

2014

annual report

amcham membership directory



american chamber
of commerce
in moldova

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În spatele celor mai îndrăznețe planuri se află acei parteneri care cred în tine.



2014

annual report amcham membership directory

A publication of the American
Chamber of Commerce
in Moldova

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DEAR AMCHAM COLLEAGUES,

As I survey the economic and business landscape of Moldova, I see many challenges ahead. The banking sector needs to be fixed; repeats of the current situation must be prevented; the economy needs to be put on the right track; and the business climate must be improved. I know that the months leading up to my arrival in Chisinau in late January were particularly difficult. From economic sanctions imposed by one of Moldova's traditional trading partners to internal problems stemming from deficiencies in governance and rule of law, Moldova's people, economy, and businesses have faced substantial disruptions that continue to reverberate and must still be dealt with. And yet, as AmCham surveys the year behind us and looks to the months ahead, I would like to focus not on the challenges but on the ways we can overcome them. In particular, I would like to express my hope that we can work together to ensure a stronger, brighter, and more prosperous future for all Moldovans.

Although I have not been in Moldova long, I am very aware of the role AmCham has played for years in making entrepreneurs' voices heard. My arrival in Chisinau coincided with the formation of a new Moldovan government. There were many people to meet. Yet I made sure to meet AmCham members as soon as possible. I have also strongly encouraged my team to foster an even stronger collaboration with AmCham and to ensure that Washington officials visiting Moldova get to hear the AmCham perspective. I come from a country where entrepreneurship is an essential part of the national narrative and cultural fabric. As Americans, we deeply value freedom and the opportunity to work, create, and take risks, both as basic individual rights and as preconditions for a vibrant, prosperous society. As Moldova works – and sometimes struggles – to build a society that fully unleashes its citizens' potential and brings its people prosperity, voices of entrepreneurs will continue to be critical. In less than a decade since its founding, AmCham Moldova has become a key driver in shaping this country's policies and institutions to help foster private enterprise and economic progress.

Today's challenges did not appear overnight; neither will their solutions. I have no illusions, but I will work tirelessly to promote rule of law, good governance, rooting out corruption, and responsible economic stewardship. I am extremely pleased to be able to count AmCham as a strong and reliable partner in this endeavor. I wish you another strong year, and I look forward to a year of strong and fruitful cooperation between AmCham's members and my team.

With Best Wishes,

James D. Pettit
U.S. Ambassador to Moldova



**DEAR MEMBERS OF THE AMERICAN CHAMBER OF COMMERCE IN MOLDOVA,
DEAR FRIENDS, PARTNERS, AND SUPPORTERS OF AMCHAM MOLDOVA,**

I am glad to address you and present to you our 2014 Annual Report, which can provide some glimpses of the organizations' prolific activity in the past year. I am proud to state that AmCham has undoubtedly consolidated its reputation as the strongest and the most active business association: by the growth and activity of our membership, by the professionalism of our Executive Team, by the quality and the depth of our dialogue with the Government and public authorities.

As in the previous years, lobbying and advocacy activity remained our primary focus and the main area of application of our expertise, effort and time. The advocacy activities covered a large spectrum of issues affecting your daily business activities, and ranged from regulatory policy to tax issues, from access to market to labor legislation, from trans-sectorial matters to industry specific issues. Our advocacy positions, inspired by members and refined by the Committees and executive team, were professionally expressed in the numerous AmCham position papers and actively promoted within the numerous Consultative Committees, Working Groups, and other dialogue platforms of which AmCham is a member. AmCham, in cooperation with EBA and FIA, has initiated, elaborated and presented to the new Government a comprehensive document on business constrains and recommendations for improvement of the business climate.

Our cooperation with the international donors and partners community has extended and deepened. This year we have successfully implemented a grant from the US Embassy on the promotion of the social message in advertising, by organizing a series of pro-

fessional discussion events with all industry stakeholders and drafting of a new legislative proposal on this topic. Our cooperation with USAID BRITE project has encompassed two successful projects: 1) a study on the organization and functioning of the Customs terminals, with recommendations presented to and discussed with the leadership of the Customs Department; and 2) Business and Economic Mass Media Development Program, a project on training and encouraging of business media to cover regulatory reform issues, which was well perceived by the media community and was beneficial to furthering our public image. AmCham has actively promoted with various international partners, like EBRD, World Bank and USAID, the need for a platform for early resolution of investor grievances and alternative dispute resolution mechanism, and is currently working hands on for bringing such a concept to life in the nearest future.

Moldova lives through difficult times, when corruption, weak justice and captivity of many state institutions, seriously affects daily business activity, reduces the interest of investors in our country and thus diminishes its prospects for economic growth and people's prosperity. Choosing the times is not an option, but we always have the option of choosing how we live, how we work, what we do and what causes we stand for. Witnessing the ever-growing AmCham membership – we are proud to have surpassed the 100 members threshold and growing further – gives me assurance that we are on the right track, that we honestly and passionately promote values and changes that are important not only for us individually, or for our businesses, but also for our community and country at large.

Sincerely,

Cristina Harea
President of the American Chamber of Commerce in Moldova



**AMCHAM
GENERAL
SPONSORS**

On behalf of all AmCham members, we would like to express our gratitude to the 2014 AmCham General Sponsors for the provided support.

The opportunity to support us is such an immeasurable action. It helps make AmCham stronger day by day. Your trust and loyalty pushes us toward our goals to advance our projects, reach new heights, further develop and evolve in real time.



NCH Advisors Inc.



SERGIU CHIRICA

**Project Manager
for Regulatory Affairs**
Tax & Legal Committee
Coordinator

MILA MALAIRAU

Executive Director
Healthcare Committee
Coordinator

ADRIAN GHEORGHITA

Project Manager
Financial Services
Committee Coordinator
Trade & Manufacturing
Committee Coordinator
Grants Coordinator

ELENA BUZU

Project Manager/Events Manager
HR Committee Coordinator
CSR Committee Coordinator
Publications Coordinator

CRISTIAN SLOBODEANIUC

Project Manager Assistant
Business Visa Program Coordinator
Member Discount Program Coordinator
Membership Communication Coordinator





CRISTINA HAREA
President of the Board of Directors
Glass Container Company



ALEXANDRU MUNTEANU
PwC Moldova



BORIS EFIMOV
Orhei-Vit



VITALIE CORNICIUC
KPMG Moldova



TRAIAN NECHIFOR
Coca-Cola Bottlers Chisinau



OCTAVIAN CAZAC
Turcan Cazac Law Firm



GEORGE TEODORESCU
Vernon David



JOHN MAXEMCHUK
Sun Communications



ROGER GLADEI
Gladei & Partners



EUGENIU JOSAN
Moldova Agroindbank



CARMINA VICOL
Prime Capital

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
- 2015 – Ambassador James D. Pettit

AMCHAM MOLDOVA PROFILE



AMERICAN CHAMBER OF COMMERCE IN MOLDOVA

FIGHTING FOR YOUR BUSINESS

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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 105 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.

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.

*In 2014, 17 new members
joined AmCham Moldova*

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 2014, within its Advocacy and Lobbying effort: AmCham was an active member of the following:

- Economic Council under the Prime Minister;
- "Guillotine" Working Group;
- Advisory Council under Customs Service;
- Millennium Challenge Account Steering & Executive Committees;
- Council of Experts within National Commission for Financial Markets;
- National Confederation of Employers in RM.

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.



AMCHAM COMMITTEES

PARTICIPATION IS THE BEST WAY TO MAXIMIZE YOUR MEMBERSHIP AND RECEIVE THE GREATEST RETURN ON YOUR INVESTMENT.

There are 6
active Committees
within AmCham:

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

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 2014, 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.

TAX & LEGAL COMMITTEE

Active since 2007

60 committee members

CO-CHAIRS

Octavian Cazac,
Turcan Cazac Law firm
Lilia Țapu,
PwC Moldova

COMMITTEE COORDINATOR

Sergiu Chirica,
AmCham Project Manager
for Regulatory Affairs

DIALOGUE PARTNERS

- Ministry of Finance/
State Tax Service
 - Ministry of Economy
 - Competition Council
 - E-governance Center
 - CNAM, CNAS, BNS
- Supporters: USAID BRITE project

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 leverage 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.

HUMAN RESOURCES COMMITTEE

Active since 2008

36 committee members

CO-CHAIRS

Margareta Osovschi,
NCH Advisors
Diana Doros,
Gas Natural Fenosa

COMMITTEE COORDINATOR

Elena Buzu,
AmCham Project Manager

DIALOGUE PARTNERS

- Ministry of Labor
 - Ministry of Health
- Supporters: NCPM

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 OBJECTIVES

- 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.

TRADE AND MANUFACTURING COMMITTEE

Active since 2012

30 committee members

COMMITTEE COORDINATOR

Adrian Gheorghita,
AmCham Project Manager

DIALOGUE PARTNERS

- Customs Service
- Ministry of Economy
- Economic Council under PM
- ANSA

Supporters: USAID BRITE project, IFC/WB

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.

FINANCIAL SERVICES COMMITTEE

Active since 2011

16 committee members

CO-CHAIRS

Angela Gladei,
General Director,
Total Leasing & Finance
Carmina Vicol,
General Director, Prime Capital

COMMITTEE COORDINATOR

Adrian Gheorghita,
AmCham Project Manager

DIALOGUE PARTNERS

- NCFM
- NBM
- Ministry of Finance

Supporters: WB/IFC

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.

HEALTHCARE COMMITTEE

Active since 2011

6 committee members

CHAIR

Elisei Gonța,
GlaxoSmithKline

COMMITTEE COORDINATOR

Mila Malairau,
AmCham Executive Director

DIALOGUE PARTNERS:

- Ministry of Health
- Agency of Medicines and Medical Devices
- Parliamentary Commission on Social Protection, Health and Family
- National Company for Health Insurance
- State Chancellery & Economic Council under the Prime-minister
- Customs Service
- Ministry of Economy

COMMITTEE MISSION

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

COMMITTEE GENERAL 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.

COMMITTEE FOR THE FIRST TIME TALKED TO MASS-MEDIA WITHIN AN INFORMAL MEETING WITH JOURNALISTS

For the first time, AmCham Healthcare Committee met mass-media representatives to discuss "off-the-record" with journalists various aspects of the regulation of pharmaceutical industry in the Republic of Moldova.

Almost ten journalists have participated in the meeting. Discussions span around the current crisis in the healthcare sector. The Committee Chair, Elisei Gonta, had the possibility to explain peculiarities of medicines authorization process, rules of medicines prices registration, medicines compensation mechanism, and of course, deficiencies of medicines supply within public acquisition process. AmCham underscored the lack of productive dialogue with government authorities in decision making process.

CORPORATE SOCIAL RESPONSIBILITY COMMITTEE

Active since 2007

20 committee members

CHAIR

Ludmila Motrescu,
Gas Natural Fenosa

COMMITTEE COORDINATOR

Elena Buzu,
AmCham Project Manager

DIALOGUE PARTNERS:

- Ministry of Justice
 - Ministry of Finance
 - Audio/Visual Council
- Partners: Association of Advertisement Producers

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.

COMMITTEES LOBBYING ACTIVITY

Throughout 2014, 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 2015	Ministry of Finance Ministry of Economy State Tax Service Economic Council of Prime Minister President of the Parliament	Traditionally, most of Tax & Legal Committee members are involved in drafting and reviewing tax policy for the upcoming year. The process of consulting and adopting the fiscal and customs policy for 2015 was a difficult one. The committee members continuously worked to improve the draft law, by addressing to state authorities through several position papers and actively participating in many meetings during 2014 and 2015, thus improving the document. In this respect, AmCham's involvement allowed the elimination of certain concepts, as well as enabled improvements of a series of initiatives of the Ministry of Finance, such as: <ol style="list-style-type: none"> 1. Application of simplified taxation regime; 2. The extension of allowed VAT deductibility on car maintenance expenses; 3. The removal of the seiling of MDL 100,000 used for VAT taxpayer voluntary registration, and many others.
Practical issues related to the General Register of electronic invoices	State Tax Service	One of the success story. For a long time, AmCham struggled to undertake the issue of eliminating barriers for VAT registration, thereby the customers of goods or services would not be responsible for the actions or inactions of suppliers of goods or services in the process of registration the invoices in the Electronic Registry of Invoices.
Position papers related to Double Tax Treaty between Moldova and USA	Ministry of Finance Ministry of Foreign Affairs and European Integration	AmCham continues to support the signing of a Double Taxation Treaty with the United States of America and has been working closely with the United States Department of Treasury and Moldovan Government to highlight the important milestones between the Moldova – US economic partnership and arguments in support of signing a treaty. For a long 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.

Initiative	State authorities addressed	Comments
AmCham Moldova supports the improvement of the Civil Procedure Code and the Enforcement Code	Ministry of Justice Ministry of Economy	AmCham substantially reviewed the draft law aimed at improving the provisions regarding the court decisions effective enforcement. AmCham's involvement significantly influenced the quality of the document.
Legislation regarding the Contracts Negotiated Away from the Business Premises	Ministry of Economy	AmCham involvement allowed the exclusion of conflicting provisions in the process of transposition of the Directive and its correlation with existing legislation. Although the majority of AmCham recommendations were considered, the political will is required for the implementation of certain norms.
Implication on cancelation of compulsory sobriety test for all legal entities	Ministry of Health	At the beginning of 2014, the Ministry of Health approved the bill regarding the sobriety test. The Order was approved with serious violations such as breach of legal procedure in initiating, elaborating and approving the draft normative act and lack of transparency in the decision making. The Order was aimed at interfering in the activity of economic agents which possessed at list one car. In this context, the act was criticized by AmCham. As a result, the order was considerably improved, following all AmCham recommendations.
Position papers on Facilitation of accessing the public data from the State Register of Legal Entities	State Registration Chamber, Centre for State Information Resources "REGISTRU", Economic Advisory Council of Prime Minister, e-Government centre	AmCham has identified the major problems in the process of transferring the information from the State Registry and the documents for the foundation of the legal entities. The companies were refused by representatives of the State Registration Chamber to share the information of the third parties. A complex advocacy project that lasted for more than a year and involved correspondence with several authorities, several thematic meetings on different platforms and written correspondence. Finally, certain general data from the State Register of Legal Entities of companies registered in the Republic of Moldova were opened.
Legislation on Competition	Competition Council	As AmCham previously played a critical role in reviewing the draft law on competition, in 2014 AmCham continued to review draft Regulations elaborated by the Competition Council designed to properly put the law into force. AmCham involvement significantly influenced the quality of the documents.

Initiative	State authorities addressed	Comments
Legislation on socially important goods	Ministry of Economy Prime minister	In 2014 AmCham continued to express the objections regarding to the price elaboration for the socially important goods. During this process, a series of problems with acquisition and delivery prices were identified. AmCham involvement moderated the spirit (intention) of the Ministry of Economy to promote the draft Government Decision.
Voluntary liquidation of a business	Ministry of Economy Business Regulatory, Investment and Trade Environment (BRITE)	Draft law promoted by the Ministry of Economy has been reviewed by AmCham and is currently in Parliament. The draft promoted by BRITE on the tax issues related to the liquidation of the business is in the process of finalization.
Several AmCham implications on different regulatory issues:	National Regulatory Agency for Electronic Communications and Information Technology, Ministry of Economy, State Tax Service	AmCham implication streamlined resolution of the issues raised, whether at the level of changing the laws or adjusting regulatory practices.
<ul style="list-style-type: none"> • Position paper on Regulation regarding the provision of public electronic communication; • Tax Records of Persons engaged in liberal positions; • Legislation on internal trade; • etc. 		
Cooperation with E-Gov	E-Government centre, State Tax Service, Ministry of Finance, National Health Insurance Company, National Social Insurances House	<p>Within 2014, AmCham continued its intense cooperation with E-Government Center on implementation and improvement of various public services.</p> <p>Operational aspects of the e-invoices. Government welcome the AmCham proposal of using e-invoices on a voluntary basis. Additionally, AmCham has raised a number of practical issues about the functioning of e-invoices that have helped the process of development of the new IT system.</p> <p>Digitalization of public reports. Tax & Legal Committee members are actively involved in excluding divergent aspects related to e-reporting to public institutions (e-Reporting to NHIC and e-Reporting to NSIH).</p>

HR COMMITTEE INVOLVEMENT

Initiative	State authorities addressed	Comments
Reviewing Labor Code	Ministry of Labor	The Labor Code improvement remains to be an imperative necessity. AmCham actively promoted a set of recommendations for Labor Code improvement. The main goal was to further exclude gaps in national labor regulations, through aligning the outdated provisions with the current business environment and ensure a fair treatment of both parties to the labor agreement, this contributing to the creation of new jobs.
Law on temporary incapacity leave	Ministry of Labor	In 2014, AmCham worked to improve labor legislation, by addressing state authorities through several position papers and actively participating in several meetings within the Ministry of Labor, 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, through analysing the similar experience in other countries. AmCham has actively participated in many meetings within the Ministry of Labor and Ministry of Finance. The main goal of the Draft Law is aiming at diminishing the phenomenon of informal work and ensure the rights of daily workers, which fulfill some sporadic and unqualified activities.
Position paper and meetings with Ministry of Labor related to the law on inclusion of disabled people needs	Ministry of Labor	Through 2014, AmCham HR committee had to repeatedly alert the Ministry of Labor about the necessity to change some of the amendments related to inclusion of disabled people needs. As according to the actual provisions of the law, employers, regardless of legal form, which as planned staffing have 20 employees and more, or reserves is obliged to create jobs and employ people with disabilities work at a rate of at least 5 percent the total number of employees. AmCham believes that the State should ensure fairness to the disabled people but not impose conditions that cannot be realistically met by firms.
Legislation on minimum security and health while using the monitor	Ministry of Labor	AmCham has sent the comments on improving the draft of the Government Decision. The major part of AmCham recommendations has been taken into consideration.

TRADE AND MANUFACTURING COMMITTEE INVOLVEMENT

Initiative	State authorities addressed	Comments
Reglementation of the Customs Terminals in the Republic of Moldova	Customs Service	AmCham elaborated a report aimed at reviewing and proposing regulation for customs terminals. The study grounds the issues incurred by companies within the customs clearance process, as well as reveals some major issues in Customs activity that, if reformed, will facilitate the operations within customs terminals and will have positive impact on overall companies trade activity. 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. The effort was supported by USAID BRITE Project.
Implementation of the simplified customs procedures	Customs Service	Within 2014, AmCham Moldova was actively involved in the consultation process with Customs Services on bills intended to harmonize domestic legislation within the DCFTA implementation process. In this respect AmCham played a leading role on militating for the introduction of simplified customs procedures such as Authorized Economic Operator, simplified customs declaration, local clearance, as well as reviewing the proposed draft legislation.
Review of bills amending certification of origin Regulations	Ministry of Economy, Customs Service	The amendment of the legislation on certification of origin, was a key point in the process of DCFTA implementation. Therefore AmCham Moldova played a leading role in reviewing the draft legislation, coming up with a series of comments and suggestion to improve the original text with positive impact on Moldova – EU trade volumes.
Enabling the possibility of viewing own account balance within ASYCUDA	Customs Service	Besides advocating on behalf of its members on legislative issues, AmCham Moldova is providing Customs authorities with feedback on a constant basis regarding different operational deficiencies within the customs clearance process. Thus, at the initiative of AmCham Moldova members, Customs Service adjusted ASYCUDA software in order to offer the possibility for customs brokers to view their own account balance.
Implementation of postponing for the final determination of goods' customs value	Ministry of Finance, Customs Service	The concept on postponing a final determination of the customs value of goods is another key component necessary to be implemented in Moldova in the context of EU Association. At that point AmCham came with a series of recommendations aimed at tailoring the concept to Moldovan market.

Initiative	State authorities addressed	Comments
2015 Customs Policy review	Ministry of Finance, Customs Service	Traditionally, along with Tax Policy review, Trade and Manufacturing Committee is reviewing the Customs Policy proposed for the following year. It serves as an excellent opportunity, on one hand, to promote necessary amendments to the Customs Code and, on another hand, to stop the implementation of those initiatives that may have a harmful effect on the business environment. This year AmCham focused its efforts on a series of issues, the most important being the: <ol style="list-style-type: none"> 1. exemption from taxes of the samples of negligible value; 2. elimination of the proposal on depriving exporters of VAT refund, when exports are done through courier or postal services; 3. keeping the competence of calculation and payment receipt of the eco-tax under Customs Service.

FINANCIAL SERVICES COMMITTEE INVOLVEMENT

Initiative	State authorities addressed	Comments
Implementation of Electronic Register of Powers of Attorney E-Government Centre	Ministry of Justice,	At AmCham's initiative and with the support of the E-Gov Center, Ministry of Justice is developing an electronic registry of powers of attorney. The register will give the opportunity to everybody to check the authenticity, valability and validity of the POAs.
Elimination of a series of proposed provisions within the bill aimed at amending the Law on Credit History Bureaus	National Commission on Financial Markets	AmCham reviewed the amendments to the Law on Credit History Bureau and organized a series of meetings with National Commission of Financial Markets and Credit History Bureau to propose recommendations on how to improve the activity of Credit History Bureau, as well as current legislation in this regard. Due to AmCham Moldova proactive reaction, a series of abusive provisions were removed from the bill.
Foreign Account Tax Compliance Act (FATCA)	National Bank of Moldova, Ministry of Finance, National Commission on Financial Markets	AmCham Moldova addressed a series of letters to Moldovan public authorities, urging them to sign, the most favorable for banking community, Intergovernmental FATCA Agreement and to initiate the process of amending domestic regulations in the area of data protection and banking secrecy. These measures are necessary to create the relevant legal framework for local financial institutions to comply with FATCA provisions, thus avoiding the 30% withholding tax in case on non-compliance. FATCA is a US law that requires financial institutions to file reports with the Internal Revenue Service on American taxpayers, or face punitive penalties.

Initiative	State authorities addressed	Comments
AmCham is raising concerns on volatility of the national currency	National Bank of Moldova, Government, Parliament	Through 2014, AmCham Moldova was among the first non-government organizations raising concerns on the fluctuations of the national currency, pointing out its impact on the investment climate. The strong correlation between the business environment and the local currency determines entrepreneurs and investors to be extremely cautious both within operational and investment activities when there are dramatic fluctuations. Therefore, AmCham encouraged the authorities to react promptly to issues threatening the investment climate.
AmCham Moldova opposed the implementation of the reverse charge mechanism	Ministry of Finance, Ministry of Economy, National Commission on Financial Markets	Although, the implementation of reverse charge mechanism was one of the tax policy objectives for 2015, AmCham Moldova managed to provide ground to public officials in order to postpone the implementation of the concept. The reverse charge taxation was supposed to be introduced on the sale of collateral security to cover an overdue claim, as well as in certain other cases. Reverse-charge means that under certain conditions the liability to pay the VAT is shifted to the recipient.
AmCham commented on draft Explanatory Decision of the Plenum of the Supreme Court of Justice on disputes related to financial leasing activity	Supreme Court of Justice	AmCham Moldova took the opportunity to comment the draft explanatory decision on disputes related to financial leasing activity issued by the Supreme Court of Justice. The practical input provided by AmCham Moldova was successfully taken into consideration by the Plenum, resulting into a high quality explanatory decision, which aimed at assisting judges in the disputes settlement processes, related to leasing activity.
Implementation of the reform in the area of collateral and creditor rights (for movable goods)	Ministry of Justice	As AmCham previously played a critical role in reviewing the draft law on collateral, in 2014 AmCham continued to review related draft regulations. AmCham substantially reviewed draft regulation pointed at the creation and functioning of the Collateral Registry of Movable Goods.

HEALTHCARE COMMITTEE INVOLVEMENT

Initiative	State authorities addressed	Comments
Elaboration and approval of the Regulation on ethical pharmaceutical promotion in the Republic of Moldova	Ministry of Health Agency of Medicines and Medical Devices, State Chancellery	In 2014, AmCham Healthcare Committee continued its efforts to combat corruption in healthcare domain by promoting ethical and transparent behavior of pharmaceutical market players. Thus, the Working Group under the Ministry of Health on elaboration of the Regulation for ethical pharmaceutical promotion has continued its activity. The provisions of the Regulation have been thoroughly elaborated, reviewed, and discussed within the Working Group, so that, by the end of 2014, the final draft of the Regulation has been achieved. Approval of the Regulation is included in Ministry's plan of activities for 2015.
Position papers on non-observance by the Ministry of Health of medicines prices registration rules	Ministry of Health, Agency of Medicines and Medical Devices, State Chancellery, Prime-minister	Throughout 2014, AmCham Healthcare Committee had to repeatedly alert the relevant authorities about the non-observance by the Ministry of Health of the provisions of Government Decision no. 525 regulating the approval and registration of medicines prices. Major issue for the industry became the reluctance of the relevant authorities - contrary to the existing legal provisions - to adjust the registered prices to the fluctuations of foreign currencies EUR and USD. Relevant authorities, as well as the Ministry of Economy, received concerns from the producers that non-compliance to the rules generates uncertainty among industry players and may lead to the blockage of essential medicines to Moldovan patients.
Position paper on deficient public consultations for several important draft government decisions on Agency's new tariffs for rendered services and regulations of placement on internal market of various medical devices	Agency of Medicines and Medical Devices, Ministry of Economy, State Chancellery, Prime-minister	AmCham has addressed several letters to various authorities alerting them about the non-transparent legislative process and lack of proper consultations with the business community during the elaboration and approval of draft government decisions on Agency's new tariffs for rendered services and regulations of placement on internal market of various medical devices. The Agency was reluctant to take into account the recommendations that came from business operators and, consequently, the Government approved some new deficient rules that have generated uncertainty in market regulation.

Initiative	State authorities addressed	Comments
Postponement of the implementation of new rules on authorization of medicines packaging	Ministry of Health, Agency of Medicines and Medical Devices	In summer 2014, the National Agency of Medicines and Medical Devices informed pharmaceutical companies about its intention to urgently change the rules of medicines packaging authorization, starting as of January 2015. AmCham Healthcare Committee members have held several meetings with the Director of the Agency and Minister of Health raising the concern that the period offered by the authorities to comply with the new rules is extremely short and the new provisions may generate the disappearance of many important medicines from Moldovan market. Thus, the Minister has postponed entering into force of the new rules. Nevertheless, the companies stated that the new authorization mechanism is defective and the Committee will work further to improve it.
Position paper on improvement of mechanism of medicines selection for compensation from the funds of National Company for Health Insurance	Ministry of Health, Agency of Medicines and Medical Devices	In 2014, the Committee raised the problem of medicines compensation. Namely, member companies complained about the obscurity of the mechanism of medicines selection and non-transparency of their inclusion in the list of medicines compensated from the funds of National Company for Health Insurance.
Position paper on illegal issuance of authorization of import for medical devices	Agency of Medicines and Medical Devices, Customs Service	AmCham alerted Customs Service that it was illegal to request import authorization document from medical devices importers, as this permissive act is not included in the list of permissive acts under the Law 160. As a result of this complain, Customs Service stopped requesting the permissive document.
Position paper on draft amendments of the Regulation on public acquisitions in healthcare	Ministry of Health, Agency of Medicines and Medical Devices	As a result of severe crisis generated by currency fluctuations and blockage of medicines supply within public acquisition contracts, Government authorities decided to improve the acquisition mechanism in order to assure the smooth supply of medicines and medical devices to medical institutions. Nevertheless, Committee members got very much concerned about the non-observance of the legislative process, lack of consultations with private sector, and, as a result, disproportionality of the proposed provisions. The Committee expressed its concerns in a position paper and some of the proposals were amended.

CSR COMMITTEE INVOLVEMENT

Initiative	State authorities addressed	Comments
Position paper on intention of the Ministry of Finance to reduce the tax deduction limit for expenses related to philanthropic and sponsorship activities	Ministry of Finance, Government	AmCham addressed a position paper to different public authorities raising awareness on potential impact of reducing the tax deduction limit for expenses related to philanthropic and sponsorship activities (from 10% to 2%). AmCham Moldova believes that this amendment, promoted within the Tax Policy Bill, is able to discourage private sector to spend money on sponsorship and philanthropic activities, including supporting public institutions.
Position paper on draft law on publicity	Ministry of Justice, Government	AmCham submitted to public officials a series of recommendations to the draft bill on publicity. The major issues addressed in the letter included the necessity for improvement of the legal framework governing social publicity and medicines publicity. The comments and recommendations on social publicity were drafted within CRESMI Group – project financed by US Embassy in Moldova.

AMCHAM MEMBERSHIP IN SEVERAL WORKING GROUPS

ECONOMIC COUNCIL UNDER THE PRIME MINISTER

In 2014, AmCham continued its activity within the Prime minister's Economic Council, consolidating its position as one of the most active members of this important forum.

The Council promotes public - private sector dialogue to improve the business environment, eliminate major constraints to the private sector development, ensure a clear, functioning, non-discriminatory and transparent regulatory framework, improve the quality of public services for the business sector, cut red tape and bureaucracy and minimize the risk of corruption, the corruption prevention component being one of the central consideration of the Council interventions.

The Economic Council is comprised of three major groups of stakeholders:

1. Representatives of business associations and private sector;
2. Heads of state institutions (ministries, independent agencies);
3. Donor organizations active in the field of business climate reforms in Moldova.

Four Economic Council meetings with PM's participation have taken place in the course of 2014. The topics covered:

1. Meeting on new electronic services for the business community
2. Meeting with the traders of agricultural and agri-food products
3. Meeting on the simplification of procedures at the State Registration Chamber

4. Meeting on identifying and overcoming main barriers to export of agricultural and food products.

Besides the meetings with PM participation, numerous meetings and discussions were held at the Secretariat level with the participation of AmCham Executive Team.

In this way, AmCham is able to raise membership concerns and needs for the business regulations improvement at the PM level.

The soundest Council initiatives, which were supported by AmCham are: transparency of information regarding all business entities registered in Moldova; simplification of the procedure of starting a business; improvement of electronic invoicing; e-reporting at National Bureau of Statistics; online access to taxpayer's current account; implementation of state inspections register.

"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 2014, "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.

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 Council, in 2014, AmCham had the opportunity to interact directly with Customs Service's officials in order to both raise individual concerns affecting AmCham members, as well as to comment on different legislative issues as the regulation of customs terminals, certification of origin, determination of customs' value, etc.

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, 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 positions within MCA for another 2-years period.

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

COUNCIL OF EXPERTS WITHIN NATIONAL COMMISSION FOR FINANCIAL MARKETS

The council of experts is an advisory body within the National Commission for Financial Markets (from now on – National Commission) dealing with the problems of the non-banking financial market and its stakeholders. The council of experts examines the draft legislation and other documents elaborated by the National Commission on the functioning of the non-banking financial markets and corporate governance. The council also submits to National Commission proposals for amending, completing and applying the legislative and normative acts for the non-banking financial markets. Within 2014, the Council provided AmCham with excellent opportunity to comment a series of bills aimed at regulating collateral, credit history reporting, and other secondary normative acts governing non-banking financial market.

NATIONAL CONFEDERATION OF EMPLOYERS IN RM

As a member of the National Confederation of Employers in Moldova (NCE), AmCham recently became member within Tripartite Commission for Social Dialogue. AmCham is involved in many of its activities aimed to foster policy change and establishment of a better business environment.

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

As 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 business environment.



RECOMMENDATIONS OF THE BUSINESS COMMUNITY ON ELIMINATION OF CONSTRAINTS TO DOING BUSINESS IN MOLDOVA

During several months of work alongside with other two business associations – EBA Moldova and FIA Moldova – an effort was made to elaborate the document Recommendations of the Business Community on Elimination of Constraints to Doing Business in Moldova.

The final document reflects issues and concerns that were insistently raised by member companies, while the recommendations and actions addressed by mentioned paper towards elimination of the constraints were generated within the Committees meetings, Working Groups and correspondence with AmCham office.

The paper was presented to the Prime-minister Chiril Gaburici within a meeting held on April 6, 2015.

On April 15, the document was presented to the whole Cabinet of Ministers with the proposal of initiating dialog with each separate Ministry on identification of the most efficient solutions for improvement of the regulatory framework.

AmCham will continue promoting this important document.



REGULATION OF CUSTOMS TERRITORIAL COMPETENCE AND CUSTOMS TERMINALS IN THE REPUBLIC OF MOLDOVA

As 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 legislative or normative document, AmCham Moldova proposed to develop a project aimed at legalizing Customs Terminals in the Republic of Moldova, in order to bring clarity, predictability

and transparency in their activity and therefore, in the activity of importers/exporters.

In this regard, with the support of USAID-BRITE Project, AmCham succeeded to contract a series of experts who had to assess the current legal status of customs terminals, to evaluate the general conditions of customs clearance procedures, and, as well as to suggest a series of amendments to the legislation in order to legalize customs terminals.

The report was appreciated by Customs Authorities as an exhaustive one, as it is tackling not only the issues related the customs terminals' activities, but also is proposing a series of recommendations aimed at improving customs clearance procedures.

PROJECTS & SPECIAL LOBBYING INITIATIVES

CIVIC RESPONSIBILITY ENHANCEMENT VIA SOCIAL MESSAGE INITIATIVE (CRESMI)

The American Chamber of Commerce in Moldova is implementing a project entitled Civic Responsibility Enhancement via Social Message Initiative (CRESMI) funded by the U.S. Embassy to the Republic of Moldova. The project aims to contribute to the public interest of the Republic of Moldova and increase social awareness by promoting amendments to current legislation on public service advertising, aligning the current legal framework to international practices, and raising awareness among beneficiaries.

In this respect, AmCham Moldova developed a series of activities targeting both short-term and long-term objectives. In order to raise the public awareness on the concept of public service advertising, a series of promotion actions had been taken.

AmCham organized a workshop with representatives from the Government, business community, mass media and civil society, within which the current legal framework of public service advertising was discussed, as well as a series of amendments were elabo-

rated. Afterwards, the amendments proposed by AmCham were fully accepted by the Ministry of Justice.

AmCham also organized a seminar for PR Managers, mass-media representatives, NGO representatives, public authorities, aiming at familiarizing the stakeholders with the concept of social publicity as a mean of implementation of CSR strategies as well as promoting the concept of social publicity in the educational process of the society.



This project is funded by the U.S. Embassy to the Republic of Moldova.

BUSINESS MEDIA DEVELOPMENT PROGRAM (BMDP)

In 2014, AmCham in partnership with BDR Associates ran Business Media Development Program, funded by USAID, through BRITE project. BMDP was eligible only for economic press, with focus on regulatory reform, trade facilitation, tax & customs policy.

Program was aimed at increasing economic and business mass media capacity to reflect the economic issues and business reforms; educating key-mass media to develop critical analytical and qualitative media materials; informing mass media on the latest processes & instruments for the free access to public information;

promoting transparency, access to information, accountability and public participation.

All journalists considered the program very useful for their development, and as a great opportunity to learn from first sources the specifics of doing business in Moldova, and what is more important – to understand better the problems that business community faces. The project offered the possibility to increase awareness of reform efforts and their importance to all Moldovan citizens; increase understanding of reforms and their impact on the business environment; promote

accountability by monitoring the success/failures of reforms and following up on government promises; increase diversity of voices on economic issues in the media; as well as, build capacity of local journalists to cover economic issues in an in-depth, balanced, and informative manner.

Through the project, seven thematic workshops for journalists with relevant experts have been organized, resulting in 50 published media materials, including TV shows, dedicated to business regulatory reforms, trade facilitation, tax & customs policy.



REGULATORY IMPACT ASSESSMENT DEVELOPMENT FUND

AmCham was launched “Regulatory Impact Assessment Development Fund”, aimed at enhancing the qualifications of public authorities in elaborating the analysis of regulatory impact. The main objective of the Program is contributing to the capacity building in the elaboration of regulatory impact analysis.

Two representatives of the Ministry of Finance and Parliament have been selected by a jury to participate in the “Applied Regulatory Impact Analysis” (RIA) training course held by Jacobs, Cordova & Associates, Luiss Guido Carli University and the Luiss School of Government. This practical, hands-on course, offered for the

9th year, is the most popular RIA course in the world. It is expressly designed for policy officials and executives who use RIA to improve policy results.



AMCHAM EVENTS

NETWORKING AT AMCHAM EVENTS

THE PERFECT COMBINATION OF BUSINESS AND PLEASURE

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

AmCham Moldova offered numerous business and social networking opportunities:

BUSINESS NETWORKING EVENTS

1. Business Breakfasts – 6 events
(Ingrid Tersman, Ion Sturza, Dorin Dragutanu, William Moser, Julia Otto, Matthias Meyer)
2. “Welcome Back” Networking Cocktail – 2 events
3. “Meet the Candidates” Business Cocktail
4. AmCham Annual General Member Meeting
5. Seminar on Regulatory Impact Assessment
6. Roundtable on legislation/CRESMI Project
7. Seminar: Social Publicity – Lessons to be learned/ CRESMI Project
8. Workshop for Executive Assistants
9. Christmas Networking Reception
10. Young Professionals Program – 12 sessions
11. Workshops with journalists – 7 events
12. Thanksgiving lunch with mass media
13. Informal meetings with mass media

SOCIAL NETWORKING EVENTS

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

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.

ANNUAL GENERAL MEMBER MEETING

The Annual General Member Meeting is one of the most significant and awaited event at AmCham. In May, AmCham Moldova has held its 2014 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.

“MEET THE CANDIDATES” BUSINESS COCKTAIL

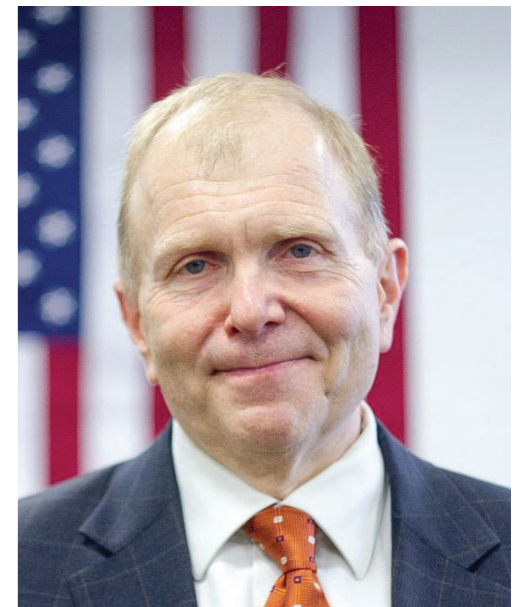
“Meet the Candidates” Business Cocktail is design to introduce candidates running for positions as Board members. The candidates have the opportunity to present their reasons for wanting to serve on the AmCham Board of Directors and answer questions from other members and guests regarding their ideas and prospects of further development and expansion of AmCham’s successful operations in Moldova.



BUSINESS BREAKFASTS

Special Guests:

- H.E. Mr. Matthias Meyer, Ambassador of Federal Republic of Germany to Moldova
- H.E. Mrs. Ingrid Tersman, Ambassador of the Kingdom of Sweden to Moldova
- Mr. Ion Sturza, Former Prime Minister
- Mr. Dorin Dragutanu, Governor, National Bank of Moldova
- Mrs. Julia Otto, Head of Office, European Bank for Reconstruction and Development
- H.E. Mr. William Moser, U.S. Ambassador to Moldova
- H.E. Mr. James D. Pettit, U.S. Ambassador to Moldova



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.



ROUNDTABLES ON LEGISLATION & BEST PRACTICES/ CRESMI PROJECT

Civic Responsibility Enhancement via Social Message Initiative (CRESMI) aimed to enhance the involvement of the local private sector and NGOs in social responsibility projects and the creation of public awareness campaigns. The CRESMI innovative approach consisted in engaging all stakeholders (government, public sector, media, and civil society) in the process of reforming the public advertising legal framework.



SEMINAR FOR EXECUTIVE ASSISTANTS ON ADMINISTRATIVE PROFESSIONALS' DAY

On the occasion of Administrative Professionals' Day and to recognize the work of secretaries, administrative assistants, receptionists, and other administrative support professionals, AmCham organized a seminar designed for executive assistants who would like to be more proactive in supporting their superiors and enhancing their contribution to their organizations.



FAREWELL LUNCHEON FOR THE AMBASSADOR OF THE USA TO MOLDOVA, H.E. MR. MOSER

William Moser presented his credentials as Ambassador to the Republic of Moldova on September 04, 2011. During his duty Mr. Moser was one of AmCham's strongest and most well-respected supporters. The Ambassador actively collaborated with AmCham through different common projects, events, conferences and programs, thus, promoting AmCham's role in the business community.

AmCham Moldova awarded H.E. Mr. William H. Moser, U.S. Ambassador to Moldova, a Certificate of Appreciation, in recognition for his exceptional efforts and valuable contribution to the development of prosperous bilateral relationships, his ongoing support to the local business community, tireless involvement in promoting a favorable business and investment climate in the Republic of Moldova and to the growth of the cultural exchange network between Moldova and the USA.



AWARD CEREMONY FOR BUSINESS & ECONOMIC MASS MEDIA DEVELOPMENT PROGRAM

Aiming to develop and improve skills for business and economic mass media in the Republic of Moldova as well as strengthen freedom of expression and independent press, American Chamber of Commerce has awarded the most active journalists who have participated in the Business and Economic Mass Media Development Program (BMDP). The BMDP was eligible only for economic press, with focus on regulatory reform, trade facilitation, tax & customs policy, held between April 2014 – January 2015.



USA INDEPENDENCE DAY

The 238th Anniversary of USA Independence Day 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 in everything in between.



Event Partners:



CHRISTMAS

AmCham members and partners had a wonderful opportunity to meet and celebrate the success of AmCham Moldova in 2014. 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.



AMCHAM JOINT EVENTS & PARTNERSHIPS

- Seminar on Regulatory Impact Assessment: Advancing the Transparent Policy Discussion;
- Roundtable on consolidation & cooperation between ANOFM and the business community;
- Workshop on Mobile Signature and its impact on doing business;
- Seminar on voluntary liquidation of a company;
- Workshop on e-Gov services;
- Workshop on Corporate Culture;
- Conference on evolution of charity organizations and projects in Moldova;
- Workshop on challenges and peculiarities in dealing with import / export procedures related to National Food Safety Agency activity;
- Focus-group on the new concept referring to implementation of e-certificates for medical leave.



AMCHAM YOUNG PROFESSIONALS PROGRAM, 3RD GENERATION

AmCham Moldova proudly launched the 3rd edition of the Young Professionals Program in September 2014. 25 outstanding young professionals employed at 19 different AmCham member companies became part of the 3rd 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 – 3RD GENERATION

1. ACI Partners – Cristina Tiscul
2. East Europe Foundation – Oxana Zanoga
3. Efes Vitanta Moldova Brewery – Petru Țuşco
4. Express Leasing – Iuliana Leca
5. Gas Natural Fenosa – Ruslan Sirbu
6. Gas Natural Fenosa – Ruslan Gonciaruc
7. GPI Holing – Alina Munteanu
8. Grawe – Vadim Berzan
9. Grawe – Marian Bujac
10. JTI – Tatiana Palaga
11. JTI – Alexandru Gonciaruc
12. KPMG – Andrei Tanase
13. Mary Kay – Galina Garaba
14. Metro – Alina Dusciac
15. Metro – Alexandru Trifan
16. Microinvest – Tatiana Caraman
17. Moldcell – Gheorghe Hincu
18. Moldcell – Natalia Cojocar
19. Moldova Agroindbank – Ecaterina Ivanova
20. Pedersen & Partners – Nadejda Borta
21. Petrom Moldova – Vasile Valcov

22. Petrom Moldova – Ecaterina Danu
23. Prime Capital – Diana Bilba
24. PwC – Natalia Dermenji
25. Turcan Cazac Law Firm – Vadim Taigorba

“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.

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

Leadership & Managerial Skills; Public Speaking; Project Management; Speech Writing, Leadership & Management; Negotiation for mutually satisfying results.

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.

Victor Guzun, Ambassador, Embassy of RM to Estonia; Vitalie Arvinte, Head of HR and Communication Department, BCR Chisinau; John Maxemchuk, CEO, Sun Communications, Alexandru Bordea, Trainer, Evenda; Eugen Hristev, CEO, Trimetrica; Daniels Pavluts, Adviser to the Ministry of Economy, European Union high-level policy advice mission





BAKER TILLY

ICS Baker Tilly Klitou and Partners SRL

65 Stefan cel Mare si Sfânt Blvd

5th Floor, office 507

MD-2001, Chisinau, Moldova

Tel: +373 22 233003

Fax: +373 22 234044

Email: info@bakertillyklitou.md

Website: www.bakertillyklitou.md

INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS
OF THE AMERICAN CHAMBER
OF COMMERCE IN MOLDOVA

REPORT ON THE FINANCIAL STATEMENTS

We have audited the accompanying financial statements of American Chamber of Commerce Moldova ("AmCham"), which comprise the balance sheet as at 31 December 2014, and the income statement, statement of changes in equity and cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes.

MANAGEMENT'S RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of these Financial Statements in accordance with Moldovan National Accounting Standards approved through the Moldavian Ministry of Finance Order No. 174/25.12.1997 "for the approval and application of National Accounting Standards and of the Chart of accounts for the economic-financial activity of the Companies" and for such internal control as the Management determines is necessary to enable the presentation of consolidated Financial Statements that are free from material misstatement, whether due to fraud or error.

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 International Standards on Auditing. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the Financial Statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Management as well as evaluating the overall presentation of the Financial Statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

OPINION

In our opinion, the accompanying financial statements give a true and fair view of the financial position of the American Chamber of Commerce Moldova as of 31 December 2014 and of its financial performance and its cash flows for the year then ended in accordance with the National Accounting Standards adopted in the Republic of Moldova.

OTHER MATTER

This report, including the opinion, has been prepared and is intended solely for the information and use of the management of AmCham. To the fullest extent permitted by the Law, our audit work has been undertaken so that we might report to the management of the AmCham those matters that we are required to report in an Auditor's Report and for no other purpose. We do not, in giving this opinion, accept or assume responsibility for any other purposes or to any other person to whose knowledge this report may come to.

*Baker Tilly Klitou and Partners SRL
Chisinau, Republic of Moldova
April 30, 2015*

INCOME-EXPENSES REPORT AS OF DECEMBER 31ST, 2014

All figures in USD

Year 2014

OPENING BALANCE	21983
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Incomes

From Membership	162360
From Sponsorship	65534
Total Income	227894

Expenses

Program Expenses	
Advocacy & Lobbying	77545
Business & Social Networking	26429
Member Support & Services	20646
Promotion of Moldova abroad & Investment Attraction	3078
Total Program Expenses	127698
Administrative & Operating Expenses	
Professional Services	17046
Occupancy	27474
Travel & Meetings	6110
Office Expenses	24336
Total Administrative & Operating Expenses	74966
Total Expenses	202664

CLOSING BALANCE	47213
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AMCHAM COMMUNICATION TO MASS MEDIA

AmCham believes that with enhanced reporting and information, business community, civil society and other stakeholders are able to participate more effectively in the policymaking process. That is why AmCham is constantly investing in its relationship with mass media, by means of raising the qualification of mass media representatives.

MEDIA EVENTS

AmCham is organizing media events on a regular basis, with the aim to keep media channels updated with AmCham most significant results, as well as most important developed initiatives:

- Annual press conference dedicated to AmCham BOD elections and annual report;
- AmCham Committees' informal meetings with mass media, through which Committees update mass media on the challenges, constraints, but also results in their fields of activity;

Usually, each event results in media coverage, based on the press releases / press notes / interviews offered by AmCham Moldova.

E-NEWSLETTER

In 2014, AmCham launched regular Bulletins for Mass-Media emphasizing AmCham's advocacy activities. The e-newsletter is disseminated to all active Moldovan media outlets (app. 30 media channels).

INTERVIEWS / STATEMENTS / PARTICIPATION IN TALK SHOWS

AmCham Moldova representatives, especially its Executive Director, is often invited by leading media outlets to the interviews / TV shows. In this respect, AmCham Moldova values each opportunity of generating additional coverage on business & economic reforms.



AMCHAM COMMUNICATION

AMCHAM COMMUNICATION TO MEMBERS & PARTNERS

For an organization which serves as an advocacy and networking platform for the business community, it is essential that we communicate our common goals to the government, decision makers, members & partners, and with the help of the press, to the public at large. As it is a manifold task, we use several channels to reach our wide audience.

WEBSITE

Between March 2014 – March 2015 the site has averaged over 3500 unique visitors per month! That means that within a year, almost 39,700 people have sought information on our organization and its members. We believe this shows a strong demand for well-written information on business community in Moldova and our unique ability to supply it.

The site is divided into three main sections: NEWS, EVENTS and ADVOCACY ON THE GO. By moving to a more member-centric layout, we allow visitors to access information based on their own choice rather than sift through everything to decide what is of interest to them.

Over the past year, our website has evolved to provide members with an improved online experience. This includes new features and enhancements such as:

- “Advocacy on the Go” section that keeps members up-to-date with the work of our committees, and namely overview of current or recent AmCham advocacy efforts, minutes from Committee meetings, recently released position statements.
- Online event registration;
- Improved member news section allowing members to post their news;
- Member calendar of events to feature functions hosted by members;
- Job Center;
- Increased frequency of website updates; and
- Current Member Discount Program information.

The web presentation will continue to be one of the primary sources of communication among members and between AmCham and the business community.

WEEKLY BULLETIN

AmCham members receive the “AmCham Moldova Weekly Bulletin”, every week. This streamlined, easy-to read, one page newsletter gives a quick update on events, news, business offers, committees and more.

SOCIAL MEDIA

AmCham Moldova is very active within social media, thus, communicating on Facebook on an almost daily basis. We share event photos, recent articles and invitations to our upcoming events.



BUSINESS VISA PROGRAM

AmCham Moldova members continue to benefit from the Business Visa Facilitation Program offered by the U.S. Embassy, a program that significantly reduces the waiting time before visa interview appointment by providing access to special appointment time.



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 hired 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.

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 2014, thanks to our excellent cooperation with the U.S. Embassy in Moldova, all AmCham members who applied for a visa via AmCham Moldova Business Visa Program received it successfully.

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

BUSINESS MATCHMAKING

New AmCham program

FINDING U.S. AND EUROPEAN PARTNERS

As part of our mission to foster a more favorable business climate in Moldova for foreign trade and investment, the American Chamber of Commerce in Moldova offers matchmaking services to assist members in finding U.S. and other foreign partners.

We use our extensive network of international businesses and more than 126 AmChams worldwide, as well as our close relationship with the U.S. Embassy in Moldova and US Commercial Services in Romania and Ukraine to address businesses' specific needs while searching for foreign partners and trade opportunities.

Including:

- Providing contact information for potential partners;
- Providing information on market conditions and investment climate of specific sectors and countries;
- U.S. Visa facilitation;
- Assisting with logistics when visiting potential members;
- Providing connections to other AmChams around the world.

ENTERING THE MOLDOVAN MARKET

American Chamber of Commerce strives to work jointly towards improving the climate for developing foreign investment and trade with Moldova by offering assistance to businesses that are interested in entering Moldova, assisting with general consulting on the Moldovan market, connecting them with AmChams within a well-developed network of Moldovan government and business leaders, and providing customized services based on individual businesses' needs.

Including:

- Providing the information on the country investment climate and business opportunities;
- Helping to identify legal and regulatory issues;
- Making introductions to business and government leaders;
- Assisting with logistics on visits to Moldova;
- Setting up meetings with potential partners.

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!

LEGAL, CONSULTING & AUDIT Deloitte, INTERSHIFT, magenta, P.A.A. The Legal Accounting	COURIER SERVICES & RELOCATIONS DHL, FedEx,	SPA & BEAUTY AVON, YVES ROCHER, BABOR
HOTELS Plus, Konsul Hotel, LEGOMAN, Manhattan, Villa Elit	IT & COMPUTERS SUN Communications, GPI, MATREX	
PR & COMMUNICATION BDR Associates	GAS STATIONS ROMPETROL	TRAINING ACADEMIA, ADVANCED CONSULTING, AEGIS, AMERICAN COUNCILS, ASCENDIS, euenda
STORES ALQ, Antares, Arenasport, matrix, RHEI-VIT, PURCARI, SUPRATER		
RESTAURANTS AMBASSADOR, EL GRECO, PIZZA MANIA, PANIPIT		
HEALTHCARE MedExpert, medpark INTERNATIONAL HOSPITAL	TOURISM CORINA, Perfectour, TATRABIS, TravelDesk	OFFICE SUPPLIES CABINET, Office5, VITCALL

"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 healthcare company devoted to discovering new medicines, new technologies and new ways to manage health. Its products span the continuum of care – from nutritional products and laboratory diagnostics to medical devices and pharmaceutical therapies. Abbott's 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 2015, Abbott was named the most admired company in the medical products and equipment industry for the second year in a row and was ranked number one in every single rating category according to Fortune magazine.



ACI PARTNERS

Legal Services for Business

Tel: (+373 22) 279 323

Fax: (+373 22) 279 337

Email: office@aci.md

Address: 65, Stefan cel Mare Blvd, of. 806, MD-2001, Chisinau, Moldova

Web: 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.



AGRO MESTER HD

Agriculture

Tel: (+373 22) 328 733

Fax: (+373 22) 328 740

Email: serghei.pruteanu@agromester.md

Address: 12/1, Studentilor St, MD-2045, Chisinau, Moldova

Web: www.agromester.md

General Manager: Oleg Golopeatov

Activity: Agro Mester is the official dealer of "John Deere International" GmbH in the Republic of Moldova. The company has established a modern outlet in Stauceni with a showroom, a workshop with all the necessary equipment and tools. Agro Mester HD has the possibility to offer its customers all the necessary machinery, maintenance service and parts.



ALO

Telecommunications

Tel: (+373 22) 290 290

Fax: (+373 22) 276 671

Email: info@alo.md

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

Web: www.alo.md

General Director: Orcun Akcinar

Activity: The ALO Company was founded in 2001 to act on the GSM trade field. From the very 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 an orientation towards 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 Group (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.



AMSOFT GROUP

Computer Services

Tel: (+373 23) 189 550

Fax: (+373 23) 189 550

Email: info@amsoft-group.com

Address: 8, Independentei St, MD-3100, Balti, Moldova

Web: www.am-soft.md

General Director: Anatolie Deinego

Activity: Since 2009, AMSOFT Group's 40+ Moldovan-based employees are very proud of their success and along with their US colleagues, over these past five years, have developed applications and supported significant information technology initiatives for many notable companies both in the US and in Europe. Specializing in Software Development, Business Intelligence and Automation, Decision Support Services, IT Support and "OpenSourcing"; UPS, Kone, WellPoint, EmblemHealth, Genie, AutoOne, SuperShuttle, Justicia, and EMC, among many other organizations, are utilizing AMSOFT developed applications and services.



AUTODOCTOR

Automotive and Suppliers

Tel: (+373 22) 498 226

Fax: (+373 22) 498 226

Email: info@gbs.md

Address: 18/1, M. Sadoveanu St, Chisinau, Moldova

Web: www.gbs.md

General Director: Serghei Babenco

Activity: GBS Company was founded on August 25, 1995, under the "AutoDoctor" trademark. Today it is one of the largest companies in sales of auto parts and automotive service industry in the Republic of Moldova.

GBS Company is the official representative of more than 50 world

famous brands of auto parts, oils and accessories. The company has 8 branches of retail and wholesale trade, centralized technically stocked warehouses, with an area of 3,000 sq.m., as well as service center, which is equipped with advanced technical equipment and skilled workers. The personnel of the company consists of more than 120 people, and its vehicle fleet consists of 20 cars which carry out delivery of goods across the Republic of Moldova.

Company's main advantages are:

- Competitive price-quality ratio;
- Vast range and continuous presence of products in warehouses, on more than 70,000 positions;
- Existence of our own trade network of 8 stores and 2 warehouses with an area of 3,000 sq.m.;
- Quality service with the latest modern equipment;
- Fast delivery to any point in Moldova.



the company for women

AVON MOLDOVA

Pharmaceuticals, Cosmetics

Tel: (+373 22) 267 676

Fax: (+373 22) 270 142

Email: repsmoldova@avon.com

Address: 65, Stefan cel Mare Blvd, of. 500, 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 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.



BAKER TILLY

BAKER TILLY KLITOU AND PARTNERS

Audit & Assurance Services, Accounting, Tax and Legal Services, Advisory Services

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 Network, 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.



Science For A Better Life

BAYER HEALTHCARE PHARMACEUTICALS

Medical, Pharmaceuticals

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 healthcare companies in the world. It operates with a portfolio of more than 170 consumer healthcare 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.



BANCA COMERCIALĂ ROMÂNĂ CHIȘINĂU

Banking

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.



BDO AUDIT & CONSULTING

Audit, Consulting

Tel: (+373 22) 602 363

Fax: (+373 22) 602 351

Email: office@bdo.md

Address: 36, Petru Rares St, of. 140, 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.

BDR Associates

Strategic Communication

BDR ASSOCIATES-STRATEGIC COMMUNICATION, REPRESENTATIVE OFFICE IN THE REPUBLIC OF MOLDOVA

Type: Consulting, PR & Communication

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.md

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.



BEST WESTERN PLUS FLOWERS HOTEL

Hotel and Restaurants

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, a 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.



BERLIN-CHEMIE, MENARINI

Medical, Pharmaceuticals

Tel: (+373 22) 212 558

Fax: (+373 22) 244 284

Email: moldova@berlin-chemie.com

Address: 85 Alexandru cel Bun St, MD-2005, Chisinau, Moldova

Web: www.berlin-chemie.md

General Director: Ion Ciubotaru

Activity: Berlin-Chemie is a German pharmaceutical company founded in 1885 that produces and sells medicines on more than 100 European and Asian markets. Since 1992, it is a part of Menarini Group. In 1999 it has officially opened the Representative Office in Chisinau and since then the company is constantly growing, thus becoming number one on the Moldovan pharmaceutical market. More than 100 medicines have been registered in the country. Every year the company launches 2-3 new medicines, thus demonstrating a high degree of interest in our market.

At the same time, more investments have been made in the personnel, employing 54 persons.

The main areas of investments are: endocrinology, gastrology, cardiology, pain, infusions.



BEMOL RETAIL

Consumer Goods

Tel: (+373 22) 298 902

Fax: (+373 22) 292 855

Email: info@bemol.md

Address: 5/1, Moara Roșie St, MD-2005, Chisinau, Moldova

Web: www.bemol.md

General Director:

Radko Stamenov

Activity: In December 2007, BEMOL opened its first petrol station and has since expanded its network to 48 stations throughout the Republic of Moldova. Being in the top of the largest fuel distribution networks in Republic of Moldova, in order to satisfy its customer's needs, BEMOL offers only high quality fuel products and services, in compliance with European standards. Since the start of its operations, BEMOL created over hundreds of permanent jobs in the Republic of Moldova. BEMOL is an affiliated company of Danube Logistics, the owner and operator of Giurgiulesti International Free Port (see <http://www.gifp.md>), and a wholly owned subsidiary of the Dutch Company EASEUR Holding BV.

Booz | Allen | Hamilton

BOOZ ALLEN HAMILTON

Financial Institutions

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 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

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, of. 416, 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.



CARLSBERG

Food & Beverages

Tel: (+373 22) 238 460

Fax: (+373 22) 238 168

Email: Moldova@slavutich.com

Address: 57/1, Banulescu Bodoni St, of. 418, 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 characterized 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 Kruzhka, 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

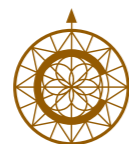
President: Valeriu Lazăr

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 com-

munity 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.



CHEMONICS

CHEMONICS INTERNATIONAL

Consulting

Tel: (+373 22) 839 900

Fax: (+373 22) 839 920

Email: info@ceed.md

Address: 29, Sfatul Tarii St, "Le Roi", 5th 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 project (CEED II, 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 project (BRITE, 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, Industriala 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.



BC "COMERTBANK" S.A.

COMERTBANK

Banking

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 allows for the rapid and efficient 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 directed the entire profit towards the development and improvement of the bank.

Comertbank positions itself as a modern bank with a large network, oriented towards collaboration 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 Comertbank a clear perspective of development and success.



CREDIT RAPID

Financial Institutions

Tel: (+373 22) 843 555

Fax: (+373 22) 468 966

Email: salut@creditrapi.md

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

Web: www.creditrapi.md

General Director: Serghei Zbancă

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, occupying 50% of the market.



GIURGIULESTI INTERNATIONAL FREE PORT

DANUBE LOGISTICS, GIURGIULESTI INTERNATIONAL FREE PORT

Logistics and Transport, Free Economic Zone

Tel: (+373 22) 999 225

Fax: (+373 22) 999 226

Email: info@danlog.md

Address: 66, A. Bernardazzi St, block A, 4th floor, Europa Business Centre, MD-2009, Chisinau, 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, of. 300, 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) 605 520, 228 002

Fax: (+373 22) 605 521

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.

Dräxлмаier



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, MD-3102, Balti, Moldova

Web: www.draexlmaier.de

President: Guido Meinelt

Activity: The Draexlmaier Group is an international automotive supplier with more than 60 sites in over 20 countries. Headquartered in Germany, the company currently employs around 55,000 people throughout the world. Thanks to them and to its considerable innovative capacity, the Draexlmaier Group has achieved technological leadership in the premium automotive segment.

The inventor of the customer-specific wiring harness, the Draexlmaier Group today stands for pioneering innovations in conventional and alternative drive systems, as well as in electrical and electronic components. Among these are multi-voltage and high-voltage wiring harness systems, as well as HV battery systems. As the market leader for the complete interior for premium automobiles, the Draexlmaier Group also supplies renowned automobile manufacturers with center consoles, door panels and instrument panels, as well as

complete door and cockpit modules. In 2014, the Draexlmaier Group achieved sales of 3.4 billion euro.

Customers of the top 100 automotive supplier include Audi, BMW, Cadillac, Jaguar, Land Rover, Maserati, Mercedes-Benz, Porsche, Tesla and Volkswagen.



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.



EASY CREDIT

Financial Institutions

Tel: (+373 22) 838 888

Fax: (+373 22) 838 901

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 in September 2005. Currently, the company has its main office in Chisinau and one branch in Balti, 15 regional commercial representatives and 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:

Gokce Yanasmayan

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, including Chisinau with its extensions (Blondă, Aurie Originală, Draft, Draft Mild, Specială Tare), and foreign, including 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.



FINCOMBANK

Banking

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 30 agencies are located all over the country. At present, the Bank has 136 shareholders, 521 employees, and over 110 thousand clients.

In August 2007 widely well-known venture Western NIS Enterprises Fund (WNISEF) became one of the major shareholders of FinComBank after purchasing 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 (PriceWaterhouse Coopers), then by Ernst & Young; at present – Deloitte & Touche. 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).



FIRST AUDIT INTERNATIONAL

Audit, Accounting, Tax

Tel: (+373 22) 213 452

Fax: (+373 22) 296 450, 241 942

Email: sergiu.soimu@fai.md, office@fai.md

Address: 126, M. Dosoței St, of. 1, 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 a 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.



GARANȚIE

Insurance, Advisory and Legal Services

Tel: (+373 22) 270 050

Fax: (+373 22) 270 055

Email: garantie@garantie.md

Address: 75, Mateevici st, MD-2009, Chisinau, Moldova

Web: www.garantie.md

CEO: Mihai Raducan

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 customer 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

Managing Partner: 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 Container Manufacturing

Tel: (+373 22) 472 482

Fax: (+373 22) 472 432

Email: boris_crivoi@gcc.md, sales@gcc.md

Address: 201, Uzinelor 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.om

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 percent 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 \$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.



GPI HOLDING

Computer Services

Tel: (+373 22) 310 067

Fax: (+373 22) 310 067

Email: info@gpiholding.com

Address: 3/1, Miron Costin St, of. 38, MD-2068, Chisinau, Moldova

Web: www.gpiholding.com

General Manager:

Roman Munteanu

Activity: GPI Holding is an IT solutions provider company. Our areas of specialization are: web, mobile and software development, e-commerce solutions, and consulting.

GPI Holding is formed by a group of 4 companies registered in Moldova, USA, Great Britain and Russia. Since 2006, we served over 300 companies coming from over 40 US states, and 15+ European countries. Our customers are small, mid-sized and large companies coming from all sectors of the economy.

GPI Holding brings a fresh and innovative approach to every goal that we set together with our clients. Our mission is to exceed the expectations of every client by offering exceptional services, outstanding customer service, increased flexibility, and greater value, thus developing web, mobile and software systems, and improving our customers operations' efficiency, sales, and sustaining their growth.



GRANT THORNTON

Advisory and Legal Services for Business

Tel: (+373 22) 860 571

Fax: (+373 22) 227 464

Email: office@md.gt.com

Address: 69, Grigore Ureche St, MD-2005, Chisinau, Moldova

Web: www.grantthornton.md

Senior Audit Manager: Diana Avtudov

Activity: Grant Thornton is a leading business adviser that helps dynamic organizations around the world to unlock their potential for growth by delivering more meaningful and forward-looking advice. We do that by delivering real insight through a combination of technical rigor, commercial experience and intuitive judgment. Over 38,500 Grant Thornton people, in more than 130 countries, are focused on making a difference to clients, colleagues and the communities in which we live and work.

Grant Thornton Moldova is a member firm of Grant Thornton International Ltd, a network of independent audit, tax, advisory and outsourcing professionals.



GRAWE CARAT ASIGURĂRI

Insurance

Tel: (+373 22) 225 596

Fax: (+373 22) 213 533

Email: office@grawe.md

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

Web: 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 Wechselseitige Versicherung AG). Grawe Carat launched its activity in 2004, providing services exclusively on life insurance segment. Since 2009 the range of products was diversified, currently being one of the few insurance companies that offer a full range of insurance products in both segments – life and general.

Grawe Carat Asigurări is the 3rd largest player on the insurance market and holds 11.27% of the market share (2014). The com-

pany is an absolute leader in the field of life insurance with a market share of 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, MD-2064, Chisinau, Moldova

Web: www.hammer.md

President: Alexei Potasnii

Activity: The "Brisar" company is one of the biggest importers and sellers of power tools and construction equipment in Moldova. The basic lines of activity are: 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 Chisinau and in all of the largest cities in Moldova.



HERBALIFE
HERBALIFE

Medical/Pharmaceutical
Meal replacement and
Nutritional Supplements

Tel: (+373 22) 265 888

Fax: (+373 22) 265889

Email: moldova@herbalife.com

Address: 81/1, Ismail St, MD-2001, Chisinau, 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 90 countries. Herbalife recorded net sales of \$4.96 billion in 2014. 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 Cristiano Ronaldo, 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.



HEWLETT-PACKARD
Computer Services

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, 859 244

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

Email: hideco@hideco.md

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

Web: www.hideco.md

Chairman: Anatolie Macarov

Activity: Hideco S.A. is a dynamic developing Moldovan company, well-known on power industry market. Company's activity aims at solving high-priority tasks of power industry sector development, thus ensuring the balance between electricity production and its consumption, increasing the reliability of power supply systems.

Hideco S.A. is the only company in the Republic of Moldova that

provides construction and service of distributed power systems for generation, cogeneration, trigeneration of electricity and modernization of energy sector grid infrastructure. The company offers high-performance power generating equipment providing also cogeneration and trigeneration solutions – microturbines and small capacity turbines.

In order to improve the reliability of existing power supply systems, the experts of Hideco perform construction, equipment installation, reconstruction and modernization of power-grid facilities at power generation and distribution enterprises in the Republic of Moldova, Black Sea regions and CIS countries.



IMPERIAL TOBACCO
Consumer Goods

Tel: (+373 22) 444 002

Fax: (+373 22) 442 023

Email: info@md.imptob.com

Address: 23, Aerodromului St, MD-2024, 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, of. 209, 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 company well-known for its quality products and services.

As a part of Imunotehnomed, there is an in-house diagnostics laboratory equipped with state-of-the-art equipment, where the best consumables and test kits are used and highly qualified personnel is employed.



INCASO
Financial institutions

Tel: (+373 22) 863 785

Fax: (+373 22) 853 785

Email: info@incaso.md

Address: 138/1, Hancesti Rd, MD-2070, Chisinau, Moldova

Web: www.incaso.md

Director: Veaceslav Mirza

Activity: Incaso is a leader in mass-market debt collection services that propose debt collection and claims recovery. In 2011 and 2012, Incaso was designated "brand of the year" by the Chamber of Commerce and Industry of the Republic of Moldova. 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.



INDIGO OGILVY
Advertising

Tel: (+373 22) 855 850

Fax: (+373 22) 294 869

Email: welcome@indigo.md

Address: 25/2, S. Lazo St, MD-2004, Chisinau, 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
Computer Services

Tel: (+373 22) 225 772

Fax: (+373 22) 838 363

Email:
tprisacaru@indracompany.com

Address: 202, Stefan cel Mare Blvd, 5 th floor, MD-2004, 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 defense, 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 invests most 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.



INFODEBIT

Information Services

Tel: (+373 22) 829 727

Fax: (+373 22) 853 765

Email: alexandru.mocanu@infodebit.md

Address: 138/1, Hincesti Rd, MD-2070, Chisinau, Moldova

Web: www.infodebit.md

CEO: Alexandru Mocanu

Activity: Infodebit LLC is a company developed to provide, store and process the information on outdated debtors' obligations by agreements performance. The mission of this company is to significantly increase the protection of creditors businesses regarding their potential financial risk and to discipline the debtors for future contracting. Infodebit aims to reduce the overall credit risks in order to raise the efficiency of the financial institutions, companies, natural and legal persons (in general), which provide credit and/or intend to establish contractual relations with a third party.



IUTE CREDIT

Financial Institutions

Tel: (+373 22) 801 500

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, ICS OM 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, Comrat and Cahul, as well as a large number of partners in retail lending. People can buy and take the credit directly in the store. 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.



KB-WALKOMA

Water Resources Engineering

Tel: (+373 22) 809 280

Email: admin@kb-w.com

Address: 25, Mt. Banulescu Bodoni St, of. 24, MD-2009, Chisinau, Moldova

Web: www.kb-walkoma.com

General Director: Kelsey Walters

Activity: KB-Walkoma SRL is a US wholly owned subsidiary in the Republic of Moldova specializing in water resources engineering in urban, agriculture, and environmental conditions. By investing in Moldova we will provide technical experts in Moldova the opportunity to contribute to technical projects located both in the US and Moldova under the supervision of reputable American Technical Experts while conforming to accredited American Engineering standards.



KPMG MOLDOVA SRL

Audit, Tax, Advisory

Tel: (+373 22) 580 580

Fax: (+373 22) 540 499

Email: kpmg@kpmg.md

Address: 171/1, Stefan cel Mare Blvd, 8th floor, MD-2004, Chisinau, Moldova

Web: www.kpmg.md

Audit Director: Bogdan Vlad

Audit Senior Manager: Vitalie Corniciuc

Activity: KPMG is a global network of professional firms providing audit, tax and advisory services. KPMG operates in more than 155 countries and has over 162,000 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 a staff of over 800, including 18 Partners, both Romanian and expatriates from Canada, France, Israel, Sweden etc.



JT INTERNATIONAL LUXEMBOURG, REPRESENTATIVE OFFICE IN THE REPUBLIC OF MOLDOVA

Consumer Goods

Tel: (+373 22) 605 954

Fax: (+373 22) 607 374

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 Corlateanu

Activity: Japan Tobacco International (JTI) is a member of the Japan Tobacco Group of Companies, a leading international tobacco product manufacturer. It markets world-renowned brands such as Winston, Mevius (Mild Seven) and Camel. Other global brands include Benson & Hedges, Silk Cut, Sobranie, Glamour and LD. With headquarters in Geneva, Switzerland, JTI has operations in more than 120 countries and about 27,000 employees.



LAFARGE

Cement, construction

Tel: (+373 254) 55 500

Fax: (+373 254) 55 549

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 unfailing 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 most stable banks in the Republic of Moldova. The company was founded in 2002 with the aim of developing successful European-type 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

MARY KAY MOLDOVA

Cosmetics

Tel: (+373 22) 259 810

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 \$4.0 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 3.5 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 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

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, additional two stores were opened in Chisinau and Balti. METRO Cash & Carry Moldova now employs 700 employees.



MICROINVEST

Microfinance Institutions

Tel: (+373 22) 250 025

Fax: (+373 22) 229 902

Email: microinvest@microinvest.md

Address: 12, Renasterii Nationale Blvd, 3rd Floor, MD-2024, Chisinau, Moldova

Web: www.microinvest.md

CEO: Paul Panciu

Activity: Microinvest is a microfinance organization launched on April 29, 2003 with the mission to provide competitive financial solutions to micro and small businesses (micro, small, medium (MSMEs) and cooperatives) 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 MDL;

Simplus Plus < 125,000 MDL;

Start: 125,001-300,000 MDL;

Forte > 300,001 MDL.



MICROSOFT MOLDOVA

Tel: (+373 22) 843 500

Fax: (+373 22) 843 600

Email: Moldova@microsoft.com

Address: 63, Vlaicu Parcalab St, of. 5C3, Chisinau, Moldova

Web: www.microsoft.md

Business Development Manager: Serge Shmigaliyov

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



MOLDCELL

Mobile Communication Services

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 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 Manage-

ment 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

Financial Institutions

Tel: (+373 22) 222 770, 216 685

Fax: (+373 22) 228 058, 242 781

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.



MONICOL

Food & Beverages

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 over this time has developed its product range and production facilities, thus becoming one of the local market leaders in the 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, whereas the production facilities are located in Cupcini, Floresti and Ungheni, within the horticulture-favorable areas.

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 preservatives or dyestuff. 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

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Email: info@nchadvisors.md

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

Web: 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 Chisinau, Bucharest, Sofia, Kiev, Moscow, St. Petersburg, and Riga. 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. NCH holds a diverse portfolio of projects in the finance, real estate, industry and agribusiness sectors in Moldova.



NEFIS

Food & Beverages

Tel: (+373 23) 744 000

Fax: (+373 23) 744 033

Email: nefis@nefis.md

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

Web: www.nefis.md

CEO: 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 distrib-

uting company which is located in the capital city, Chisinau, and exported to more than a dozen countries including USA, Germany, Russia, Slovakia, Estonia, Latvia, Lithuania, Georgia, Australia, South Africa, Israel, Liberia, Sierra Leone, Romania, Czech Republic, Belarus, Kosovo, Bosnia etc.



Good Food, Good Life

NESTLE PRODUCTS EXPORT CORPORATION

Food & Beverages

Tel: (+373 22) 210 563

Fax: (+373 22) 211 175

Email: Alexander.Georgievsky@ua.nestle.com

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

Web: www.nestle.com

General Manager: Alexander Georgievsky

Activity: Nestlé is the world's leading nutrition, health and wellness company. Its mission of "Good Food, Good Life" is to provide consumers with the best tasting, most nutritious choices in a wide range of food and beverage categories and eating occasions, from morning to night.

Nestlé has 447 factories, operates in 194 countries, and employs around 333,000 people. It is one of the main shareholders of L'Oréal, the world's largest cosmetics company.



ORANGE

Telecommunications

Tel: (+373 22) 575 010

Fax: (+373 22) 575 026

Email: orange@orange.md

Address: 75, Alba-Lulia 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 telecom 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.



ORBICO MOLDOVA

Wholesale

Tel: (+373 22) 472 402

Fax: (+373 22) 478 277

Email: office@orbico.md

Address: 6, Varnita St, Chisinau, Moldova

Web: www.orbico.md

General Director: Victor Nistorica

Activity: Orbico Moldova is a part of Orbico Group, now represented in 17 countries of Europe such as Germany, Austria, Poland, Croatia, Bulgaria. Orbico Moldova was founded in 2009 and since then it is the leading distributor for a large number of quality globally known brands ranging from beauty care products through food and non-food products. Such an extensive and diversified range of brands and products portfolio demands high

flexibility, openness to constant change, flexible organization and investing in people development and in brands.

Our aim is to generate sustainable business growth and to create added value for our business partners and for brands in our portfolio. Our customers are all relevant and renowned market participants ranging from large multinational chains, local retail chains to wholesale stores, pharmacies and B2B entrepreneurs. Therefore, Orbico is a partner of choice to best meet the needs of our business partners with an optimal mix of product offering, services, flexibility and local expertise.

With a team of passionate professional experts we offer complete and comprehensive business solutions for sales, logistics services, marketing and brand management for brands in our portfolio.

Nowadays, Orbico is in the Top 3 Distributors, Top 10 Best Employers, and Top 30 Biggest Importers in Moldova.



ORHEI-VIT

Beverages

Tel: (+373 22) 835 444

Fax: (+373 22) 835 404

Email: t.lisa@orhei-vit.com

Address: 40, Industriala St, MD-2023, Chisinau, Moldova

Web: www.orhei-vit.com

CEO: 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 aseptic 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.



Tax • Legal • Accounting

P.A.A. TAX, LEGAL, ACCOUNTING

Tax, Legal, Accounting

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

Managing Partner: 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 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

Tel: (+373 22) 838 770

Fax: (+373 22) 838 771

Email: chisinau@pedersenandpartners.com

Address: 49/3, Tighina St, of. 53, 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 apply to its interaction with clients as well as executives. More information about Pedersen & Partners is available at www.pedersenandpartners.com



PEGAS

Food

Tel: (+373 22) 291 000

Fax: (+373 22) 291 000

Email: info@pegas.md

Address: 174, Petricani St, Chisinau, Moldova

Web: 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 an 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 1,500 shops and supermarkets throughout Moldova.



PETROM MOLDOVA

Energy

Tel: (+373 22) 858 999

Fax: (+373 22) 858 989

Email: secretary@petrom.md

Address: 1/1, D. Cantemir Blvd, MD-2001, Chisinau, Moldova

Web: www.petrom.md

Director: Olga Gavrilan

Activity: "Petrom" Company entered the Moldovan market in 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 and partnership.



PHILIP MORRIS
MANAGEMENT SERVICES B.V.
REPRESENTATIVE OFFICE IN MOLDOVA

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

Manager 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.



POLITRANS

Transportation

Tel: (+373 22) 422 664

Fax: (+373 22) 428 663

Email: info@plt.md

Address: 90A, Uzinelor St, MD-2036, Chisinau, Moldova

Web: www.plt.md

CEO: Oleg Gherastovschii

Activity: Politrans is an international transport and logistics company that offers combined transport solutions and logistics services. Their continuous improvement of products is aimed at providing customers with effective and reliable services.



PRICEWATERHOUSECOOPERS MOLDOVA (PWC)

Assurance Services, Tax and Legal Services, Advisory Services

Tel: (+373 22) 251 700

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

Office Leader: Alexandru Gozun

Tax & Legal Manager: Alexandru Munteanu

Activity: PwC helps organizations and individuals create the value they're looking for. We're a network of firms in 157 countries with more than 195,000 people who are committed to delivering quality in assurance, tax and advisory services.

PwC started operations in Moldova 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 16 partners and employing over 600 specialists and support staff, PwC operates in Romania and Moldova from a network of four offices in Bucharest, Timisoara, Cluj-Napoca, Constanta and Chisinau.



PRIME CAPITAL

Financial Institutions

Tel: (+373 22) 214 246

Fax: (+373 22) 543 043

Email: carmina.vicol@primecapital.md

Address: 63/1, V. Alecsandri St, MD-2009, Chisinau, Moldova

Web: www.primecapital.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

Financial institutions

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 Cozlovschi

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, Hungary, Albania and Kazakhstan. Since November 2007, Raiffeisen Group also has a presence on the Moldovan leasing market, through ICS Raiffeisen Leasing SRL.

Raiffeisen Leasing International GmbH (RLI), a part of the bank group Raiffeisen International, is now present in 18 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.



RED UNION FENOSA

Energy

Tel: (+373 22) 431 111

Fax: (+373 22) 431 675

Email: OT24@ufmoldova.md

Address: 4, A. Doga St, MD-2024, Chisinau, Moldova

Web: www.gasnaturaalfenosa.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.



REGLATRANS

Broker Services, Shipping & Freight Services

Tel: (+373 22) 857 007

Fax: (+373 22) 636 050

Email: reglatransbroker@gmail.com

Address: 63, Kogalniceanu St, of. 6, MD-2009, Chisinau, Moldova

Director: Iurie Gorea

Activity: Reglatrans offers the 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.



RILVAN GROUP

Moving and Relocations

Tel: (+373 22) 260 596,
(+373) 68 540 729

Fax: (+373 22) 260 597

Email: office@rilvan.eu

Address: 190, Stefan cel Mare Blvd, of. 6, 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.



ROMPETROL MOLDOVA

Energy

Tel: (+373 22) 233 959, 858 570

Fax: (+373 22) 233 950

Email: office@rompetrol.md
Address: 64, Sciusev St,
MD-2012, Chisinau, Moldova

Web: www.rompetrol.md

General Director:

Vladislav 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 – Petromidia of Romania.



RURAL FINANCE CORPORATION

Financial Institutions

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: Marcel Tonu

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.



SANOFI ZENTIVA MOLDOVA

Pharmaceuticals, Cosmetics

Tel: (+373 22) 243 201

Fax: (+373 22) 815 774

Email: Vladimir.gasnas@sano-fi-aventis.com

Address: 63, Vlaicu-Parcalab St,
of. E, 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 cardio-

vascular 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.



SCHOENHERR ATTORNEYS AT LAW

Legal Services

Tel: (+373 22) 240 300

Fax: (+373 22) 240 301

Email: office@schoenherr.md

Address: 63, Vlaicu-Parcalab St, of. 9A, 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 Office Moldova 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 and supplies services on banking & finance, competition, arbitration & dispute resolution and IP matters. The Moldovan Office provides clients with full language assistance and an understanding of local business practices.



SINERGI LOGISTICS

Logistics and Transport

Tel: (+373 22) 838 670

Fax: (+373 22) 838 750

Email: alexvizir@sinergi.md

Address: 49/6, Dacia Blvd,
of. 303, Chisinau, Moldova

Web: www.sinergi.md

Director: Alexandru Vizir

Activity: Sinergi Logistics is a trucking company that 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.



SÜDZUCKER MOLDOVA S.A.

Food, Agriculture

Tel: (+373 22) 202 333

Fax: (+373 22) 240 707

Email: octavian.armasu@sued-zucker.md

Address: 19, Timiș St, MD-2009,
Chisinau, Moldova

Web: www.suedzucker.md

Board Speaker: Alexander Koss

Activity: Since 1998 Südzucker Moldova is the owner of sugar factories in Drochia, Falesti and Alexandreni. More than 500,000 tons of beets are processed and more than 70,000 tons of sugar are produced annually.

Südzucker Moldova is a subsidiary of Südzucker AG – the leading European sugar producer with 150 years of history. Strengthening and developing the partnership with Moldovan farmers is the main objective of Südzucker Moldova. The company stands for efficiency in agriculture, provides know-how and expertise to farmers and supports the implementation of modern technologies.

The company owns trademarks "Domnița", "Zahăr Cinci Inimioare" and "Dalba."



SUN COMMUNICATIONS

Telecommunications Services

Tel: (+373 22) 860 008

Fax: (+373 22) 860 002

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 Sun Communications 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 customers service at the highest level. A dedicated team of 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.



TACIT KNOWLEDGE

Telecommunications Services

Tel: (+373 22) 856 985

Fax: (+373 22) 839 938

Email:
vechim@tacitknowledge.com

Address: 29, Sfatul Tarii St,
MD-2012, Chisinau, Moldova

Web: www.tacitknowledge.com

General Manager: Vadim Echim
Activity: TK is a digital commerce consultancy focused on delivering complex systems integration & implementation solutions related to eCommerce & Content Management.

Founded in 2002 by a group of software engineers, Tacit implements packaged applications and builds custom software for globally recognized multichannel organizations, including some of Internet Retailers Top 25. The company is headquartered in San Francisco and employs more than 100 people across six international offices – in San Francisco, New York, London, Sydney, Chisinau and Guadalajara.



TAKEDA OSTEUROPA HOLDING GMBH

Pharmaceuticals

Tel: (+373 22) 853 030

Fax: (+373 22) 853 031

Email: igor.todica@takeda.com

Address: 171/1, Stefan cel Mare Blvd,
MD-2004, Chisinau, Moldova

Web: www.takeda.com

Business Development Manager:
Igor Todica

Activity: Takeda is a global research-based group focusing on pharmaceutical drugs.

The combined group companies have active commercial presence in the areas of metabolic diseases, gastroenterology, oncology, cardiovascular health, CNS diseases, inflammatory and immune disorders, respiratory diseases and pain management.

Since its founding over 230 years ago in Osaka, Japan, the company has set out on a trajectory to deliver medicines with unmet medical needs, adapting and changing to the times along the way.

Takeda is the largest Pharma company in Asia and is ranked number 12 globally.

The network of the Takeda group spans over 70 countries and regions worldwide, in Japan, the United States, Europe, Latin America, Africa, the Middle East, and the Asia Pacific Region.

Takeda's pharmaceutical products are marketed in around 100 countries worldwide, including partnerships (marketing alliance partners).

As the largest pharmaceutical company in Japan and a global industry leader, Takeda is committed to striving towards better health for patients around the world through innovation in medicine. For additional information on Takeda, visit www.takeda.com



TOTAL LEASING & FINANCE

Financial Institutions

Tel: (+373 22) 253 050

Fax: (+373 22) 244 696

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.



TRANS-OIL GROUP OF COMPANIES

TRANS OIL GROUP OF COMPANIES

Agriculture

Tel: (+373 22) 889 300,
(+4122) 593 57 80

Fax: (+373 22) 889 301,
(+4122) 593 57 90

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.



ICS TRIGOR AVD SRL

Wholesale, Distribution, Logistics, E-commerce

Tel: (+373 22) 479 898

Fax: (+373 22) 000 301

Email: office@trigor.md

Address: 17, Otovasca St,
MD-2023, Chisinau, Moldova

Web: www.trigor.md, www.comenzi.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, Biosphere (KPD), United Romanian Breweries "Bereprod" SRL, Philips. Trigor AVD furnishes logistics services for "Coca Cola Imbuteliere Chişinău" SRL.

Thanks to the experience gained over almost 14 years of activity, the company provides the market and its partners with a full range of services: marketing, sales, merchandising, primary and secondary distribution, logistics, transport, after services.



TRIMETRICA

GIS Solutions

Tel: (+373 22) 837 231

Fax: (+373 22) 837 227

Email: info@trimetrica.com

Address: 11, Mesager St, of. 305,
306, 307, 308, 309, 310,
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 dissem-

inates 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 the Republic of Moldova.



TURCAN CAZAC LAW FIRM

Legal Services for Business

Tel: (+373 22) 212 031, 226 113,
211 844, 211 846

Fax: (+373 22) 223 806

Email:
Alexander.Turcan@turcanlaw.md,
Octavian.Cazac@turcanlaw.md

Address: 47/1-5A, Puskin St,
MD-2005, Chisinau, Moldova

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.

Vernon | David

VERNON DAVID

Legal Services for Business

Tel: (+373 22) 260 922

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Email: george.teodorescu@dalegal.com

Address: 49, Alexandru cel Bun St, 3rd floor, MD-2012, Chisinau, Moldova

Web: www.dalegal.ro

Managing Attorney: George Teodorescu

Activity: With an eight year presence 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

Tel: (+373 22) 576 100, 576 101

Fax: (+373 22) 234 533

Email: office@vb.md

Address: 141, 31 August 1989 St, MD-2004, Chisinau, Moldova

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 22, 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 high-quality 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 MDL and the Bank assets consist of 11.7 million MDL. 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 “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.



XEROX

IT, Office Equipment

Tel: (+373 22) 210 490

Fax: (+373 22) 210 492

Email: info@xerox.md

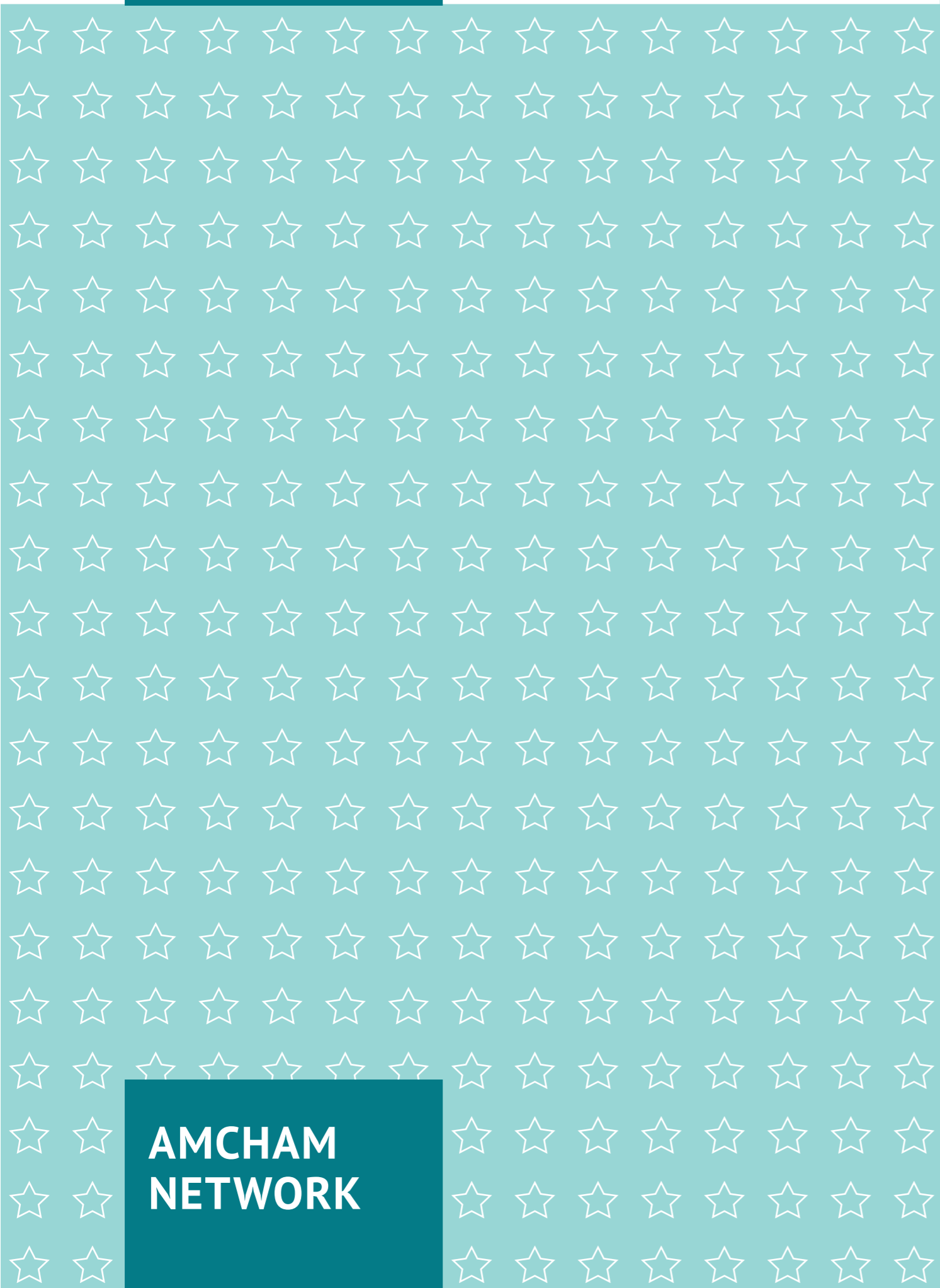
Address: 202, Stefan cel Mare Blvd, MD-2004, Chisinau, Moldova

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.



AMCHAM NETWORK

AMERICAN CHAMBERS OF COMMERCE

The following benefits are extended to members of 45 American Chambers of Commerce, part of the AmChams in Europe (ACE) network:

- Member price for open events;
- Face time with the Executive Director;
- Member-to-member referrals/introductions.

Benefits are to be claimed via written introduction of the primary (local) AmCham confirming that the company is in good standing.

AmChams in Europe
www.amchameu.eu

U.S. Chamber of Commerce
www.uschamber.com

AMCHAMS IN EUROPE

American Chamber of Commerce in Albania
www.amcham.com.al

American Chamber of Commerce in Macedonia
www.amcham.com.mk

American Chamber of Commerce in Austria
www.amcham.at

American Chamber of Commerce in Moldova
www.amcham.md

American Chamber of Commerce in Belgium
www.amcham.be

American Chamber of Commerce in Montenegro
www.amcham.me

American Chamber of Commerce in Bulgaria
www.amcham.bg

American Chamber of Commerce in the Netherlands
www.amcham.nl

American Chamber of Commerce in Croatia
www.amcham.hr

American Chamber of Commerce in Norway

www.amcham.no

American Chamber of Commerce in Cyprus

www.amchamcyprus.com.cy

American Chamber of Commerce in Poland

www.amcham.pl

American Chamber of Commerce in Czech Republic

www.amcham.cz

American Chamber of Commerce in Portugal

www.amcham.org.pt

American Chamber of Commerce in Denmark

www.amcham.dk

American Chamber of Commerce in Romania

www.amcham.ro

American Chamber of Commerce to the European Union

www.amchameu.eu

American Chamber of Commerce in Russia

www.amcham.ru

American Chamber of Commerce in Finland

www.amcham.fi

American Chamber of Commerce in Serbia

www.amcham.rs

American Chamber of Commerce in France

www.amchamfrance.org

American Chamber of Commerce in the Slovak Republic

www.amcham.sk

American Chamber of Commerce in Georgia

www.amcham.ge

American Chamber of Commerce in Spain

www.amchamspain.com

American Chamber of Commerce in Germany

www.amcham.de

American Chamber of Commerce in Sweden

www.amchamswe.se

American-Hellenic Chamber of Commerce

www.amcham.gr

Swiss-American Chamber of Commerce

www.amcham.ch

American Chamber of Commerce in Hungary

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

American Chamber of Commerce in Latvia

www.amcham.lv

American Chamber of Commerce in Azerbaijan

www.amchamaz.org

American Chamber of Commerce in Estonia

www.amcham.ee

American Chamber of Commerce in Malta

www.amcham-malta.org

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