fincombank.com

Chairman of Managing Board: Victor Khvorostovsky

Activity: FinComBank was established in July 1993 as a joint-stock company. Today it is a well-positioned, highly profitable mid-sized bank with a very professional and dedicated management team.

FinComBank provides a wide range of corporate and investment banking services to Moldovan and foreign clients. The Bank's customers include individuals, micro, small and medium enterprises, representing all the main sectors of the Moldovan economy. However, FinComBank considers being a priority servicing micro- and small business as well as private individual entrepreneurs. 98% of new credits are issued to SMEs.

FinComBank's 17 branches and 29 agencies are located all over the Republic. At present, the Bank has 137 shareholders, 538 employees, and over 110.0 thousand clients.

In August 2007 widely well-known venture Western NIS Enterprises Fund (WNISEF) became one of the major shareholders of FinComBank after purchase of 25 percent of the bank's shares.

Since 1995 the Bank has had its annual financial audits conducted according to international standards initially by Coopers & Lybrand/PriceWaterhouseCoopers), then by Ernst & Young. As a result it has maintained its financial strength by complying with all international standards concerning liquidity margins and capital adequacy required under the Basle Accords.

The Bank is one of the founders of the Banking Association of Moldova and the Moldovan Stock Exchange and a member of the American Chamber of Commerce in Moldova (AmCham).



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Fax: (+373 22) 296 450/ 241 942
Email: sergiu.soimu@fai.md / office@fai.md
Address: 126, M. Dosoftei St, 1 of, MD-2004, Chisinau, Moldova
Web: www.fai.md

General Director: Sergiu Soimu

Activity: First Audit International is a joint Moldo-English audit firm founded in 1996. The company provides a wide range of services to its clients, such as general audit of companies, audit of insurance companies, organization and maintenance of book-keeping, tax planning, SWOT analysis, consultancy in the field of financial and tax legislation, analysis of economic and financial activity of the company, real estate evaluation, business plan development, etc.

The company has qualified and experienced staff of accountants and auditors certified in the audit of business entities and insurance companies by the Ministry of Finance of the Republic of Moldova.

The company's client portfolio includes important Moldovan firms, NGOs, state-owned enterprises, etc.



Tel: (+373 22) 270 050
Fax: (+373 22) 270 055
Email: garantie@garantie.md
Address: 47/1, Puskin St, Chisinau, MD-2012, Moldova
Web: www.garantie.md
Director: Alexandru Zgardan

Activity: The insurance company "Garantie" was founded as a joint stock company in 1993. The image of a strong and professional partner is consistently strengthened by openness towards customers' needs. Applying the extensive experience, innovative thinking, listening to clients, responding with substantial expertise and best practices, Garantie develops appropriate insurance and reinsurance solutions to meet our partners' needs, reaching beyond their expectations to deliver superior results.



Gladei & Partners
Legal services for business

Tel: (+373 22) 240 577
Fax: (+373 22) 240 541
Email: office@gladei.md
Address: 63 Vlaicu Parcalab St, Chisinau, Moldova
Web: www.gladei.md
CEO: Roger Gladei

Activity: Gladei & Partners is the only Moldovan law firm whose lawyers combine deep in-house and independent legal expertise. For over 20 years its lawyers offer business legal advice, being recognized as top-notch professionals in both legal advisory and litigation. Clients consider the firm as 'the best finance and banking team' (IFLR1000) and Managing Partner Roger Gladei as 'unrivalled in complex and difficult cases'. Banking and finance, corporate and commercial, capital market and M&A, real estate and construction, telecommunication and media, intellectual property, beauty and pharmaceuticals are its main practice areas.



Glass Container Company
Glass Manufacturing

Tel: (+373 22) 472 482
Fax: (+373 22) 472 432
Email: boris_crivoi@gcc.md/ sales@gcc.md
Address: 201, Uzinilor St, MD-2023, Chisinau, Moldova
Web: www.gcc.md

General Manager: Oleg Baban

Activity: The joint venture Glass Container Company S.A. specializes in manufacturing glass containers for wine, champagne, sparkling wine, cognac, and beer. The company's capacity is 120 million bottles per year.



GlaxoSmithKline
Pharmaceutical/Cosmetics

Tel: (+373 22) 234 717
Fax: (+373 22) 234 717
Email: elisei.n.gonta@gsk.com
Address: 60/2 A. Puskin St, MD-2005, Chisinau, Moldova
Web: www.gsk.com
CEO: Elisei Gonta

Activity: GlaxoSmithKline has a challenging and inspiring mission: to improve the quality of human life by enabling people to do more, feel better and live longer. This mission gives it the purpose to develop innovative medicines and products that help millions of people around the world.

GlaxoSmithKline is one of the few pharmaceutical companies researching both medicines and vaccines for the World Health Organization's three priority diseases - HIV/ AIDS, tuberculosis and malaria, and have proudly developed some of the leading global medicines in these fields.

Headquartered in the UK and with operations based in the US, it is one of the industry leaders, with an estimated seven per cent of the world's pharmaceutical market.

GlaxoSmithKline cares about the impact that it has on the people and places touched by its mission to improve health around the world.

It helps developing countries where debilitating disease affects millions of people and access to life-changing medicines and vaccines is a problem. To meet this challenge, GlaxoSmithKline is committed to providing discounted medicines where they are needed the most.

As a company with a firm foundation in science, it has a flair for research and a track record of turning that research into powerful, marketable drugs. Every hour it spends more than US\$ 562,000 to find new medicines.

GlaxoSmithKline produces medicines that treat major disease areas such as asthma, virus control, infections, mental health, diabetes, and digestive conditions. In addition, it is a leader in the important area of vaccines and is developing new treatments for cancer.



Grawe Carat Asigurari

Insurance

Tel: (+373 22) 225 596

Fax: (+373 22) 213 533

Email: office@grawe.md

Address: 51, Alexandru cel Bun St, Chisinau, MD-2012, Moldova

Web: http://www.grawe.md

General Director: Veronica Malcoci

Activity: GRAWE Carat Asigurări is part of GRAWE Group, an international financial group, with its head office in Austria (Grazer Wechselfeitige Versicherung AG). GRAWE Carat has been operating in the Moldavian market as an assurance company since 2002 and as a property insurer since 2009.

Grawe Carat Asigurari is the 3rd largest player on the insurance market and holds 11.2% of the market share (2013). The company is an absolute leader in the field of life insurance with a market share of almost 95%. It provides professional and reliable product packages, such as

- Life insurance;
- Motor insurance;
- Property insurance;
- Accident and health insurance;
- Cargo, CMR.



Hammer

Wholesale

Tel: (+373 22) 317 369

Fax: (+373 22) 296 494

Email: brisar@arax.md/ info@hammer.md

Address: 21, Petricani St, Chisinau, Moldova

Web: www.hammer.md

President: Alexei Potasni

Activity: Company Brisar Com is one of the biggest importers and sellers of the power tools and construction equipment in Moldova. The basic lines of activity is import, sales and service of power tools, generators, air compressors and chain saws. The company has successfully operated on the market since 2000 and has 35 qualified employees who have passed profile training at manufacturers.

The basic brands are Metabo, Hitachi, Jet and its own registered DIY class brand Hammer. Shops are located in Chişinău and in all of the largest cities of Moldova.



Tel: (+373 22) 265 888

Fax: (+373 22) 265 889

Email: moldova@herbalife.com

Address: 81/1, Ismail St, Chisinau, MD-2001, Moldova

Web: www.herbalife.md

Director: Angela Capatina

Activity: Herbalife is a global nutrition company that has helped people pursue an active, healthy life since 1980. Herbalife products, which include protein shakes and snacks, energy and fitness drinks, vitamins and nutritional supplements, and a complete bath and body care line, are available exclusively through independent distributors in more than 80 countries. Herbalife recorded Net sales of \$4.1 billion in 2012 Herbalife supports the Herbalife Family Foundation (HFF) and its Casa Herbalife program to help bring good nutrition to children in need. The company also sponsors world-class athletes, teams and events around the globe, including the LA Galaxy and FC Barcelona soccer clubs, as well as champions in more than 15 other sports.

The company's mission is to change people's lives by providing the best business opportunity in direct selling and the best nutrition and weight management products in the world.



Tel: (+373) 69 325 938

Fax: (+373 22) 211 819

Email: iuri.cicibaba@hp.com

Address: 57/1, Banulescu Bodoni St, Asito Building, MD-2004, Chisinau, Moldova

Web: www.hp.com

Controller HP Moldova: Iuri Cicibaba

Activity: Hewlett-Packard (HP) is a technology solutions provider to consumers, businesses and institutions globally. The company's offerings span IT infrastructure, personal computing and access devices, global services and imaging and printing for consumers, enterprises and small and medium businesses.

HP is a Fortune 11 company, with \$91 billion in revenue, generating \$7 billion in organic growth in the latest fiscal year.

HP has 150,000 employees doing business in more than 170 countries around the world.

HP corporate headquarters are located in Palo Alto, California. Mark Hurd is HP's Chairman and Chief Executive Officer.

HP is a leading global enterprise IT provider with 69,000 service and support professionals.

HP is number 1 globally in the LaserJet and Inkjet printers, all-in-one and single function printers, mono and color laser printers, large-format printing, scanners, print servers and ink and laser supplies. HP is number 1 globally in x86 Windows and Linux servers. HP is number 1 globally in notebook PCs. HP is number 2 globally in Pocket PCs, desktops, workstations and blade servers.



HIDECO

Energy

Tel: (+373) 22 859 201/ 859 240

Fax: (+373) 22 859 205/ 859 242

Email: hideco@hiq.md

Address: 8 Padurii St, MD-2002, Chisinau, Moldova

Web: www.hideco.md

Chairman: Anatolie Macarov

Activity: HIDECO S.A. is a highly professional modern company providing full range of service in the sphere of construction and erection works, as well as maintenance of power industry items and cabling systems on the market of the Republic of Moldova, CIS, Central and Eastern Europe countries.

Beginning with 2010, the company performs its activity under the registered trademark HIDECO.

Today HIDECO S.A. works in several key directions:

- high-voltage electroenergetics;
- electrification of industrial enterprises;
- regional power industry;
- cabling systems and telecommunication infrastructure;
- energy efficiency.

More than fifteen years of experience rallied a team of professionals in power industry sector, thus enhancing the image of a real expert and reliable partner in the realization of any complexity projects.

The Company maintains partnership relations with many corporations from CIS, Central and Eastern Europe countries, the fact that makes it possible to extend constantly the list of its possibilities.

Among our regular clients are companies of energy and construction sector, chemical, food, metallurgy and pharmaceutical industries.

The achievements of HIDECO S.A. were several times awarded on international level by the Spanish Chamber of Commerce and Industry, the International Publishing House "Actualidad" and by the Business Initiative Directions (B.I.D) within the "International Arch of Europe Award".



Horizon Capital Advisors, Representative Office in the Republic of Moldova

Investment

Email: charea@horizoncapital.com.ua

Web: www.horizoncapital.com.ua

Investment Director: Cristina Harea

Activity: Horizon Capital is a private equity fund manager that originates and manages investments in mid-cap companies with outstanding growth and profit potential in Ukraine, Moldova and Belarus. Currently, Horizon Capital's team manages three funds, Emerging Europe Growth Fund II (EEGF II), Emerging Europe Growth Fund, (EEGF) and Western NIS Enterprise Fund (WNISEF) with over \$600 million under management.

Horizon Capital was established in 2006 via a spin out of investment professionals with over 10 years of successful experience managing WNISEF. Horizon Capital generally acquires stakes that enable it to control or to influence strategy and key operating decisions of portfolio companies through corporate governance mechanisms. For larger investment opportunities, it may seek to syndicate the investment opportunity to other like-minded investors in the region. Horizon Capital seeks to invest in companies with the potential to achieve liquidity within three to five years through either a trade sale or an initial public offering.



Tel: (+373 22) 444 002
Fax: (+373 22) 442 023
Email: info@md.imptob.com
Address: 23 Aerodromului St, Chisinau, Moldova
Web: www.imperial-tobacco.com
General Manager: Vladimir Pyatkin

Activity: Imperial Tobacco is a business for consultations and management in Moldova.

Imperial Tobacco Group is the fourth global tobacco company running its business worldwide.



Imunotehnomed

Medical

Tel: (+373 22) 738 355/ 287 164
Fax: (+373 22) 727 570/ 287 164
Email: office@imunotehnomed.md;
 sergiu.rata@imunotehnomed.md

Address: 149 A, Grenoble St, 2nd floor, 209 of., MD-2019, Chisinau, Moldova

Web: www.imunotehnomed.md

General Manager: Sergiu Rata

Activity: Company Imunotehnomed Ltd. is specialized in distribution and servicing of medical equipment, laboratory equipment and consumables. It represents several most important manufacturers in the field. Since 1995, when the company has been established, it managed to become a well know company for quality products and services.

Also as a part of Imunotehnomed, it has its own diagnostics laboratory equipped with state of the art equipment, where the best consumables and test kits are used and highly qualified personnel work.



Tel: (+373 22) 863 785
Fax: (+373 22) 853 785
Email: info@incaso.md
Address: 138/1, Hancesti road, Chisinau, MD-2070, Moldova
Web: www.incaso.md
Director: Veaceslav Mirza

Activity: INCASO, is a leader in mass-market debt collection services that propose debt collection / claims recovery. In 2011 and 2012, INCASO was designated by the Chamber of Commerce and Industry of the Republic of Moldova, the brand of the year. In 2012, INCASO has successfully passed the Quality Audit in accordance with ISO 9001: 2008. INCASO is the founding member of the Employers Association of Debt Collection Companies EADCC -www.apcd.md.



Tel: (+373 22) 855 850
Fax: (+373 22) 294 869
Email: welcome@indigo.md
Address: 25/2, S. Lazo St, Chisinau, MD-2004, Moldova
Web: www.indigo.md
Director: Diana Boico

Activity: Ogilvy & Mather is a worldwide agency network providing advertising, marketing, and public relations services, with its headquarters based in Manhattan and is a part of the WPP group. It operates 450 offices in 120 countries with approximately 18,000 employees.

Indigo Ogilvy believes advertising should help its clients sell and that successful advertising for any product is based on information about its consumer. Indigo Ogilvy Moldova does the full cycle of communication services including:

Strategy, Creative: ATL/BTL, Production, Media Planning & Buying.

Its portfolio covers a variety of ATL/BTL projects for major local and international brands and its work speaks for itself. Please feel free to contact Indigo Ogilvy for additional information about agency credentials or other details.



Indra Sisteme

IT & Computers

Tel: (+373 22) 225 772
Fax: (+373 22) 838 363
Email: tprisacaru@indracompany.com
Address: 202, Stefan cel Mare Blvd, 5 th floor, Chisinau, Moldova
Web: www.indracompany.com

CEO: Tatiana Prisăcaru

Activity: Indra is a global company of technology, innovation, and talent, leader in high value-added solutions and services for the Transport and Traffic, Energy and Industry, Public Administration and Healthcare, Finance, Insurance, Security and Defence, and Telecom and Media sectors. Indra operates in over 100 countries and has 29,000 employees worldwide who share their knowledge of different sectors and countries to find innovative solutions to the challenges that clients face. Indra is the European company that most invests in R&D in its sector.

By combining electronics, communications and IT, its solutions add intelligence to different infrastructures in order to respond to clients' new challenges and problems and improve their economic, social and environmental performance, thus guaranteeing their long-term sustainability.



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Fax: (+373 22) 801 513
Email: info@iutecredit.md
Address: 56, Ismail St, 1B, Chisinau, MD-2001, Moldova
Web: www.iutecredit.md

General Director: Irina Stradnic

Activity: The MFO Iute Credit began its activities on the financial services market of the Republic of Moldova in August, 2008. It has been growing ever since, and as of 2012, has achieved a leading place in portfolio volume on the Moldovan MFO market. Its 100% shareholder is Estonian joint stock company, Iute Credit Europe.

Since opening, Iute Credit is actively developing and following the objective to be a leader in the consumer lending industry.

At the moment, the company has a main office in Chisinau and branch offices in Balti and Comrat, as well as a large number of partners in retail lending. People can buy and take its credit directly in the shops. Iute Credit foresees opening of branch offices in other towns – but only to facilitate the access of clients and partners. Its work procedure is built around modern IT solutions and modern thinking, which allow cutting costs and skipping traditional working methods of Moldovan banking and MFO sector.



JT International Luxembourg, Representative Office in the Republic of Moldova

Consumer Goods

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Email: Nicolae.Corlateanu@jti.com
Address: 7/6, Liviu Deleanu St, MD-2071, Chisinau, Moldova
Web: www.jti.com

Corporate Affairs and Communications Associate: Nicolae Corlăteanu

Activity: Japan Tobacco International (JTI) is the international tobacco division of Japan Tobacco Inc., the third largest tobacco company in the world, with a global market share of 11% and market capitalization of approximately USD 32 billion. JTI is headquartered in Geneva, Switzerland, employing 22,000 people around the world.



KPMG Moldova

Audit/ Consulting

Tel: (+373 22) 580 580
Fax: (+373 22) 540 499
Email: kpmg@kpmg.md
Address: 202, Stefan cel Mare Blvd, 9th floor, MD-2004, Chisinau, Moldova
Web: www.kpmg.md

Audit Director: Bogdan Vlad

Tax & Legal Manager: Vitalie Corniciuc

Activity: KPMG is a global network of professional firms providing Audit, Tax and Advisory services. KPMG operates in more than 156 countries and has over 152,000 people working in member firms around the world. The independent member firms of the KPMG network are affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity.

In Romania, KPMG was founded in 1994 and now operates from six offices, in Bucharest, Timisoara, Cluj Napoca, Iasi, Constanta and in Chisinau (the Republic of Moldova) since 1997.

The practice has more than 600 staff, including 20 Partners, both Romanian and expatriates from the UK, Canada, France, Israel, Sweden etc.



Lafarge

Cement, construction

Tel: (+373 254) 55 500
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Email: ciment.rezina@md.lafarge.com
 callcenter.md@md.lafarge.com
Address: 1, Viitorului St, Rezina, MD-5400, Moldova
Web: www.lafarge.md

Director: Nicolas Valdinoci

Activity: Lafarge Ciment (Moldova) is the largest cement producer in Moldova. It is a subsidiary of French construction materials Group Lafarge - world leader in building materials. Group Lafarge is a company specializing in four major products: cement, construction aggregates, concrete and gypsum wallboard. Present in 64 countries, the Group responds to the world's demand for housing and infrastructure.



Legal Solutions

Legal services for business

Tel: (+373 22) 220 880

Fax: (+373 22) 221 010

Email: office@legalsolutions.md

Address: 27/1 Vlaicu Pircalab St, Chisinau, Moldova

Web: www.legalsolutions.md

Director: Cornel Cibotaru

Activity: LP Legal Solutions was founded in 1996 by a group of young lawyers with international education and experience; its success propelled the firm to its present position in the top of Moldova's legal consulting market. This fact stated by Global Chambers and Partners Review placed them in this position amongst their ranking tables.

Being acclaimed for assistance rendered in the business and corporate fields, Legal Solutions has rendered legal services to a wide range of transactions on finance and banking, corporate, securities, tax, investment, real estate, privatization, agribusiness, including litigation, etc. The services rendered are conceived to carefully protect the interests of its clients and at the same time to be unflinching in obtaining effective solutions, and whenever necessary, practical creative solutions to the problem tackled.



Maib-Leasing

Leasing

Tel: (+373 22) 844 202

Fax: (+373 22) 500 538

Email: info@leasing.md

Address: 49/4, Tighina St, MD-2001, Chisinau, Moldova

Web: www.leasing.md

CEO: Victor Sula

Activity: MAIB-Leasing S.A. is one of the largest leasing companies in the Republic of Moldova. The unique shareholder is BC Moldova Agroindbank - one of the largest and stable banks of Republic of Moldova. The company was founded in 2002 with the aim of developing successful European types of financial services - Leasing.

Maib-Leasing's strategy has been initially focused on leadership in its segment, so the company is positioning itself as the most effective leasing institute.

Its assets are its reputation and employees. Its task is to establish a positive working environment based on integrity, teamwork and respect in which each is personally liable for what he does.

Maib-Leasing's leadership comes from its ability to effectively manage itself and the provision of services to its clients. Its goal is rational and efficiently executed.

With Maib-Leasing, clients can quickly and easily complete a purchase in a lease for any amount or get quality advice on issues related to leasing.

In February 2011, MAIB-Leasing S.A. has received ISO9001: 2009 certificate.



Mary Kay Moldova

Cosmetics

Tel: (+373 22) 259 800

Fax: (+373 22) 259 801/ 259 803

Email: tatiana.josan@mkcorp.com

Address: 62, Sciusev St, MD-2012, Chisinau, Moldova

Web: www.marykay.md

Director of Moldova Operations: Marina Moraru

Activity: Mary Kay is one of the world's largest direct selling companies with more than \$3,5 billion in annual wholesale sales worldwide. Mary Kay was founded in 1963 by Mary Kay Ash with the goal of helping women achieve personal growth and financial success. Mary Kay remains committed to enriching women's lives, and today more than 3 million people of all backgrounds are enjoying the advantages of being Mary Kay Independent Beauty Consultants. Mary Kay's high-quality skin care and color cosmetics products are sold in more than 35 countries around the world.

Mary Kay is a premier beauty company that produces more than 200 premium products in its state-of-the-art manufacturing facilities in Dallas, Texas, and Hangzhou, China. Mary Kay spends millions of dollars and conducts more than a half million tests annually to ensure that Mary Kay® products meet the highest standards of quality, safety and performance.

Mary Kay Ash founded her company on the Golden Rule and emphasized the importance of giving back to others. Because of this commitment, Mary Kay is changing the lives of women and children around the world through its corporate social responsibility initiative known as Pink Changing Lives®. Through its Beauty That Counts® campaign, Mary Kay has donated millions of dollars from the worldwide sale of Beauty That Counts® products to causes that change the lives of women and children around the world.



Medpark International Hospital

Medical

Tel: (+373 22) 400 040

Fax: (+373 22) 400 004

Email: office@medpark.md

Address: 24 A. Doga St, MD-2024, Chisinau, Moldova

Web: www.medpark.md

General Manager: Idris Ozcelik

Activity: Medpark International Hospital is the biggest private hospital in the Republic of Moldova comprising the largest number of departments and medical services, maternity ward and surgery block with four operative theaters and an interventional cardiology room, integrated with two intensive care units. Evidence-based medicine is the main approach in its practice.



Metro Cash & Carry Moldova

Consumer Goods

Tel: (+373 22) 405 201

Fax: (+373 22) 319 326

Email: info@metro.md

Address: 5, Chisinaului St, Stauceni, Chisinau, Moldova

Web: www.metro.md

Director: Michele D'Introno

Activity: METRO Cash & Carry is part of METRO GROUP, one of the largest and most international retailing companies worldwide. Some 270,000 employees from 170 nations are working at around 2,200 locations in 32 countries in Europe, Africa and Asia. The portfolio of its strong sales brands offers a wide range of services for private and commercial customers.

Four sales lines with leading positions:

- METRO Cash & Carry: self-service wholesale;
- Media-Saturn: consumer electronics stores;
- Real: hypermarkets;
- Galeria Kaufhof: department stores.

METRO Cash & Carry Moldova was launched in 2004 by the opening of the first store in Chisinau. In 2006, an additional two stores were opened in Chisinau and Balti. METRO Cash & Carry Moldova now employs 700 employees.



Microinvest

Financial Institutions

Tel: (+373 22) 250 025

Fax: (+373 22) 229 902

Email: microinvest@microinvest.md

Address: 16, A. Puskin St, MD-2012, Chisinau, Moldova

Web: www.microinvest.md

CEO: Paul Panciu

Activity: Microinvest is a microfinance organization launched in April, 2003 with the purpose to provide competitive financial solutions to small businesses (micro, small, medium (MSMEs) and co-operatives) and individuals in order to develop entrepreneurship, create new jobs and raise the life standard of citizens while providing satisfactory returns to shareholders.

MICROINVEST provides loans to MSMEs as follows: Simplus < 70 000 lei; Simplus Plus <125 000; Start 125 001 – 300 000 lei; Forte > 300 001 lei.



Microsoft Moldova

Tel: (+373 22) 843 500

Fax: (+373 22) 843 600

Email: Moldova@microsoft.com

Address: 63, Vlaicu Parcalab St, office 5C3, Chisinau, Moldova

Webpage: www.microsoft.md

Country Manager: Serghei Şmigaliiov

Activity: Founded in 1975, Microsoft is the worldwide leader in software, services, and solutions that help people and businesses realize their full potential.



Moldcell

Telecommunications

Tel: (+373 22) 206 206 / 206 010

Fax: (+373 22) 206 207 / 206 090

Email: e.cernei@moldcell.md

Address: 3, Belgrad St, MD-2060, Chisinau, Moldova

Web: www.moldcell.md

General Manager: Barkin Secen

Activity: Moldcell is a dynamic GSM operator activating since year 2000 on the Moldovan market and constantly working to provide high quality telecommunication services that help people and companies communicate in an easy, efficient and friendly way.

As part of international Swedish – Finnish group TeliaSonera, Moldcell has become one of the top economic agents in the country, positively influenced the development of the information infrastructure of Moldova, stimulated appearance and growth of the business sectors adjacent to telecommunications, and made a substantial contribution to the state budget.

Moldcell is responsible for a number of "firsts" in the Moldovan mobile market, including the launch of SMS service, prepaid roaming, per-second charging of voice calls, Car Fleet Management and Mobile Office services, WAP/Internet access, GPRS and EDGE based services. Moldcell was also the first operator to launch 3G services and the full set of Blackberry® services in Moldova.

It was the first to introduce round-the-clock customer care and pilot the Corporate Social Responsibility approach in Moldova. Moldcell's network currently covers 97% of the population of Moldova's territory. By now, Moldcell has earned the trust of over 1 million subscribers. The operator is represented in over 3,000 points of sale all over the country.


Moldova Agroindbank
Moldova Agroindbank
Banking

Tel: (+373 22) 222 770

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Email: aib@maib.md

Address: 9, Cosmonautilor St, MD-2005, Chisinau, Moldova

Web: www.maib.md

President: Serghei Cebotari

Activity: Moldova Agroindbank is Moldova's leading banking institution, holding the highest share on this market, including the largest assets and the largest portfolio of loans and private deposits. Set up in 1991, the bank has lately witnessed an exceptional development. Due to unique cutting-edge banking technologies launched on the market on a regular basis, Moldova Agroindbank is viewed as a promoter of hi-tech smart banking products and services. In 2013 the Bank's performance was rewarded both internationally and nationally. The "Best Bank" awards of the British magazines Global Finance and Global Banking & Finance Review, the award for excellent quality in the delivery of commercial payments and financial institution transfers of the German Commerzbank AG, "MAIB – the most valuable brand" awarded by the Ukrainian MPP Consulting and the "Most socially responsible bank" of the Moldovan Chamber of Commerce and Industry are only some of the prizes the bank won in 2013. Moldova Agroindbank has also made it to the top of the best South-eastern European banks. The management team, headed by Serghei Cebotari, the Chairman of the Management Board, promotes wise corporate governance based on transparency and respect for partners, customers, employees and society.



Tel: (+373 22) 500 675

Fax: (+373 22) 500 676

Email: info@monicol.md

Address: 49-5 Bernardazzi St, Chisinau, Moldova

Web: www.monicol.md

General Manager: Dumitru Vicol

Activity: "Monicol" LLC deals with producing and exporting walnut kernels and dried fruits. It was founded in 2001 and in this time has developed its product range and production facilities, thus, becoming one of the local market leaders in this field. During its activity the company has built a positive image on the local as well as on the foreign markets supplying its products to a large range of companies around the world.


Natur Bravo
Food/Beverages

Tel: (+373 22) 212 928

Fax: (+373 22) 233 989

Email: naturbravo@naturbravo.md

Address: 103/1, Vasile Alecsandri St, MD-2012, Chisinau, Moldova

Web: www.naturbravo.md

General Manager: Vadim Scorobogatco

Activity: Natur Bravo is the leader of the fruits and vegetables processing industry and one of the primary Moldovan exporters, working in several key-segments such as apple concentrate, canned fruits and vegetables, natural juices and drinks, and frozen fruits and vegetables.

The head office of the company is located in Chisinau (the capital of Moldova), whereas the production facilities are located in Cupcini, Floresti and Ungheni, within the zones favorable to horticulture.

The processing capacity of the canning factories enables the production of canned produce of a very high quality which is exported to almost all of the major markets such as Russia, Kazakhstan, Romania, Germany, Austria, etc. All of the canned products manufactured at any of Natur Bravo's canning factories are produced of 100% natural raw materials without any dirt of preservatives or dyestuffs. The canning factories of the joint-stock company Natur Bravo are all equipped with new processing lines and produce a wide range of canned products of more than 60 product names. The newest period of Natur Bravo history starts in October, 2005 as the investment fund, Horizon Capital, acquired 100% shareholding of the company.

NCH Advisors Inc.
NCH Advisors Inc.,
Representative Office in the
Republic of Moldova
Investment

Tel: (+373 22) 234 771

Fax: (+373 22) 243 627

Email: info@nchadvisors.md

Address: 63, Vlaicu Parcalab St, MD-2012, Chisinau, Moldova

Web: http://www.nchadvisors.com

Head of NCH Moldova: Victor Popusoi

Activity: Headquartered in New York, United States of America and registered with the U. S. Securities and Exchange Commission, NCH Advisors Inc. administers the New Century Holdings (NCH) Funds. NCH Advisors Inc. has representative offices in Moscow, St. Petersburg, Riga, Kiev, Bucharest, Sofia and Chisinau. NCH is a group of Investment Funds specializing in medium to long-term investment in companies and properties in Eastern Europe and former Soviet Union. NCH accumulates funds from reputable investors which include pension funds, trusts and foundations, other investment funds and individuals. These include a number of top university endowments in the United States, world-renown foundations and large, well-known family investment offices. NCH has considerably extended its investment activity in Moldova during the last few years. Currently, NCH has a series of active projects in Moldova in the fields of finance, industrial production, real estate and agribusiness.


Nefis
Food/Beverages

Tel: (+373 23) 744 000

Fax: (+373 23) 744 033

Email: nefis@nefis.md

Address: 2/3, Rivaz Lomtadze St, Cojusna village, MD-3715, Straseni, Moldova

Web: www.nefis.md

CEO: B. Burcin Kilicoglu

Activity: NEFIS is Moldova's biggest biscuit, candy, wafer, and chocolate manufacturer, holding approximately 70% of Moldova's biscuit market with 450 employees. The company was founded in 1997 in the Floresti city.

More than 100 different kinds of products are distributed throughout Moldova by its own distributing company which is located in the capital city, Chisinau, and exported to more than a dozen countries including USA, Germany, Russia, Slovakia, Estonia, Latvia, Letonia, Georgia, Australia, South Africa, Israel, Liberia, Sierra Leone, Romania, Czech Republic, Belarus, Kosovo, Bosnia, etc.



Tel: (+373 22) 601 088

Fax: (+373 22) 601 102

Email: veronica.grincheshen@novartis.com

Address: 38/1 Ciuflea St, MD-2001, Chisinau, Moldova

Web: www.novartis.com

Director: Veronica Grincesen

Activity: Novartis is one of the leaders in the global pharmaceutical industry; it was founded in 1996 by the merger of two major Swiss corporations: Sandoz and Ciba-Geigy. The Company name (from Latin roots Novae Artis - new developments) reflects its mission: to discover, develop and successfully to market fundamentally new drugs to treat diseases, ease suffering and prolong life. From entry-level to executive management and Ph.D.s from engineers and chemists to packaging and production, Novartis has one focused goal: getting high quality, innovative products to the patients who need them fast.



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Fax: (+373 22) 575 026

Email: orange@orange.md

Address: 75, Alba-Iulia St, MD-2071, Chisinau, Moldova

Web: www.orange.md

General Director: Liudmila Climoc

Activity: Orange Moldova is a subsidiary of France Telecom Group, Orange, being the key brand of France Telecom - one of the world's leading telecommunications operators. With more than 200 million customers worldwide, the Orange brand covers internet, television and mobile services in the majority of countries where the Group operates. In Moldova, the company has been providing mobile service for more than 12 years, serving more than 2 million clients and being the most extended and popular telco services in Moldova. The company works in respect of international, European and Orange quality standards, the brand embodying the Group's values and commitment to bringing the digital universe and most useful innovations to the largest possible number of people and creating a powerful and differentiating asset that unifies the image of the enterprise around the world.



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Fax: (+373 22) 835 404
Email: t.lisa@orhei-vit.com
Address: 40, Industriala St, MD-2023, Chisinau, Moldova
Web: www.orhei-vit.com
General Director: Boris Efimov

Activity: Orhei-Vit is a business that produces natural fruit drinks and canned vegetables. It was founded in 1945, but the existing infrastructure was established in the early 80's, when the second production line was put into operation and the asptic department for juice storage was created. The enterprise has the opportunity to make 30 million packages and 15 million bottles of various natural juices and nectar annually. The company has gained awards in foods and drinks in Paris and Barcelona.



Tel: (+373 22) 582 106
Fax: (+373 22) 754 454
Email: office@paa.md
Address: 202, Stefan cel Mare Blvd, 2nd floor, MD-2004, Chisinau, Moldova
CEO: Carolina Vieru

Activity: PAA was founded in 2004. PAA has tailored its services including accounting, tax and legal services to address the complex business challenges faced by the clients.

The company offers the extensive expertise resources combined with competence, experience and knowledge of business practices, intricacies of local legislation and the vast possibilities of doing business. PAA has a wide range of experience in providing professional services to large international companies, development programs and projects in Moldova.



Pedersen & Partners
 Human Resources

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Fax: (+373 22) 838 771
Email: chisinau@pedersenandpartners.com
Address: 49/3, Tighina St, 53 of., MD-2001, Chisinau, Moldova
Web: www.pedersenandpartners.com
Director: Margarita Melniciuc

Activity: Pedersen & Partners is a leading international Executive Search firm. It operates 51 wholly owned offices in 48 countries: 33 offices in Europe & CIS, 7 offices in the Middle East & Africa, 11 offices in Asia & the Americas. It values Trust, Relationship and Professionalism which applies to its interaction with clients as well as executives. More information about Pedersen & Partners is available at www.pedersenandpartners.com



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Fax: (+373 22) 291 000
Email: info@pegas.md
Address: 174 Petricani St, Chisinau, Moldova
Webpage: www.pegas.md
CEO: Uliana Bepaliuc

Activity: Pegas is a family establishment, starting its business with a small production of sausages in 1992. Today, Pegas is a leading meat processing enterprise which is equipped with the latest techniques. Daily production is on average of about 10 tons of sausages and deli meats. Pegas is awarded by "Golden Mercury" and "Consumer Confidence" and has earned an ISO 22000 certificate issued by TUV Thuringen (Germany). The list of products is more than 150 kinds of sausages and deli meats. Pegas has three branded stores and a restaurant. Products are sold in 1500 shops and supermarkets throughout Moldova.



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Fax: (+373 22) 858 989
Email: secretary@petrom.md
Address: 1/1, D. Cantemir Blvd, Chisinau, MD-2001, Moldova
Web: www.petrom.md
Director: Olga Gavrilan

Activity: "PETROM" Company entered on the Moldavian market since 2000, growing with each year of activity. Today, Petrom Moldova operates throughout the country with about 100 filling stations, being one of the largest fuel distribution networks in Moldova.

Petrom is member of OMV Group – a group who is leading the oil and gas field in Central Europe, being active in Refining and Marketing in 13 countries.

Petrom fuels products portfolio is designed to raise customer satisfaction, with a special concern to the environment.

We are guided in our daily work by values that we believe in. The three essential values, which form part of the foundation of our business, are: Professionalism, Pioneering & Partnership.



Philip Morris Management Services B.V., Representative Office in the Republic of Moldova

Consumer Goods

Tel: (+373 22) 835 640
Fax: (+373 22) 835 641
Email: Aneta.Serbusca@pmi.com
Address: 21/3, N. Dimo St, MD-2068, Chisinau, Moldova
Web: www.pmi.com

Supervisor Corporate Affairs: Aneta Serbusca

Activity: Philip Morris Management Services B.V. Representative Office in the Republic of Moldova was opened in Chisinau in 1996. It is responsible for the promotion and merchandising of tobacco products manufactured by affiliates of Philip Morris International Inc. and sold in Moldova.

Philip Morris International, the parent company of Philip Morris Management Services B.V., is the leading international tobacco company and produces many of the world's best-selling cigarette brands.

Striving to be a socially responsible manufacturer, Philip Morris International supports a number of charitable initiatives worldwide, including programs in Moldova.



PricewaterhouseCoopers Moldova

Assurance Services/Tax and Legal Services/Advisory Services

Tel: (+373 22) 238 122
Fax: (+373 22) 238 120
Email: name.surname@ro.pwc.com
Address: 37, Maria Cibotari St, MD-2012, Chisinau, Moldova
Web: www.pwc.com/md

Tax & Legal Manager: Alexandru Munteanu

Activity: PricewaterhouseCoopers entered the Moldovan market in 1996. It has continuously expanded the scope of its services and currently offers a full range of professional services to both international and Moldovan enterprises. Overseen by 17 partners and employing over 650 specialists and support staff, PricewaterhouseCoopers operates in Romania and Moldova from a network of four offices in Bucharest, Timisoara, Cluj-Napoca, Constanta and Chisinau. Its client base includes some of the largest Moldovan and multinational companies in Moldova. Its close interactions with economic and state bodies allow them to keep up with the fast changing environment in which businesses have to work in Moldova.



Prime Capital

Financial Institutions

Tel: (+373 22) 214 246
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Email: carmina.vicol@primecapital.md
Address: 63/1, V. Alecsandri St, MD-2009, Chisinau, Moldova
Web: www.primcapital.md
General Director: Carmina Vicol

Activity: Prime Capital is a financial non-banking institution that provides loans for residential mortgages and to SMEs.



Raiffeisen Leasing

Leasing

Tel: (+373 22) 279 313
Fax: (+373 22) 228 381
Email: office@raiffeisen-leasing.md
Address: 51, Alexandru cel Bun St, Chisinau, MD-2012, Moldova
Web: www.raiffeisen-leasing.md

General Manager: Cornelia Cozlovski

Activity: Raiffeisen Group is present on the leasing market in Austria, Bulgaria, Bosnia and Herzegovina, Czech Republic, Poland, Romania, Russia, Serbia and Montenegro, Slovakia, Slovenia, Ukraine, Belarus, Hungarian, Albania and Kazakhstan. Since November 2007, Raiffeisen Group also has a presence on the Moldavian leasing market, through ICS Raiffeisen Leasing SRL.

Raiffeisen Leasing International GmbH (RLI), a part of the bank group Raiffeisen International, is now present in 15 countries in Central and Eastern Europe. The main services, executed by RLI, are universal leasing services – financing the procurement of trucks, equipment, machinery, cars and real estate. In the network, according to the information from the end of 2006, there are over 1200 experts, and the leasing amount has recorded a 44% rise to 1.95 billion EUR.



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Email: OT24@ufmoldova.md
Address: 4, A. Doga St, MD-2024, Chisinau, Moldova
Web: www.gasnaturalfenosa.md
President: Silvia Radu

Activity: I.C.S. "RED UNION FENOSA" S.A. is part of Gas Natural Fenosa, a leading group in the energy sector, pioneering in gas and electricity integration, which currently is present in more than 25 countries.

In the Republic of Moldova, I.C.S. "RED UNION FENOSA" S.A. is the biggest electricity distributor which maintains over 846 thousand clients, individuals and legal entities, supplies electricity in 21 districts (out of 37) constituting the 70% of the territory of the country.

Gas Natural Fenosa's mission is to meet the energy requirements of society, providing quality products and services that are respectful to the environment, offering shareholders growing and sustainable performance and offering employees the possibility to develop their professional competencies.

The activity of the company in the economy of the country represents a European business model, being appreciated as an open enterprise for collaboration to promote pro-European and international values and a transparent and favorable investment climate for all businesses.



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Email: reglatransbroker@gmail.com
Address: 63, Kogalniceanu St, of. 6, Chisinau, MD-2009, Moldova
Director: Iurie Gorea

Activity: Reglatrans—full range of services including customs broker services, shipping, and freight services throughout CSI, Europe and other countries.

The full range of customs services provided by REGLATRANS enables complex and simultaneous solutions for all customs issues! As a vehicle fleet owner, REGLATRANS guarantees transport availability at a specified time; the cargo will be removed and shipped according to the terms required. By receiving the full customs service package in REGLATRANS, you save time, money and reduce the possible risks of working with multiple companies!



Tel: (+373 22) 260 596 / (+373) 68 540 729
Fax: (+373 22) 260 597
Email: office@rilvan.eu
Address: 190, Stefan cel Mare St, 6 of., MD- 2004, Chisinau, Moldova
Web: www.rilvan.eu
CEO: Theodor Popa

Activity: Rilvan Moving and Relocations is the most reliable moving company in all Eastern Europe. It offers a wealth of services like International Move Management, International Door to Door Moves, Office Moves, Storage, Customs Clearance, Vehicle Registration, Home Search, Orientation Tours, Immigration Services, and Comprehensive Support for Expatriate Families, Tenancy Management, and Departure Assistance. As it already existed on the Romanian market for 12 years, its services are not simply at a high standard, but it is the best Moving & Relocation service you can get in all Eastern Europe.



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Email: office@rompetrol.md
Address: 64, Sciusev St, MD-2012, Chisinau, Moldova
Web: www.rompetrol.md
General Director: Veaceslav Rusnac

Activity: Leader in the regional oil sector, Rompetrol is a multinational oil company, operating in 13 countries with the majority of its assets and operations based in the Black Sea and Mediterranean areas. The complexity and the number of executed projects at the global level, over time, have made Rompetrol the most well-known Romanian brand on the international market. "ROMPETROL MOLDOVA" SA, is a member company of Rompetrol Group that was created on September 23, 2002. Rompetrol Moldova offers high quality oil products, manufactured in compliance with European Standards (Euro 5) from the most modern refinery in Central and Eastern Europe - Petro-midia of Romania.



Tel: (+373 22) 595 559
Fax: (+373 22) 595 659
Email: office@microfinance.md
Address: 10/5, Ion Creanga St, MD-2069, Chisinau, Moldova
Web: www.microfinance.md
CEO: Ion Gangura

Activity: Rural Finance Corporation is a microfinance institution that started in 1997. It provides microcredit to micro and small enterprises and individuals performing business activities. Rural Finance Corporation also provides wholesale finance to rural savings and credit associations which on-lend fund to its members. RFC is a Joint-Stock company owned by SCAs.



Tel: (+373 22) 243 201
Fax: (+373 22) 2815 774
Email: Vladimir.gasnas@sanofi-aventis.com
Address: 63, Vlaicu-Parcalab St, E of., 5th Floor, MD-2012, Chisinau, Moldova
Web: www.zentiva.ro
General Director: Vladimir Gasnas

Activity: Zentiva, the generics business for the Sanofi group, is the third largest and fast growing generics company in Europe. With origins dating back to the 15th century, Zentiva is a valued generics partner. Today, it is at the forefront of developing modern, high-quality and affordable medicines.

Currently, it operates in 35 markets, targeting a population of close to 800 million people. Zentiva holds leading positions in several pharmaceutical markets, such as the Czech Republic, Romania, Slovakia, and Turkey and is successfully expanding its business in other international markets.

Its success has been built on close and strong relations with key business partners, physicians, pharmacists and patients. Zentiva is committed to delivering high quality generic medicines and providing access to a range of educational and support programs.

Its broad product portfolio covers the main therapeutic areas. Its key product groups include anti-infectives and medicines for cardiovascular disease, pain, central nervous system disorders, female healthcare and gastrointestinal disease.

Zentiva has four key production plants in Central and Eastern Europe, enabling it to manufacture and distribute products across all its markets quickly and efficiently. It maintains the highest product quality and security standards across its manufacturing and supply lines. Its modern state-of-the-art facilities employ almost 3,000 people and produce an annual output of 440 million units, making Zentiva one of the largest producers of pharmaceuticals, by volume, in Europe.

Zentiva is a key element of Sanofis' strategy, delivering high-quality, affordable and trusted medicines, to patients and healthcare providers across Europe.



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Email: office@schoenherr.md
Address: 63, Vlaicu-Parcalab St, 9A of., MD-2012, Chisinau, Moldova
Web: www.schoenherr.eu
General Partner: Markus Piuk

Activity: Schoenherr is a leading full service law firm in Central Europe. About 300 professionals service national and international clients from our offices in Belgrade*, Bratislava, Brussels, Bucharest, Budapest, Kyiv, Ljubljana*, Prague, Sofia*, Vienna, Warsaw and Zagreb* (*cooperation office). Operating in a rapidly evolving environment, it is a dynamic and innovative firm with an effective blend of experienced lawyers and young talent. As one of the first international law firms to move into CEE/SEE, it has grown to be one of the largest firms in the region. With 12 offices and several country desks, its comprehensive coverage of the region means it can offer solutions that perfectly fit the given industry, jurisdiction and company.

Schoenherr's Moldova Office is headed by Vladimir Iurkovski. There have been several Schoenherr lawyers permanently based in Chisinau since January 2009. The office serves as a primary point of contact for our international clients interested in doing business in the Republic of Moldova and focuses mainly on high-end transactional work for international and local clients. Current mandates include M&A, corporate and commercial, real estate transactions for clients from the oil & gas (energy), communications, external advertising, insurance industries, financial institutions and public sector. It also advises / supplies services on banking & finance, competition, arbitration & dispute resolution and IP matters. The Moldova Office provides clients with full language assistance and an understanding of local business practices.



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Email: alexvizir@sinergi.md
Address: 49/6, Dacia Blvd, of. 303, Chisinau, Moldova
Web: www.sinergi.md
Director: Alexandru Vizir

Activity: Sinergi Logistics – trucking company, offers a full range of services in the field of logistics, distribution and storage of goods. Sinergi Logistics was founded in 2008 and over the years it has evolved into an international freight forwarder of transportation and logistics services.



Tel: (+373 22) 202 333
Fax: (+373 22) 240 707
Email: octavian.armasu@suedzucker.md
Address: 13 A, Anton Crihan St, MD-2009, Chisinau, Moldova
Web: <http://www.suedzucker.md>
Board Speaker: Alexander Koss

Activity: Moldo-German joint-stock company Sudzucker Moldova, since 2001, is the owner of sugar factories from Moldova in Drochia, Falesti and Alexandreni. More than 500 000 tons of beets are processed annually and more than 70 000 tons of sugar are produced.

The holding group Sudzucker AG, the main shareholder of Sudzucker Moldova, is the leader of the sugar European market, with 150 years of history. Strengthening and development of partner interrelations with agro-economies is one of the most important tasks of Sudzucker Moldova. Experts of the company provide support of all agriculture cycle: from preparation of ground for crop to harvesting.

The main task of Sudzucker Moldova is effective development of the entire territory of Moldova that allows guaranteeing uninterrupted and qualitative delivery of the complete range of production made by Sudzucker Moldova. The company owns two trademarks of sugar: Zahar Cinci Inimioare and Domnita, and aspires to satisfy needs of all consumers, offering various scale of production in various packing.



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Email: office@tlm.md
Address: 45/B, A. Puskin St, 2nd floor, MD-2005, Chisinau, Moldova
Web: www.total-leasing.md
General Director: Angela Gladei

Activity: ICS "Total Leasing" SA is an internationally based financing company established in Moldova in 2006. The company's shareholders are worldwide known financial institutions (25% owned by FMO and 75% by "EELF" BV). Its reputation is proven by the highly qualitative and diversified products and services offered to its customers as well as by the partnerships established with leading International Financial Institutions which currently are FMO, DEG, EBRD, BSTDB and Oikocredit. A partnership with ICS "Total Leasing" SA will ensure for all existing and potential clients stability proven by the solid presence of the shareholders, speed and professionalism in all transactions performed, all of which are correlated with a range of financing solutions for short and long term, which are individually approached and adapted to the needs of each client.



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Email: suntv@suntv.com
Address: 28/2, Drumul Viilor St, MD-2021, Chisinau, Moldova
Web: www.suncommunications.md
CEO: John Maxemchuk

Activity: The company's history began on December 8, 1993, when the Moldovan-American Joint Venture SUNTV SRL has been established as a provider of cable and MMDS TV services.

In February 2004, SunTV has been renamed into SunCommunications as the services that the company provided have diversified.

Today, Sun Communications offers a full range of telecommunications services over a modern fiber optic network from cable television to residential and corporate Internet services.

The TV service, SunTV, offers more than 60 of the most popular TV channels, grouped into 4 different packages - a unique benefit for the subscribers. SunInternet and Globnet are the Internet services, offered by Sun Communications, using the most modern technologies and the company's own fiber optic network, a fact which gives the company a very strong competitive advantage over its competitors.

The company's goal is to offer to the customers service at the highest level of standards. Their team of dedicated professionals is continuously working on the implementation of new projects and ideas, in order to maintain our reputation and position as a leader in the telecommunications market of the Republic of Moldova.

Along its business activities, Sun Communications develops and implements social projects, like SunSchools, aimed to facilitate the access of the young generation to the most modern education tools. They truly believe that investing in children means to invest in our future, because today's children are tomorrow's leaders.



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Email: transoil@transoilcorp.com
Address: 1, Veronica Micle St, MD-2012, Chisinau, Moldova
Web: www.transoilcorp.com
President: Vaja Jhashi

Activity: Trans Oil Group of Companies is a major grain producing trading company specialized in grain and oil seed trade on the Black Sea.

The company controls a storage facility in Moldova with over 500,000 metric tons of cereals and oilseeds. Trans Oil Group of Companies has representative offices in Moldova, Russia, Ukraine, Switzerland, and France.



Tel: (+373 22) 479 898
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Email: office@trigor.md
Address: 17, Otovasca St, MD-2023, Chisinau, Moldova
Web: www.trigor.md
President: Iosif Ienei

Activity: Trigor AVD was founded and registered by State Chamber of Justice in August, 2001.

Main areas of activity are distribution of FMCG products, logistics & transport services.

In Moldova, the company exclusively represents the following companies: Unilever, Kimberly Clark, Tchibo, Ferrero, Strauss, Sara Lee, Ritter Sport, Osram, Bachmann, Biosphere (KPD), Lidskoe, Syabar (Heineken Belarus), TD Himik, Viorica Cosmetics, Pambac, Ukraerosol. Logistics Division is in the developing process, and currently, the largest client is Coca Cola Îmbuteliere Chişinău SRL.

Thanks to experience gained in 10 years of activity, the company provides the market and its partners a full range of services: marketing, sales, merchandising, primary and secondary distribution, logistics, transport, after services.



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Address: 11, Mesager St, 305, 306, 307, 308, 309, 310 of., MD-2069, Chisinau, Moldova
Web: www.trimetrica.com
General Director: Eugeniu Hristev

Activity: Trimetrica provides GIS solutions to its diverse portfolio of clients. GIS is a technology that manages, analyzes, and disseminates geographic knowledge. GIS is a technology that is used to view and analyze data from a geographic perspective. Geography is information about the earth's surface and the objects found on it, as well as a framework for organizing knowledge. The technology is a piece of an organization's overall information system framework.

GIS links location to information (such as people to addresses, buildings to parcels, or streets within a network) and layers that information to give you a better understanding of how it all interrelates. You choose what layers to combine based on your purpose.

Trimetrica is the official distributor of GIS solutions by ESRI Inc in Republic of Moldova.



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Web: www.turcanlaw.md
Managing Partner: Alexander Turcan

Activity: Turcan Cazac is a Moldovan law firm for international business and investment, specializing in banking and finance, acquisitions and privatizations, corporate, commercial, telecommunications and energy law. The firm's list of clients counts in leading international financial institutions, multinational corporations and non-profit organizations operating in Moldova.

Since 2001 Turcan Cazac is recognized every year as the leading commercial/corporate law firm in Moldova by reputable market research editorials (Chambers Global, Chambers Europe, Legal 500, IFLR1000, etc.).

The firm is a member of the CIS Leading Counsel Network (CIS LCN) along with the top national law firms from Almaty, Ashgabat, Baku, Bishkek, Kyiv, Moscow, Minsk, St. Petersburg and Yerevan. Turcan Cazac has also developed a bilateral "best friends" relationship with the leading Bucharest-based law firm Tuca Zbarcea & Associates.

Turcan Cazac is an advocate of reform and improvement of the legal environment for doing business, as well as an active member of the Moldovan business community.

All our lawyers are fluent in English, Romanian and Russian languages. Please visit www.turcanlaw.md to learn more about our practice and experience in specific areas.



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Web: www.dalegal.ro
Managing Attorney: George Teodorescu

Activity: With an eight year presentation in the region, this American-owned international law firm brings together extensive local expertise and professional client's skill.

Vernon David specializes in banking, finance, corporate, mergers & acquisitions, labor, privatizations, commercial litigation and arbitration and general business law. As part of an EBRD – sponsored project, Vernon David attorneys have drafted the Republic of Moldova's leasing law. Its clients include international financial institutions and private foreign investors, and it draws on the resources of our regional network of offices (Bucharest, Iasi, and Chisinau) for delivering the results clients expect. Its attorneys are fluent in English, Russian, Romanian and Spanish.



Victoriabank

Banking

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Web: www.victoriabank.md

President: Natalia Politov-Cangas

Activity: VictoriaBank is the First Commercial Bank in Moldova, which since the beginning of its activity on December 22nd, 1989, initiated the process of developing a banking system in Moldova. The name of VictoriaBank is related to innovations and continuous development of banking and financial possibilities. Established as reliable and economically stable, it has demonstrated over time that only by creating competitive products, investing in qualitative services, motivating the staff and building a strong and dynamic team will ensure the efficiency and the profitability of the Bank.

Year after year, VictoriaBank records new achievements and important successes that places it on the dominant positions among commercial banks in the country. The share volume of the banking card transactions in the Republic of Moldova increased in 2013 to 21%. The market share of fast transfers reached 23% and loans and deposits increased by 17% each. VictoriaBank has a loan portfolio of approximately 6,5 million lei and the Bank assessts consist of 11,7 million lei. The share of foreign shareholders in the Bank's capital consists of more than 50%.

The Bank is continuously valued for the implementation of new banking technologies, which provide customer service at the highest level, individual approach to each client and for a diverse portfolio of banking products and services. Meanwhile, the wide network of over 100 subdivisions ensure a prompt response to customer requests and a strong brand image whose reputation is confirmed by the numerous awards and significant results. For several times, VictoriaBank was nominated the "Bank of the Year" by the prestigious British magazine - "The Banker", also it is cataloged as one of the largest banks in South East according to the classification SeeNews SEE TOP 100 Banks.



Vinaria Purcari

Wine

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Email: purcari@purcari.md

Address: 43, Hânțești St, MD-2028, Chisinau, Moldova

Web: www.purcari.md

Administrator: Ciorniy Oleg

Activity: Vinaria Purcari was founded in 2003, based on the oldest winery in Moldova located in Purcari micro-zone ideal by its climatic and geological characteristics. The main aim of the company was the revival of the Moldovan unique famous blended wines Negru de Purcari and Rosu de Purcari, which have conquered Paris in 1878 being rewarded with the Grand Prix at the World's Fair in Paris. Nowadays, Purcari Winery is a vertically integrated chateau with a developed tourist complex which includes a five star mini hotel.



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Email: info@xerox.md

Address: 202, Stefan cel Mare Blvd, MD-2004, Chisinau, Moldova

Web: www.xerox.md

General Manager: Aurel Cepoi

Activity: Xerox Moldova began operations in 1994.

Xerox Corporation develops, manufactures, markets, services, and finances a range of document processing products and services for use in offices around the world.

The company, also, through subsidiaries, provides network management, consulting, design, and integration services for medium and large companies.

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www.amcham.ch

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www.amcham.hu

American Business Forum in Turkey

www.abft.net

American-Icelandic Chamber of Commerce (AMIS)

www.amis.is

Turkish-American Business Association (TABA)

www.amcham.org

American Chamber of Commerce in Ireland

www.amcham.ie

American Chamber of Commerce in Ukraine

www.chamber.ua

Israel-America Chamber of Commerce & Industry (1965)

www.amcham.co.il

British-American Business Inc.

www.babinc.ua

American Chamber of Commerce in Italy

www.amcham.it

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