



The Republic of Moldova  
Autonomous Territorial  
Unit of Gagauzia

Edition 2023/2024

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# FOREWORD

*Dear Partners,*

*The central objective of the Executive and Legislative authorities of ATU Gagauzia are the stimulation of business development and the attraction of investments to the region, realizing that only by developing the economy through domestic and foreign investments can create jobs, increase revenue, develop social infrastructure, and standards of living.*

*The Executive Committee of Gagauzia pays constant attention to the activities of businesses in the autonomy and builds a constructive dialogue to identify the solutions of any issues by initiating and adopting regulations to encourage entrepreneurial activity and investment in the region. The building blocks for such an enabling policy are the openness of the region to domestic and foreign investors, improving the business and investment climate, and the creation of preferential conditions for attracting investments to the main sectors of the region.*

*The Gagauz autonomy has the authority to adopt its own legislation in order to implement economic reforms and to stimulate investment activity. On the initiative of the Executive Committee, the People's Assembly of Gagauzia adopted the «Investments Law».*

*Foreign and domestic enterprises that decide for an investment in Gagauzia and open work places may take advantage of the regional law on investment, obtaining grants in-kind, preferences on taxes, investment subsidies for construction and installation works, for the creation of industrial and technical infrastructure as well as for the purchase of equipment.*

*Gagauzia is an integral part of the Republic of Moldova, with functioning preferential trade regimes with the CIS and the European*

*Union. On 23 June 2022 the European Council decided to grant EU candidate status to Moldova, following the recommendations of the European Commission on 17 June 2022. Moldova applied for EU membership in early March 2022, and were granted EU candidate status in record short time. Previously Moldova was the party to the EU Association agreement. On 1<sup>st</sup> November 2016, a comprehensive free trade regime with the Republic of Turkey came into force. Free trade area regimes offer excellent opportunities for investors by expanding their activity to Gagauzia. Investors can profit from trade opportunities in a 360° perspective.*

*It is also important that Gagauzia has a favorable geographical location, natural and climatic conditions, modern logistics and infrastructure, and advanced legislation for the implementation of investment projects. The Authorities of the autonomy and the whole Gagauz nation are open for a mutual beneficial cooperation and efficient development of new opportunities.*

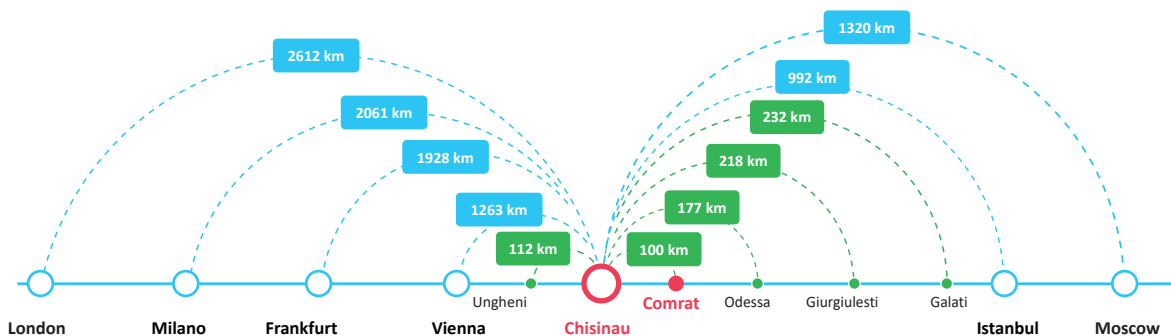
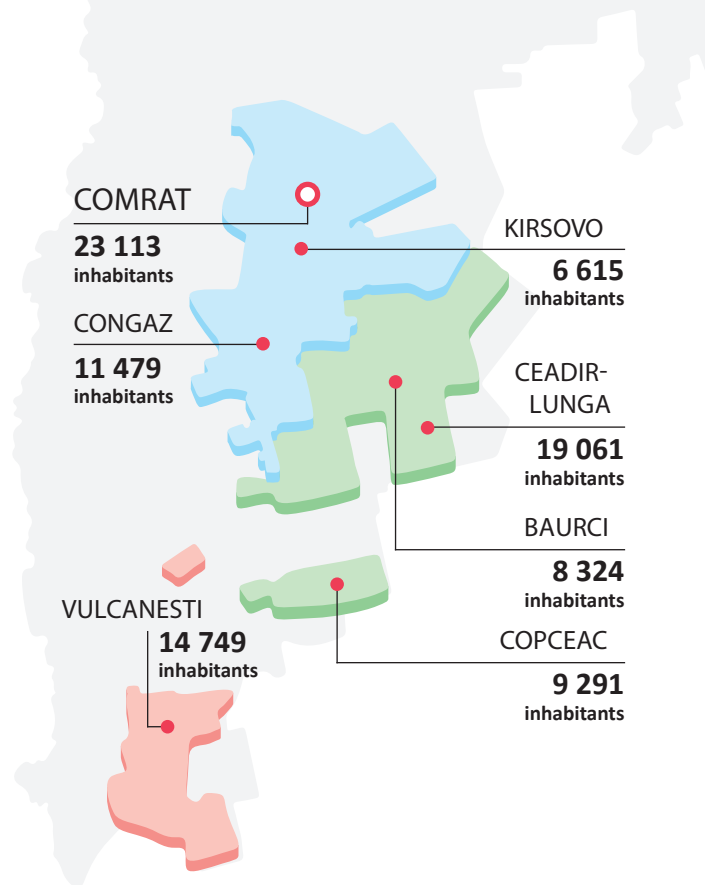
*Due to competitive advantages that the region has, we feel confident to recommend some priority sectors for investment. These are agriculture and agro-processing, manufacturing, and business services. However, of course, we do not want to limit ourselves only to these sectors. There are many other attractive business fields, and you know your business best. In any case, we will be delighted if you decide to join us. Let us develop the economic potential of the Gagauz autonomy together. We invite you to Gagauzia – the region of new opportunities!*

# GAGAUZIA PROFILE

 Political and administrative status	<b>Autonomous Territorial Unit of Gagauzia</b>
 Total area	<b>1,848 km<sup>2</sup></b>
 Currency	<b>Moldovan Leu (MDL)</b>
 Capital	<b>Comrat (23,113 inhabitants)</b>
 Total population	<b>147 698 people (5.6% of the Moldovan population)</b>
 Spoken languages	<b>Gagauzian, Russian, Turkish, Romanian</b>

## LOCATION

Situated in the southern part of the Republic of Moldova, Gagauzia is bordered by the Ukrainian district of Odessa to the East and has administrative border with districts of Leova, Cantemir, and Cahul to the West. By car, it takes 1.5 hours to travel from the capital of Gagauzia, Comrat, to the capital of Moldova, Chisinau. Its location in the South of Moldova is close to the Danube ports of Giurgiulesti (*International Free Port, Moldova*), and to the river ports of Galati (*Romania*), Reni and Ismail (*both Ukraine*).



## ECONOMIC COOPERATION

The Republic of Moldova has signed 43 Free Trade Agreements (FTA), all of them are valid also for Gagauzia, including:

**DCFTA** Deep and Comprehensive Free Trade Agreement with the European Union – 500 million customers

**FTA with CIS countries** (Armenia, Azerbaijan, Belarus, Kazakhstan, Kyrgyzstan, Moldova, Russia, Tajikistan, and Uzbekistan) – 250 million customers

**FTA with Turkey** – 80 million customers

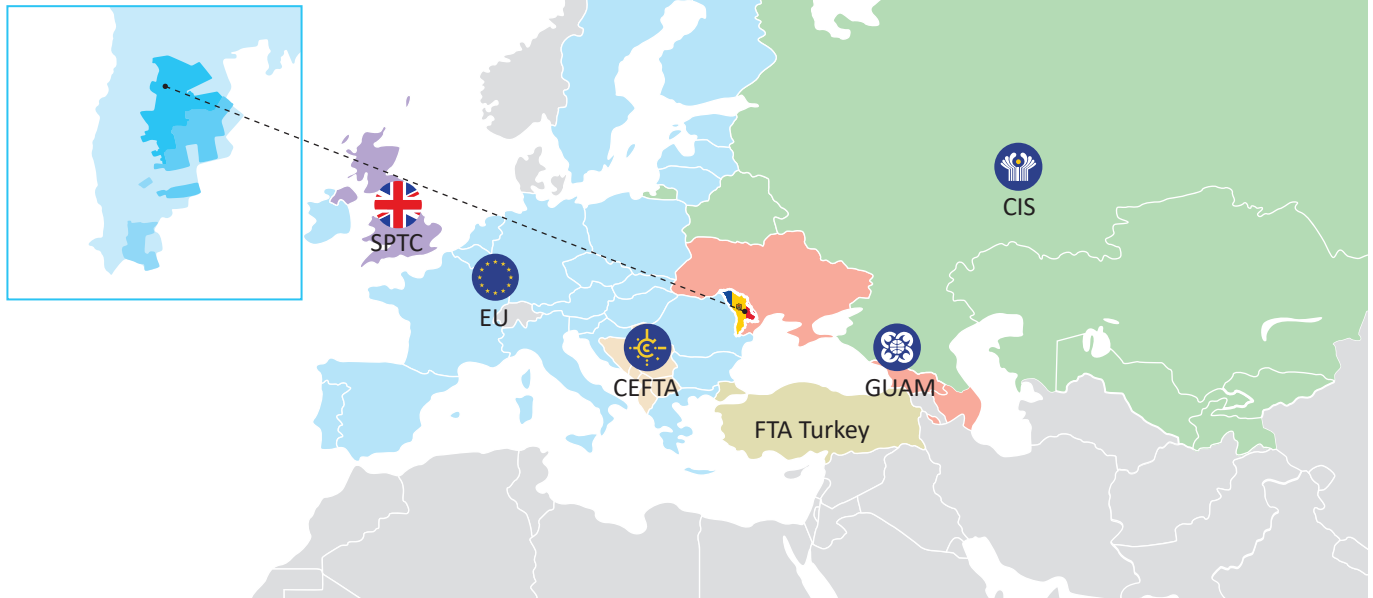
**CEFTA** Central European Free Trade Agreement (Moldova, North Macedonia, Albania, Serbia, Montenegro, Bosnia and Herzegovina, and UNMIK (Kosovo) – 30 million customers

**GUAM** Organization for Democracy and Economic Development (Georgia, Ukraine, Azerbaijan, and Moldova) – 60 million customers

**SPTC** Strategic Partnership, Trade and Cooperation Agreement between the United Kingdom of Great Britain and Northern Ireland and the Republic of Moldova

In 2022 Moldova received EU candidate status. this opens up access to European financing funds and additional incentives for exports to the EU.

**880 million**  
**customers**  
**Free Trade Area**



# ECONOMIC POTENTIAL

GDP in current prices, 2022	15,3 Billion \$
GDP per capita (Purchasing Power Parity), 2022	15,526 \$
Inflation rate, 2022	30,2%
GDP physical volume index for the previous year, 2022	94,1

Note: General data for the Republic of Moldova

Leading industries in Gagauzia are agriculture and food processing (*wine making and production of canned fruits and vegetables*), textile, apparel, and footwear. Gagauzia is well known for its agricultural potential and traditions for decades, defined by common multicultural values in the region.

A total of 6,433 companies, of which 3,429 are the companies registered as legal entities, and 2,663 individuals, are registered in all economic sectors of Gagauzia. Circa 232 enterprises with foreign share ownership are registered in Gagauzia. In 2022, 232 economic operators, of which 17 are with foreign ownership, were registered in the Authonomy. Products, works and services amounting to 2572,8 million MDL (in current prices aprox. 129,3 million EUR) were produced in 2022, which is 22,9% more than in the same period of the previous year.

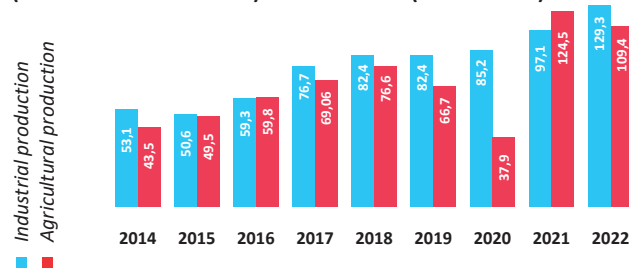
In the total volume of industrial production produced in the region since the beginning of 2022, the share of enterprises of the Ceadir-Lunga district amounted to - 44,1%, where the volume of production amounted to 1134,8 million MLD and increased by 10,3% compared to the same period in 2021 ; the share of the Vulcanesti region is 24,8%, or 638,4 MDL, where the growth of volumes by 20,5% was achieved. The enterprises of the Comrat region produced 31,1% of the total industrial output of Gagauzia, or 799,7 MDL, where the volume of production was reduced by 49,7% compared to the same period in 2021.

The cost of products shipped from the beginning of the year by industrial enterprises with the main industrial activity

amounted to 2271,4 million MDL (in current prices). Of the total amount of shipped products, 64,8% (1470 million MDL) were exported 35,3% of products or 801,4 million MDL were sold on the domestic market.

In 2022, the income from sales of industrial products of enterprises covered by the monthly statistical survey amounted to 3166,1 million MDL, which is 14,3% more compared to the corresponding period of the previous year. Gross agricultural output in all categories of farms in 2022, according to preliminary estimates, amounted to 2177,0 MDL at current prices (109,4 million euros), which is 33,5 times more than the level of the previous year.

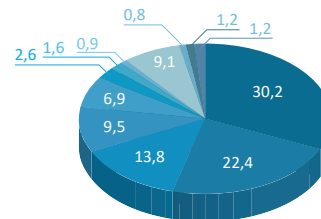
**The volume of industrial and agricultural products produced (in the associated sector) for 2014-2021 (million Euro)**



Source: General Department of Economical Development and Tourism of ATU Gagauzia

## Spheres of activity of enterprises with foreign ownership

- Trade – 30,2%
- Agriculture – 22,4%
- Food industry – 13,8%
- Manufacturing – 9,5%
- Construction – 6,9%
- Production of construction materials – 2,6%
- Wood processing – 1,6%
- Medical industry – 0,9%
- Others – 9,1%
- Consulting services – 0,8%
- Transport services – 1,2%
- IT – 1,2%



Source: General Department of Economical Development and Tourism of ATU Gagauzia

Businesses located in Gagauzia can export duty free to the West (EU), East (CSI) and Southeast (Balkans). 42,1% of Gagauzian exports have as destination the EU market, while

31,1% the CIS market.

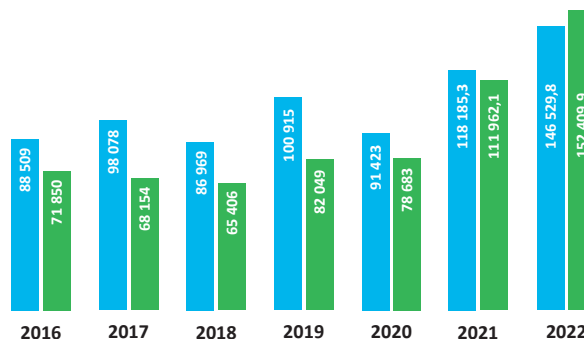
The Turkish market represents an important niche for Gagauzian products (20,4% of total exports in 2022).

## Total volume of exports and imports, 2015-2022

(thousand EUR)

- Export
- Import

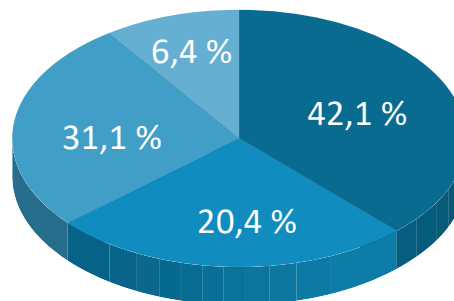
Source: Customs Service of the RM



## Export by destination, 2022 (%)

- EU – 42,1%
- Turkey – 20,4%
- CIS – 31,1%
- Other countries – 6,4%

Source: Customs Service of the RM



## COMPETITIVE ADVANTAGE OF THE FREE TRADE AGREEMENT BETWEEN THE REPUBLIC OF MOLDOVA AND TURKEY

The FTA signed by the Republic of Moldova and Turkey, entered into force on November 1<sup>st</sup>, 2016, provides competitive advantages for both sides. The current situation stated in the table below, describes the actual trade relations between Turkey and Russia, regulated by the specified import rates. Starting with November 1<sup>st</sup> 2016, the Republic of

Moldova can act as a trade and production mediator between Turkish and Russian companies, as Turkish companies residing in the country will have the opportunity to export to Russia tax-free.

	EU	CIS	Turkey
<b>Exports, 2022</b> <i>(thousand EUR)</i>	<b>61 701,6</b>	<b>45 556,1</b>	<b>29 867,3</b>
Main trade partners	Romania, Poland, Italy, Czech Republic, Germany	Russia, Belarus, Ukraine	
Main traded goods	Beverages (alcoholic and non-alcoholic), vegetable products, glass and glass products, cereals, oilseeds and fruits, fats and oils of animal and vegetable origin	Mineral fuels and petroleum, Beverages (alcoholic and non-alcoholic), land transport vehicles and parts thereof, vegetable processing products, fruits and nuts, oilseeds and fruits, tobacco and tobacco products, fats and oils of animal and vegetable origin	Knitted clothing, oilseeds and fruits, alcoholic and non-alcoholic beverages, boilers, equipment and
<b>Imports, 2022</b> <i>(thousand EUR)</i>	<b>46 355</b>	<b>45 386,8</b>	<b>49 776,2</b>
Main trade partners	Bulgaria, Romania, Poland, Germany	Bulgaria, Romania, Poland, Germany	
Main traded goods	Mineral fuels and oil, land transport, boilers, equipment and mechanical devices, electrical equipment and apparatus, tanning and dyeing extracts, knitted clothing	Mineral fuels and oil, land transport, boilers, equipment and mechanical devices, electrical equipment and apparatus, tanning and dyeing extracts, knitted clothing	Knitted clothing, boilers, equipment and mechanical devices, plastics and products made of them, clothing other than knitwear, paper and cardboard.



## Competitive advantage of the Free Trade Agreement with Turkey

- Free Trade Agreement with the CIS countries



Code of commodity group	Goods	Import duty, % *
61	<b>Clothing, knitwear</b>	8-12
34	<b>Detergents</b>	5-6
30	<b>Pharmaceutical preparations</b>	0
74	<b>Cooper and articles thereof</b>	0
07	<b>Vegetables, edible roots and tubers</b>	5-15
87	<b>Vehicles and Parts</b>	0-10
08	<b>Fruit and nuts</b>	5-20
39	<b>Plastic pipes, pipes and hoses and plastic fittings</b>	6,5

\*By fulfilling the minimum conditions of the product origin requirements

Source: (L E G E privind aprobarea Nomenclurii combinate a mărfurilor nr. 172 din 25.07.2014)

Source: <http://customs.gov.md:888/ro/content/nomenclatura-combinata-marfurilor>

# GAGAUZIA INVESTMENT AGENCY



## Was founded in 2019

- Public Institution;
- Non-profit Organisation;
- Implements the policy of the Executive Committee of ATU Gagauzia



The Investment Agency INVEST GAGAUZIA offers the complete support for the investors during the entire investment cycle, e.g. pre-investment, the servicing during the implementation of investment project, and the aftercare support, as well.

## Main activities

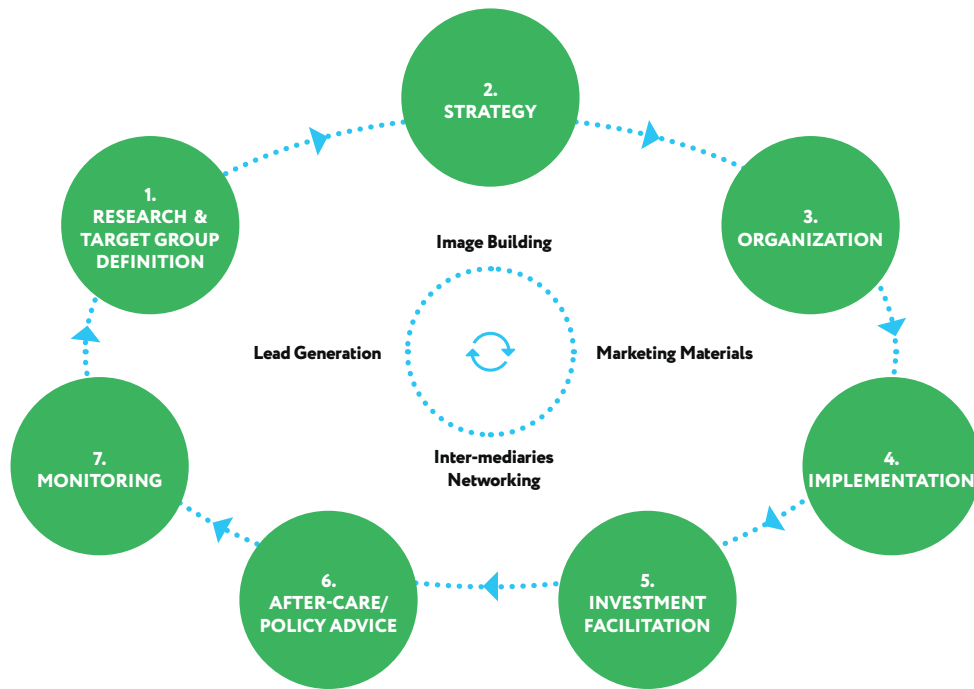
- Foreign direct investment (FDI) attraction
- Export Promotion
- SME Linkages



We provide the complete informational support, sector specific information. We support in the site selection process and help with identification of green field and brownfields options from our database.



We care about our investors, and offer aftercare support, building a trustful long-term relation.



## INVESTMENT PROMOTION

### Pre-investment

- Information on the investment climate (country, region)
- Sector-specific information
- Site selection support
- Greenfield and brownfield sites
- Scoping missions (agenda, logistics, follow up)

### Investment implementation:

- Scoping missions (agenda, logistics, follow up)
- Investment incentives application
- Information on business providers

### Aftercare:

- Investment incentives application
- Information on business and service providers.

## EXPORT PROMOTION



### Analysis of the export potential of the region

- Maintaining and updating the database of export-oriented and export enterprises in the region;
- Analysis of foreign markets and provision of analytical information on the export opportunities of ATU Gagauzia to interested economic agents;
- Implementation of regional programs and participation in the implementation of regional export promotion strategies of ATU Gagauzia;



### Promoting and supporting export enterprises

- Providing export companies of ATU Gagauzia with assistance in identifying partners in different markets, as well as assistance in concluding agreements with them;
- Organization of sectoral information measures on export opportunities of ATU Gagauzia, presentation of success stories;
- Attraction and implementation of projects and programs funded with the support of development partners aimed at promoting the export of ATU Gagauzia.
- Promotion of export opportunities of ATU Gagauzia, including in relation to international institutions and associations in the field of export promotion;
- Organization of seminars, training courses for ATU Gagauzia companies in the field of export;
- Identification of obstacles in the export activities of ATU Gagauzia and development of recommendations for their settlement.



### Promotion in foreign markets

- Promotion of goods and services of economic agents of ATU Gagauzia in foreign markets;
- Strengthening the export opportunities of the business environment of ATU Gagauzia;
- Cooperation with diplomatic missions of the Republic of Moldova and foreign missions accredited in the Republic of Moldova, as well as providing them with the necessary information in the field of export promotion ATU Gagauzia
- Support for ATU Gagauzia enterprises in the search for foreign partners and assistance in the selection of export markets.

# TOP REASONS TO INVEST IN GAGAUZIA



## Multilingual population

Gagauzia offers a qualified and multilingual workforce, due to three official languages in the region: Romanian, Gagauzian, and Russian. The State University in Comrat registers an average of 520 graduates yearly. The skilled and multilingual workforce available is highly demanded within the trade regimes/relations the Republic of Moldova is involved in. Servicing and exporting to EU, CIS and Turkey can be done smoothly, customs free and without language barriers.



## Special Legal status & customized approach to investors

According to the Special Legal status, Gagauzia is an autonomous territorial unit (ATU) with decision power in the economic and fiscal areas.



## Job creation subsidy

Adopted on August 9, 2016, the Investment law in Gagauzia establishes incentives for investments from MDL 5 million (*creating at least 10 jobs*), while guarantying investment protection and support.



## Free Economic Zone

FEZ «Valkanes» and its subzones in the cities of Comrat and Ceadir-Lunga offer further preferences, including a reduced Corporate Income Tax (CIT) of 6%, customs office on site operating 24/7, 0% VAT on equipment imported etc.



## In the process of implementation the IT Hub project in Comrat (KIT HIB).

This is a common co-working center for IT companies with an area of 7200 sq. meters. include modern offices, coworking, conference rooms.



## Communication Infrastructure

Communication infrastructure in Moldova, including Gagauzia, is at high performance level, achieving excellent coverage in both wired and wireless communications. Landline is available in most settlements, nonetheless the amount of mobile subscriptions is growing very fast compared to the landline.

# INVESTMENT OPPORTUNITIES & PREFERENCES

## Law on Investments in Gagauzia

This law defines the legal and economic framework for investment preferences, guarantees the protection of investor's rights, defines measures to support investments by public authorities, and provides arbitration of investors involving disputes.

## Investment incentives



**Investment subsidies** – reimbursement of **up to 30% of investments** but limited to 5 million MDL (ca. 250 000 EUR) of the actual costs for construction and installation works, purchasing of equipment without VAT;

Reimbursement is made in the following order:

- a) with actual expenses from 1,000,000 lei to 2,000,000 lei, 10% is reimbursed;
- b) with actual expenses from 2,000,000 lei to 3,000,000 lei, 20% is reimbursed;
- c) with actual expenses of 3,000,000 lei and more, 30% is reimbursed, but not more than 5 million lei.



**Job creation subsidy** - provision of **20 000 MDL** (ca. 1000 EUR) **for each new created job**. The main criteria is **to create 10+ jobs** in manufacturing industry;



**Agricultural subsidies** (additional to national subsidies) – reimbursement of procured agricultural equipment and technological re-equipment, planting material, procurement of breeding animals from certified farms.

**Investment preferences are applied in the following areas: Manufacturing, Agri-Food & Livestock, Infrastructure, Energy efficiency and Renewable energy sources, Informational Technologies, Tourism and Hotel services.**

## BUSINESS START-UPS

The Republic of Moldova is ranked 48th out of 190 countries in the Doing Business ranking in 2020

It takes  
**4 procedures** and **1 day**  
to register a business in Gagauzia

### Forms of business entities in Moldova/Gagauzia:

- Limited liability company (SRL / LLC);
- Joint-stock company (SA / JSC);
- General partnership;
- Limited partnership;
- Co-operatives.

### Business incubator in Ceadir-Lunga

Founded by the Government in 2014, the business incubator supports young entrepreneurs and start-ups by a series of measures:

- providing office premises and production facilities for rent for
  - 30% of the market price in the first year;
  - 50% of the market price in the second year;
  - 80% of the market price in the third year;
- granting loans up to MDL 60,000;
- providing consulting services free of charge of it's residents.

Currently, the business incubator in Ceadir-Lunga sums 17 residents, 11 being active in manufacturing sector and 6 in the services, creating an overall number of 85 jobs. As of today, there is a total area of **474 m<sup>2</sup>** of available office space for future residents.

### Innovation center in Comrat



*Innovation Center "Innocenter" in Comrat*

**Innovation Incubator "Innocenter"** in Comrat – founded by the Comrat State University in 2012, in order to increase the competitiveness of the Gagauz region by developing small and medium enterprises (through technology transfer and marketing services, while building business relations to potential investors). The incubator has 5 registered residents:

- **GOLIAT-VITA SRL** - Production of equipment designed for efficient use of wood products in furniture manufacturing.
- **SC TOMAI-VINEX SA SAÎ** - Implementation of the innovative energy saving technologies for high quality wines production;
- **SC AZAMET-PRO SRL** - Implementation of the innovative grape pomace processing technologies, non-waste principle production in the wine industry
- **MAJOR-AUTO SRL** - Study on modernizing the cheese manufacturing technologies;
- **Mellang & Co SRL** - Development and implementation of the production processes for goat milk ice cream manufacturing, with increased nutritional and biological value.

# EDUCATION

Well educated graduates are available to work in companies and increase their productivity.

Russian is the study language in all educational institutions in Gagauzia, though Gagauzian and Romanian are taught as compulsory languages. English and German languages are taught as foreign languages.



**The State University of Comrat** is organized into four faculties with a 4 year cycle study. As of 2022, the total number of students in Comrat State University is 1773. The University prepares highly qualified specialists in the field of economics, law and agriculture. During the 2020 - 2022 academic year Comrat University reported 487 graduates. Foreign languages department of Comrat University offers study of Gagauzian, Romanian, English, German, and Greek.



**Two Colleges:** The total number of graduates in College of Comrat and Agriculture Technical College in Svetlii vilage in 2022 academic year was 257. The colleges offer studies of the following specialties: agronomy,

accounting, transport, agricultural mechanization, tourism, agricultural technology.

In 2021, started the construction of an industrial college named Recep Tayyip Erdogan. Specialities: information technology (IT), systems and programming; maintenance of electrical and electromechanical equipment; Electronics and mechatronics, in 2023 will be the first enrollment year.



**Three vocational schools** in the cities of Comrat, Ceadir-Lunga, and Vulcanesti offer studies in specialties such as: seamstress, carpenter, mechanic, electrician, plasterer, carpenter, builder/constructor. A number of 289 students graduated during 2021- 2022 academic year.



**Professional Training Center** has branches in 7 localities, where students are being trained in: wood carving, mechanics, seamstress, accounting, cosmetics etc. The total number of graduates in 2021 was 195.



The State University of Comrat





## Recep Tayyip Erdoğan Gagauzian Industrial college

- Information Technology (IT), Systems & Programming
- Maintenance of Electrical, Electromechanical Equipment
- Electronics and Mechatronics
- Mechanics, Robotics



The Project is supported by the Ministry of Culture and Tourism of Republic of Turkey and is implemented by the Turkish Cooperation and Coordination Agency (TIKA)



# DUAL VOCATIONAL EDUCATION TRAINING

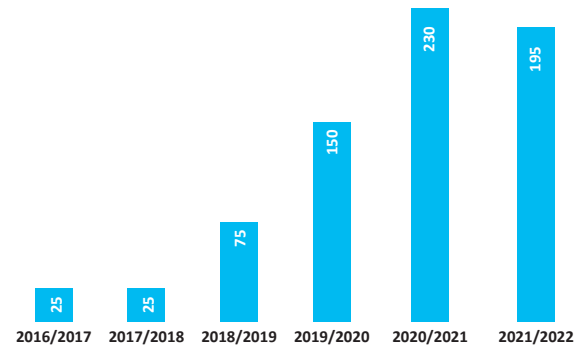
The dual vocational education and training, also known as dual VET, is highly recognized worldwide due to its combination of theory and practical training embedded in a real-life work environment.

Apprentices in dual VET spend around 30% of training at a vocational school and the other 70% at a company where vocational training is held under real-life working conditions.

## Bottom line benefits to companies

- Low cost form of personnel recruitment
- Avoiding the risk of wrong hiring of external candidates
- Employment of well-trained professionals who know the company
- Acquisition of specialists not available on the labour market
- Possibility to choose the best candidate when considering employment after the end of apprenticeship
- Own trainees fit company's needs

Apprentices in Dual VET  
(Vocational Education Training) Gagauzia



Source: GIZ Moldova data



FOOD  
PROCESSING



MEDICAL  
SERVICES



TRADE / SALES



AUTOMOTIVE






FORESTRY

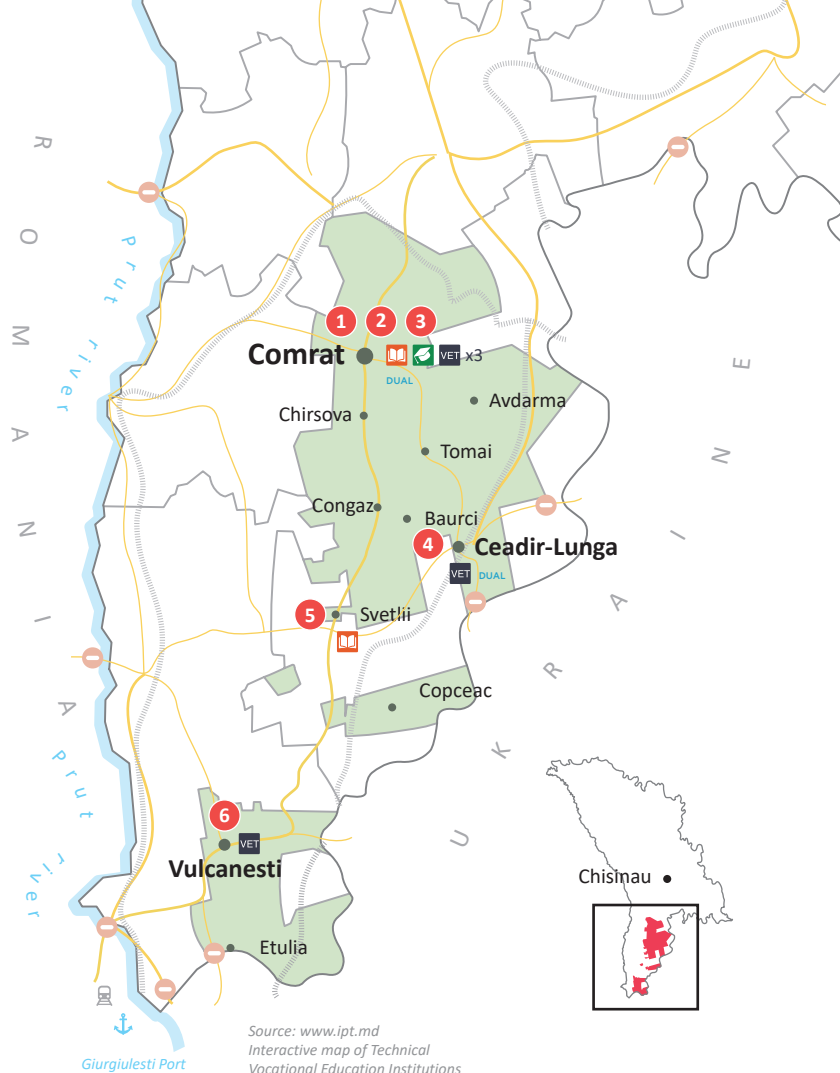


MECANICAL  
ENGINEERING

## Location of post-secondary educational institutions in Gagauzia

### LEGEND

-  Higher Educational Institutions (universities)
-  Secondary Vocational Institutions (vocational schools)
-  Post Secondary Vocational Institutions (colleges)
- DUAL** Dual Secondary Vocational Institutions
- 1** Comrat State University
- 2** Comrat Vocational School
- 3** Comrat Pedagogical College "Mihail Ceakir"
- 4** Ceadir-Lunga Vocational School
- 5** Svetlii Agricultural and Technical College
- 6** Vulcanesti Vocational School



Educational institution	Enrolled students (2020/2021)	Enrolled students (2021/2022)
<b>Vocational schools</b> (3 years lyceum + 2 years specialty)	<b>898</b>	<b>981</b>
<b>Trade schools</b> (4 years cycle)	<b>1,139</b>	<b>1,131</b>
<b>University</b> (3-5 years cycle)	<b>1,773</b>	<b>1,781</b>

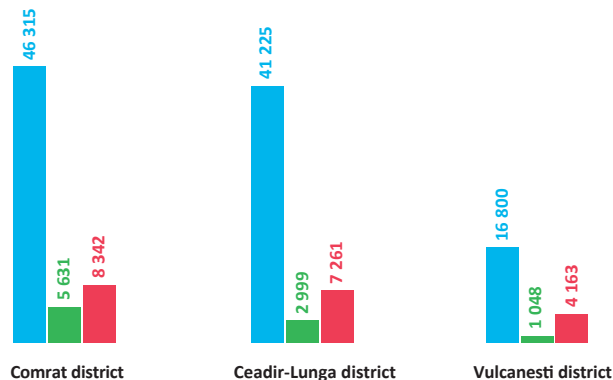
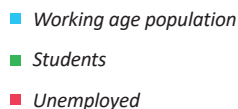
## AVAILABLE WORKFORCE IN ATU GAGAUZIA

Working age population (15 to 63 years old)	<b>104 403 people</b> (63% of the total population)
Employment rate (ratio of the employed to the working age population)	<b>33%</b>
Average monthly gross wage	<b>380 EUR/month</b>
Full load labor cost per hour	<b>2,1 EUR/hour</b>
Minimum wage	<b>200 EUR/month</b>

Gagauzia's labor force combines low-cost with high-productivity, deriving from the industrial experience and history of the Republic of Moldova. While the medium age of Gagauzian population stands at 37.5 years, companies operating in the region have the possibility to develop

their business with the help of qualified professionals with multilingual skills. The Gagauz cultural diversity based on rich traditions, is characterized by openness, flexibility, tolerance, results orientation and hospitality of the population.

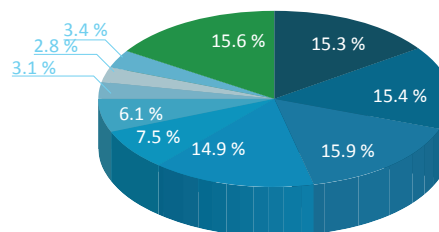
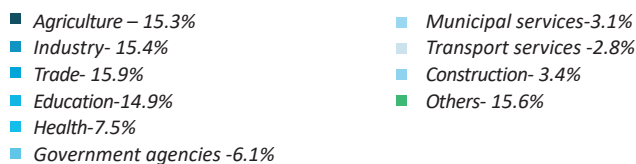
### Available workforce across districts, 2022



Source:

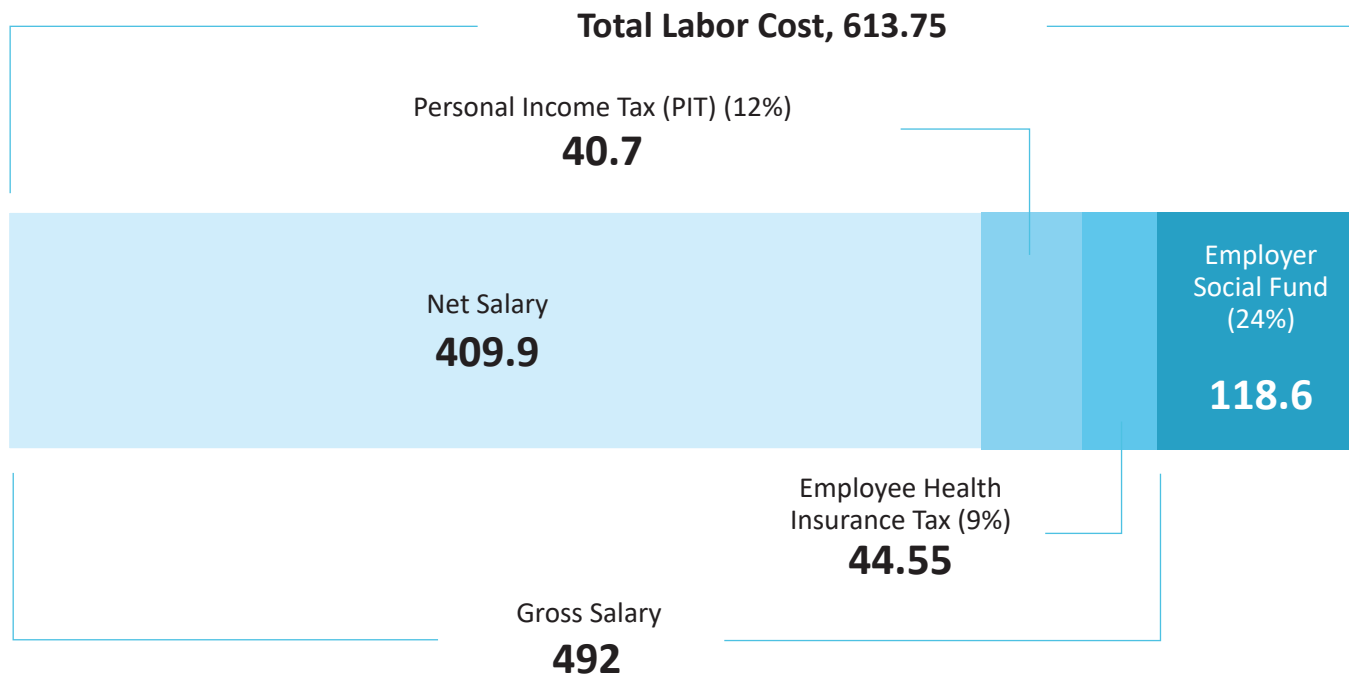
Source: General Department of Economical Development and Tourism of ATU Gagauzia

### Employment by economic sectors, 2022 (%)



Source: General Department for Economic Development, ATU Gagauzia

## Structure of the average salary in Moldova, 2022 (EUR)



\* This table is using the average forecasted salary for 2021 – ca. 492 EUR (9,900 MDL)

\*\* The calculation was made using the personal allowance for the employee (2,250 mdl/month)

Annual personal allowance 27,000 MDL is valid only for residents with annual taxable income under 360,000 MDL.

Source: Invest Moldova

Source: BNM

FEZ "Valkanes" was established in 1998. It is located in Vulcanesti city and includes two subzones in municipalities of Comrat and Ceadir-Lunga. The total area of FEZ "Valkanes" is circa 200 hectares, namely in Vulcanesti City – 107 hectares, Comrat Municipality – 35.5 ha, and Ceadir-Lunga Municipality – 42 ha.

### Activities that can be carried out in FEZ:

- Industrial production
- Foreign trade activity
- Sorting, packaging, labeling, etc.
- Public services, warehousing, logistic, construction materials and others.

## INCENTIVES IN FREE ECONOMIC ZONE (FEZ)

**0% CIT** for a period of 3 (5) years when investing at least 1 (5) million USD

**0% VAT** no Excise and Customs duties


**24/7** Customs office on site


**10 YEARS** State guarantee on legislation changes

 Road and utilities infrastructure

 EU border green lane (AEO)

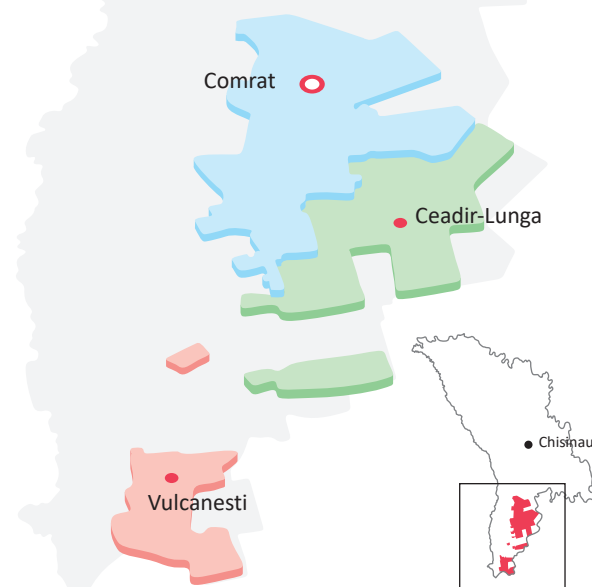
 Dual vocational system

 Great number of available productive labor with competitive cost

 Ongoing professional support by FEZ Administration



## 100+ ha FREE BUILDABLE AREA IN FEZ IN ATU GAGAUZIA



### Residents:

"Fujikura Automotive MLD"  
wire harnesses production

"Industrial Invest"  
oil production

"DK-Intertrade"  
alcohol production

"ALTIS IMPEX"  
flour and cereal production

"Terra Impex"  
fiberglass mesh construction

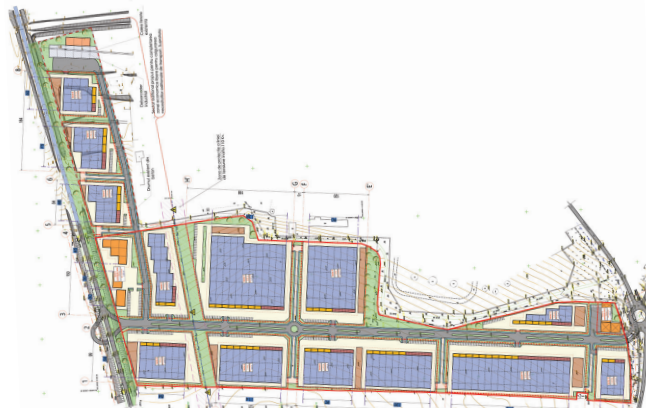
"Simart Company"  
sunflower oil production



## FREE ECONOMIC ZONE "VALKANES"

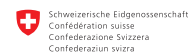
Total Land Area	<b>107 ha</b>	Power	<b>5 MW</b>
Free Buildable Area	<b>20 ha</b>	Water	<b>300 m<sup>3</sup>/24h</b>
Land Purchase Price	<b>1.23 EUR/m<sup>2</sup></b>	Gas	<b>2000 m<sup>3</sup>/h</b>

### MASTER PLAN



FEZ "Valkanes" is located in the proximity of 7 km to the East from the City center of Vulcanesti. The FEZ has immediate connection to European road E584 connecting the cities of Poltava (UKR) and Galati (ROU). The zone is delimited to the East along the railway route connecting Vulcanesti with Chisnau and Black Sea port on Danube River. Out of the total area of the two subzones in Vulcanesti (107 ha), circa 20 ha represents free buildable area on greenfield.

Master Plan developed with the support of the Economic Policy Advice to the Moldovan Government project, implemented by GIZ Moldova with the financial support of the German Federal Ministry for Economic Cooperation and Development (BMZ) and of the Swiss Agency for Development and Cooperation (SDC).



Swiss Agency for Development and Cooperation SDC  
 Agenzia Elvetica per lo Sviluppo e la Cooperazione  
 Швейцарское управление по развитию и сотрудничеству



## CEADIR-LUNGA SUBZONE

Total Land Area	42 ha	Power	5 MW
Free Buildable Area	42 ha	Water	60 m3/h
Land Purchase Price	1.23 EUR/m2	Gas	4500 m3/h

### MASTER PLAN



Ceadir-Lunga subzone is located in the northern part of Ceadir-Lunga Municipality in the proximity of 3 km from the city center. The greenfield land plot of 42 hectares is situated in immediate proximity to the existing industrial zone of the municipality.

The subzone has connection to National roads R36 (Basarabeasca – Ceadir-Lunga – Taraclia) and R37 (Ceadir-Lunga – Comrat – Cantemir), and railway route connecting the municipality with Basarabeasca (railway customs crossing point with Ukraine) and Blank See port on Danube River.

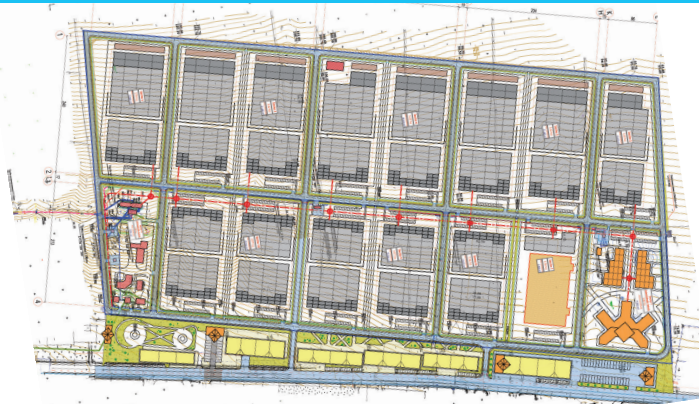




## COMRAT SUBZONE

Total Land Area	<b>35,5 ha</b>	Power	<b>5 MW</b>
Free Buildable Area	<b>25.5 ha</b>	Water	<b>2 X 300 m3</b>
Land Purchase Price	<b>2.5 EUR/m2</b>	Gas	<b>800 m3/h</b>

### MASTER PLAN



Comrat subzone is located in the northern part of Comrat Municipality in the proximity of 4 km from the city center. The subzone has immediate access to European road E584 connecting the cities of Poltava (UKR) and Galati (ROU). The land plot area is 50.3 hectares.

The main resident of the subzone is Fujikura Automotive MLD - an international supplier of automotive cables for the automotive industry. About 40 hectares of the subzone is free for the construction of production facilities.

# INDUSTRIAL PREMISES IN COMRAT



Ownership	Public
Total area	3 700 m <sup>2</sup>
Production area	2 100 m <sup>2</sup>
Office space	880 m <sup>2</sup>
Storage	720 m <sup>2</sup>



**Gas supply :**  
52 m<sup>3</sup> / hour.



**Water supply :**  
55 m<sup>3</sup> / month.



**Power:**  
transformer substation at 630kW.  
250 kW supplied to the production  
premises











**Sewerage**



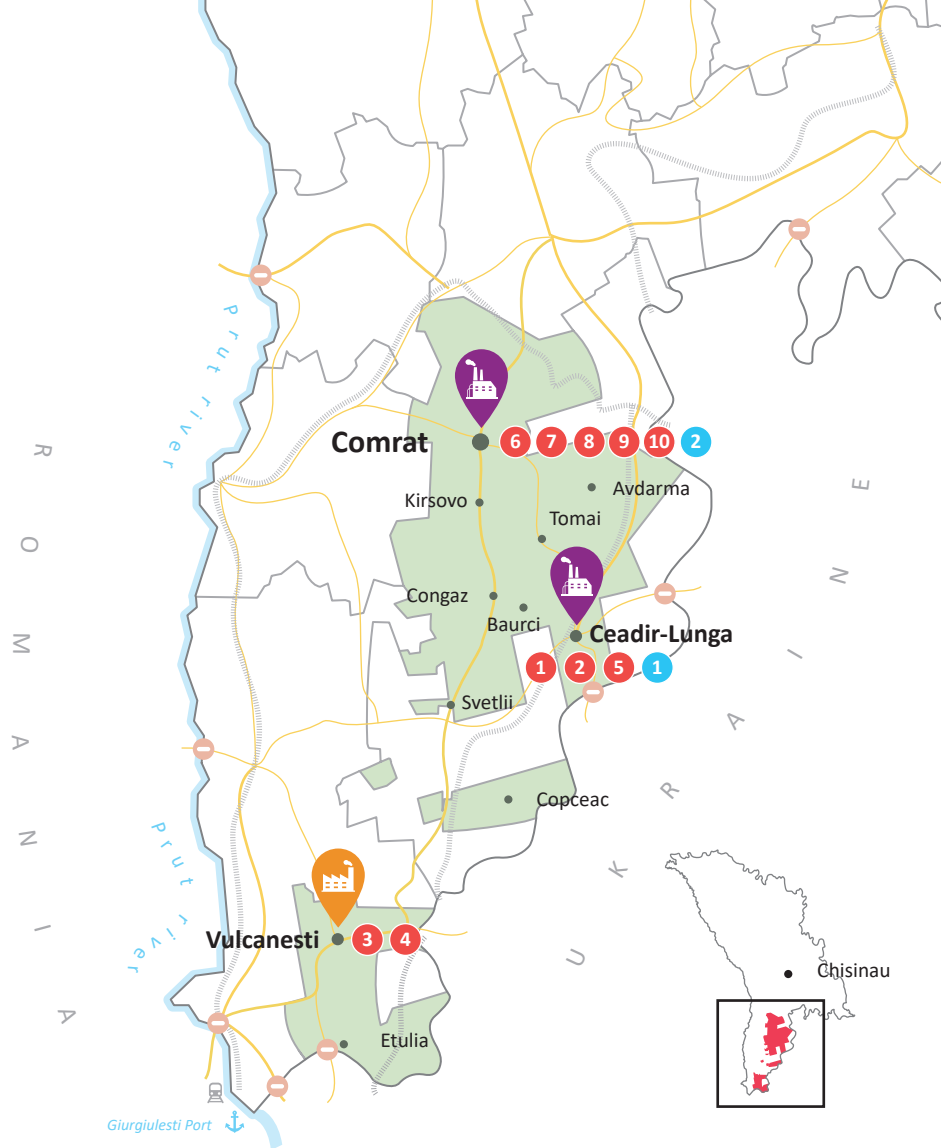
**Ventilation**



# OPERATING COSTS

 <p><b>Labor cost</b></p>	<p><b>Monthly average net wages 2021, (€)</b></p> <table border="1"> <tr> <td>Romania</td> <td>1280</td> </tr> <tr> <td>Turkey</td> <td>800</td> </tr> <tr> <td>Bulgaria</td> <td>950</td> </tr> <tr> <td>North Macedonia</td> <td>657</td> </tr> <tr> <td>Russia</td> <td>603</td> </tr> <tr> <td>Moldova</td> <td>492</td> </tr> </table>			Romania	1280	Turkey	800	Bulgaria	950	North Macedonia	657	Russia	603	Moldova	492
Romania	1280														
Turkey	800														
Bulgaria	950														
North Macedonia	657														
Russia	603														
Moldova	492														
 <p><b>Utility cost</b></p>	<p>non-FEZ* *VAT included</p>	<p> <b>Electricity</b> 0,23 EUR/kWh in the region</p>	<p> <b>Water</b> 2,125 EUR/m<sup>3</sup> in Comrat 1,800 EUR/m<sup>3</sup> in Ceadir-Lunga 2,670 EUR/m<sup>3</sup> in Vulcanesti</p>	<p> <b>Gas</b> 1,5 EUR/m<sup>3</sup> in the region</p>	<p> <b>Sewerage</b> 2,025 EUR/m<sup>3</sup> in Comrat 1,122 EUR/m<sup>3</sup> in Ceadir-Lunga 2,430 EUR/m<sup>3</sup> in Vulcanesti</p>										
 <p><b>Rental price</b></p>	<p><b>Office and industrial place</b> 1,5 - 7,3 EUR/m<sup>2</sup></p>	<p> <b>Taxes</b></p>	<p><b>Corporate income tax (CIT)</b> 12% 6% within FEZs 3% within Free Port</p> <p><b>VAT</b> 20% 8% in agriculture</p> <p><b>Unique tax for IT Park resident companies</b> 7%</p>												

## Industrial competencies



## Beurer



*Beurer is a well-known German family-owned company covering a range of more than 500 products for health, wellbeing & beauty. Beurer started its operations in Comrat in March 2022. Within three months we were able to set-up successfully the company and operations. The whole project was very well supported by ATU Gagauzia Authorities, GIZ and Invest Moldova / Gagauzia. We are now employing 40 very motivated and educated employees and are planning a significant growth in the future.*

**Marco Bühler**  
Managing Director

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## Kaufland Moldova



*"Today we have witnessed another great start for both Kaufland Moldova and the residents of Gagauzia. Together with partners who have done everything possible to make this investment plan a reality, we are launching a project in the south of the Republic of Moldova with an open mind - we are starting the construction of a Kaufland store in Comrat. We will bring new high quality standards to Gagauzia, develop sustainable cooperation here and take care of the local community in which we want to work."*

**Marco Hössl,**  
General Director of Kaufland in the Republic of Moldova and Romania

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## SRL "Transtest"

Location: Ceadir-Lunga



*"Our company operates in Gagauzia since 2007, and has been manufacturing snack products, roasting and packing sunflower seeds, pistachios, and peanuts. We provide employment to 60 people. We want to invest more in Gagauzia, because there is political stability in the region, and I think we will succeed. This is the main factor that drives us forward. In circumstances where there is political stability, it is possible to invest in business development, to attract investments, and to expand production."*

**Iurii Meraji,**  
Director at "TransTest" SRL

## SRL "Terra Impex"

Location: Vulcanesti, FEZ "Valkanes"



*"Our company is focused on production, which is exported. We operate in Gagauzia in the Free Economic Zone "Valkanes". This gives us certain benefits – it is profitable to work here.*

*For the moment, we have 227 jobs created, and we have both the capability and the willingness to expand our production."*

**Mihai Vaida,**

Director at SRL "Terra Impex"

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## SRL "Ridiager-SV"

Location: Comrat



*"In my opinion, Gagauzia has very important and significant advantages for running business here:*

- *New investment law helps investors to develop their business;*
- *Professional and strong team of the Executive Committee, headed by the Bashkan (Governor) of Gagauzia Irina Vlah, is very interested in economic development of the region.*

*At present, much attention is paid to investors who want to develop their business on the territory of the Autonomy. The new investment law and the authorities' openness to the business are the best indicators of it.*

*We are confident that the work on the territory of Gagauzia is not only possible but necessary.*

*Our company creates new jobs and looks forward with confidence and optimism to the future, because we really feel the support of the Gagauzian Authorities."*

**Svetlana Camiliciu,**

Director at SRL "Ridiager-SV"

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## Fujikura Automotive MLD SRL

Location: Comrat, FEZ "Valkanes" | Comrat Subzone



*"Fujikura has a factory in Chisinau. We employ more than 1100 people, producing and making exports for European market.*

*We needed a new extension of our business, and we decided for Gagauzia, based on the proactive and professional approach of ATU Gagauzia Authorities in supporting us in start-up process. An important decision factor is the availability of working force in the region, and the positive experience in our existing plant."*

**Angela Piliughin,**

Country Manager Fujikura Automotive MLD

### **SRL "Azamet-Pro"**

Location: Ceadir-Lunga

# AZAMET

*"We have our production facilities in Gagauzia, primarily, due to logistics, i.e. delivery of raw materials and access to raw material sources. In addition, I am a patriot of my small motherland, and I really want to see it developing and economically stable.*

*In Gagauzia, the authorities do not create obstacles for business. The Executive Committee of Gagauzia is ready to provide assistance in the opening of new markets. Besides that, we hope for entering into force of the new Investment Law that will contribute to the rapid business development."*

**Valentina Uzun,**

Director at "Azamet-Pro" SRL

### **SRL "Veon Power"**

Location: Vulcanesti, FEZ "Valkanes"

# veonpower

*VEON POWER is a young and newly opened company in Gagauzia, whose main activity is the development and production of gas-fired electric generators, as well as various machines and equipment. The amount of investment is already more than 800,000 EURO. Currently, the process of launching production is being completed. At the launch stage, the VEON POWER team already includes 6 professionals from the fields of engineering, mechanics, electrical and design, whose number will grow. I am very pleased to launch production in such a dynamically developing region, where local authorities provide support and assistance in business development.*

**Michael Babutzky,**

Founder "VEON POWER" S.R.L.

### **SRL "Transoil-Oil-Group"**

Location: Ceadir-Lunga

# TRANS OIL

REFINERY

*"Gagauzia has several advantages for running business here:*

- 1. Geographical location of Autonomy is close to the international ports of Reni and Giurgiulesti. Logistics is the business driver!*
- 2. The presence of large agricultural producers, which are the raw material suppliers to the fat-and-oil industry and flour-milling industry.*
- 3. Political stability in the region, the dialogue between authorities and business.*
- 4. The presence of young and enthusiastic staff that is ready to develop business in the region.*

*To improve the investment climate, I consider it is necessary to make decisions on granting tax incentives («tax holidays») in the first years of activity for new investors at the level of the Executive Committee and the People's Assembly of Gagauzia. We need a strong legislative framework to support investors, especially manufacturing enterprises.*

*We plan to expand the business in Gagauzia.*

*In the near future we plan to open in Comrat a company for processing agricultural products. Planned investment is around 2 million euros. The number of jobs will be about 120-150.*

*It is also planned to open a large transportation logistics center in Comrat.*

*And in Ceadir-Lunga it is planned to start production of cereals. The production capacity of the equipment will be 40 tons per day. Planned investment is about 500,000 euros"*

**Mihail Caraseni,**

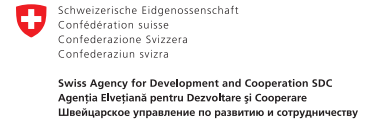
Director at SRL "Trans-Oil Group"



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