



**GOVERNMENT OF THE  
REPUBLIC OF MOLDOVA**



**Moldovan Investment and Export  
Promotion Organisation**

# ***Moldova Business Week 2010***

***“World Economic Crisis – Challenges and  
New Opportunities for Moldovan Economy”***

***Unique summit providing the necessary insights on investment opportunities in the Republic of Moldova***

***On 22-25 June 2010  
Event site: Republican Palace  
16, Maria Cibotari Street, Chisinau, Republic of Moldova***

***Organized by Ministry of Economy of the Republic of Moldova,  
Moldovan Investment and Export Promotion Organization (MIEPO),  
In co-operation with Vienna Economic Forum***

***Simultaneous translation***

Tuesday, 22 June 2010

Tuesday, 22 June 2010, Republican Palace, Chisinau

## Day 1 – General Overview of Moldovan Economy and Investment Climate

08:15 – 09:00 **Registration**

09:00 – 09:15 **Opening of Moldova Business Week 2010:**  
**Mr. Vladimir FILAT**, Prime Minister of the Republic of Moldova

09:15 – 11:15 **1.1. OPENING PLENARY SESSION**

### *Overview and Trends of Moldovan Economy, State Policy and Investment Opportunities in the Republic of Moldova*

(plenary hall)

#### **Opening and Moderation:**

- **Mr. Marian LUPU**, Deputy of the Parliament of the Republic of Moldova (RM), Ex-President of the Parliament of the RM, Ex-Minister of Economy of the RM

#### **Statement** (*ppt presentation, approx 30 min*):

- **Mr. Valeriu LAZĂR**, Deputy Prime-Minister, Moldovan Minister of Economy
  - Providing a snapshot of Moldovan economy: short overview and forecasts
  - Investment climate. Instruments available for the Government to improve the investment climate

#### **Statements** (*aprox 10 min for each participant*):

Cooperation with donors and international organizations in facilitation of economic reforms in the RM

- **Mr. Wolfgang BEHRENDT**, Head of Political and Economic Section, EU Delegation to the Republic of Moldova
- **Mr. Asif J. CHAUDHRY**, Ambassador of the USA to the Republic of Moldova
- **Ms. Melanie MARLETT**, World Bank Country Manager for the Republic of Moldova
- **Ms. Ana Maria MIHAESCU**, Head of International Financial Corporation Mission in Romania and Moldova
- **Mr. Tokhir MIRZOEV**, International Monetary Fund's Resident Representative in Moldova
- **Ms. Matilda DIMOVSKA**, Deputy Resident Representative of United Nations Development Programme (UNDP)
  - Moldovan Key Economic Reforms, Cooperation with Donors and International Organizations

*Q and A Session with the Audience, led by the Moderator (30 min.)*

11:15 – 11:20 **Welcome Address to see Exhibition of Investment Projects in the hall of Republican Palace**

**Mr. Valeriu LAZAR**, Deputy Prime-Minister, Moldovan Minister of Economy

- Investment projects presented by the Ministries, other central public administration authorities / Stands
- Investment projects presented by the local public administration authorities / Stands
- Investment projects presented by the private sector / Stands
- Investment projects of Free Economic Zones, Marculesti Free International Airport and Free International Port Giurgiulesti / Stands

(the Exhibition runs for the entire period of "Moldova Business Week 2010")

11:20 – 12:00 **Coffee Break**

### ***Governmental Instruments for Promoting Investments in the Republic of Moldova***

(plenary hall)

#### **Moderation and Opening (10 min.):**

- **Mr. Philip SANTENS**, Team-Leader of the Project “Support to Export Promotion and Investment Attraction in the Republic of Moldova” (SEPIA)

#### **Statements (approx 10 min for each participant):**

- **Mr. Sergiu CIOBANU**, Vice Minister of Economy of the Republic of Moldova
  - Free Economic Zones and Industrial Parks
- **Mr. Tudor COPACI**, General Director, the Public Property Agency of Moldova
  - Public Private Partnership
  - Denationalization in the Republic of Moldova. Current status and future prospects
- **Mr. Thomas MOSER**, General Manager, Danube Logistics SRL – Operator of the Free International Port Giurgiulesti
- **Mr. Sergiu CIOBANU**, Administrator, Marculesti Free International Airport
- **Mr. Marin CIOBANU**, Principal Administrator of the Free Economic Zone "Bălți"

#### **Experience of foreign investors in doing business in Moldova (aprox 7-10 min for each participant):**

- **Mr. Joachim SCHREIBER**, President of Council Board of the Foreign Investors Association of Moldova
  - Experience of members of Foreign Investors Association in doing business in Moldova
- **Mr. Giovanni BENTINI**, Tehnoparc, Chisinau, Vice-President of JV company SIMI – Moldovan-Italian Building Systems Ltd., President of ACIM – Italian-Moldovan Chamber of Commerce
- **Mr. Olivier PRADO**, CEO and founder of Global Phoning Group in Moldova (multilingual call center), Liaison Officer at Moldavian ICT Association
- **Mr. Peter HILBERT**, Administrator, DRA Draexlmaier Automotive S.R.L

***Q and A Session with the Audience, led by the Moderator (20 min.)***

### ***Investment Challenges and Opportunities in Doing Business in Moldova***

(plenary hall)

#### **Moderation and Opening:**

- **Mr. Dinu ARMAȘU**, Executive Director of the Foreign Investors Association of Moldova

#### **Statements (approx 20 min for each participant):**

- **Mr. Valeriu PROHNITCHI**, Executive Director, Expert-Grup (research and consulting institution)
  - Key sectors for attracting foreign investments into Moldova. Regional investment advantages of Moldova
- **Ms. Carolina PÎRCĂLAB**, Senior Associate, Turcan & Turcan (Moldovan law firm)
  - Legal framework of the Republic of Moldova from the perspective of foreign investments, including company registration procedure
- **Mr. Andrian CANDU**, Senior Manager, **Ala COTOS**, Assistant Manager, PricewaterhouseCoopers Moldova
  - Moldovan tax and customs systems, and labor market: short overview with focus on regional

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advantages of Moldova

- **Mr. Igor POPA**, Managing Partner, Consult Group, Legal Advisers Audit & Tax
  - Evaluating and mitigating key investment risks in Moldova
- **Mr. Andrei CHIȚANU**, Director, Business Intelligent Services (BIS) Ltd.
  - Basic aspects of FDI structure, 2008-2009

*Q and A Session with the Audience, led by the Moderator (20 min.)*

16:45 – 17:30 **End of the Day. Cocktail Reception and Networking**

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**Wednesday, 23 June 2010**

**Wednesday, 23 June 2010, Republican Palace, Chisinau**

**Day 2 – Key Investment Sectors of the Moldovan Economy**

08:15 – 15:00 **Registration**

09:00 – 17:00 **Continuation of Exhibition of Investment Projects in the hall of Republican Palace**

09:00 **ROUND TABLES on specific sectors of the Moldovan Economy**

The purpose of the Round Tables is to provide the possibility for attendees to obtain a clearer understanding of the specific sectors of the Moldovan Economy. The Audiences of the Round Tables, if interested in the sectors, are welcome to take part in these

09:00 – 11:00

### **2.1. Opportunities of the Financial Sector of the Republic of Moldova**

(plenary hall)

**Moderator and Introducer of Round Table topics:**

- **Mr. Florin GEORGESCU**, First Vice Governor of National Bank of Romania

**List of Participants to the Round Table Discussions** (approx 10-15 min. for each participant):

- **Mr. Dorin DRAGUTANU**, Governor, National Bank of Moldova (ppt presentation of 10-15 min)
- **Mrs. Aurica DOINA**, Vice-president of the National Commission on Financial Market of Moldova (CNPF) (ppt presentation of 10-15 min)
  - Evolution of non-banking financial market: opportunities and perspectives
- **Mr. Veaceslav IONIȚĂ**, Deputy of the Parliament of the RM, President of Economy, Budget and Finance Parliamentary Commission
- **Mrs. Claudia Catalina SAVA**, Commissar of National Securities Commission of Romania
- **Mr. Silviu FOCA**, General Director, Bureau of credit history
- **Mr. Mihail MANOLI**, President of the Union of insurance companies in Moldova
- **Mr. Dumitru PREDIUS**, Chief of Corporate Banking Department, Mobiasbanca - Groupe Societe Generale
- **Mr. Artur MUNTEANU**, General Director of Microinvest (microfinance company)
  - Microfinance Sector
- **Ms. Cornelia COZLOVSCHI**, General Director, Raiffeisen Leasing Moldova

*Q and A Session with the Audience, led by the Moderator (20 min.)*

11:00 – 11:30 **Coffee Break**

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10:30 – 12:30

## 2.2. Opportunities of the Agribusiness Sector of the Republic of Moldova

(conference room)

### Moderator and Introducer of Round Table topics:

- **Mr. Waldemar SOCHACZEWSKI**, Advisor to the Minister of Agriculture and Food Industry, EU High Level Policy Advice Mission to the Republic of Moldova

### List of Participants to the Round Table Discussions (approx 10 min for each participant):

- **Mr. Valeriu COSARCIUC**, Minister of Agriculture and Food Industry (ppt presentation of 10-15 min)
- **Mr. Anatol FALA**, Program Director of the National Agency for Rural Development
- **Ms. Nelly SONIC**, President of Moldova Wine Guild
- **Mr. Alexander KOSS**, Steering Committee Speaker, Moldovan-German joint venture Südzucker Moldova (leader of sugar beet cultivation sector in Moldova)
- **Mr. Vaja JJASHI**, President, Trans Oil Group of Companies (market leader in cereals trade and export)
- **Ms. Aurelia BONDARI**, Executive Director of the National Federation of Agricultural Producers from Moldova "AGROinform"
- **Mr. Valeriu BULGARI**, Executive Director of the Moldo-Japanese project "2KR"

*Q and A Session with the Audience, led by the Moderator (20 min.)*

12:30 – 13:30

**Lunch break and Networking**

13:30

### ROUND TABLES on specific sectors of Moldovan Economy

The purpose of the Round Tables is to provide the possibility for attendees to obtain a clearer understanding of the specific sectors of the Moldovan Economy. The Audiences of the Round Tables, if interested in the sectors, are welcome to take part in these

13:30 – 15:15

## 2.3. Opportunities of the Energy Sector of the Republic of Moldova

(plenary hall)

### Moderator and Introducer of Round Table topics:

- **Ms. Tatiana LUJANSCAIA**, President, Alliance for Energy Efficiency and Renewable Energy

### List of Participants to the Round Table Discussions (approx 10-15 min. for each participant):

- **Mr. Ilarion POPA**, Deputy Minister of Economy (ppt presentation of 15-20 min)
- **Mr. Victor PARLICOV**, General Director, National Agency for Energy Regulation (ANRE)
- **Mr. Hose Luis LLORET**, Vice-President, RED Union Fenosa (Moldovan electricity distribution company)
- **Mr. Vladimir BERZAN**, Director of Energy institute, the Academy of Sciences of Moldova
- Renewable energy projects

*Q and A Session with the Audience, led by the Moderator (20 min.)*

15:15 – 15:40

**Coffee Break**

15:00 – 17:00

## 2.4. Opportunities of the ICT Sector of the Republic of Moldova

(conference room)

**Moderator and Introducer of Round Table topics:**

- **Mr. Ion COSULEANU**, Project Manager, UNDP Moldova

**List of Participants to the Round Table Discussions (approx. 15 min.):**

- **Ms. Dona SCOLA**, Deputy Minister of Information Technologies and Communication (*ppt presentation of 10-20 min*)
- **Mr. Sergiu SITNIC**, Director of National Regulatory Agency for Electronic Communications and Information Technology (ANRCETI)
- **Mr. Veaceslav CUNEV**, President of the National Association of Private ICT Companies (ATIC)
- **Ms. Doina NISTOR**, Competitiveness Enhancement & Enterprise Development Project (CEED)
- **Ms. Liudmila CLIMOC**, General Director, Orange Moldova
- **Mr. Radu GROSU**, Executive Director of Endava Moldova (Moldovan IT services company)
- **Mr. John MAXEMCHUK**, CEO at Sun Communications
- **Mr. Alexandru MACHEDON**, General Director, STARNET

*Q and A Session with the Audience, led by the Moderator (20 min.)*

17:00

**End of the Day**

**Thursday, 24 June 2010**

**Thursday, 24 June 2010, Republican Palace, Chisinau**

**Day 3 – Key Investment Sectors of the Moldovan Economy,**

**Followed by Vienna Economic Talks**

08:30 – 09:00

**Registration**

09:00 – 17:30

**Continuation of Exhibition of Investment Projects in the hall of Republican Palace**

09:00 – 12:10

**ROUND TABLES on specific sectors of Moldovan Economy**

The purpose of the Round Tables is to provide the possibility for attendees to obtain a clearer understanding of the specific sectors of the Moldovan Economy. The Audiences of the Round Tables, if interested in the sectors, are welcome to take part in these

09:00 – 10:30

**3.1. Opportunities of the Export Oriented Sectors of the Republic of Moldova**

(plenary hall)

**Moderator and Introducer of Round Table topics:**

- **Mr. Nicolaos GHEORGIODIS**, European Union expert

**List of Participants to the Round Table Discussions (approx 10 min for each participant):**

- **Mr. Octavian CALMIC**, Deputy Minister of Economy of the RM (*ppt presentation of 10-15 min*)
- **Mr. Vasile BUMACOV**, Deputy Minister of Agriculture and Food Industry
- **Ms. Maria GHEORGHITA**, Competitiveness Enhancement & Enterprise Development Project (CEED) – textile and apparel direction
- **Mr. Andrei TIMUSH**, Executive Director, Moldovan Investment and Export Promotion Organization (MIEPO)
- **Mr. Roberto PACE**, President, Moldovan-Italian Chamber of Commerce and Industry
- **Mr. Stefan GOLUBCIUC**, General Director of “Orhei-Vit” Ltd. (leading producer of canned fruit and vegetables)
- **DI Nicolas NICULA**, President, Consilium „Covoare-Ungheni”, „Acvila Group”

- **Mr. Eugeniu SCORETCU**, Marketing Manager of „Tatra-bis” Ltd., tourism company

*Q and A Session with the Audience, led by the Moderator (20 min.)*

10:30 – 11:00 **Coffee Break**

10:40 – 12:10

### **3.2. Opportunities of the Infrastructure and Transport Sectors of the Republic of Moldova**

(conference room)

#### **Moderator and Introducer of Round Table topics:**

- **Mr. Victor GUZUN**, Head of Foreign Relations and European Integration Department, Ministry of Transport and Road Infrastructure of the RM

#### **List of Participants to the Round Table Discussions (approx 10 min for each participant):**

- **Mr. Boris GHERASIM**, Deputy Minister of Transport and Road Infrastructure of the RM (*ppt presentation of 15-20 min*)
- **Mr. Eugen DAȚCO**, President of International Association of Road Hauliers of Moldova (AITA)
- **Mr. Roman PODCORITOV**, General Director, Chisinau International Airport
- **Ms. Valentina BADRAJAN**, Team-Leader, Millenium Challenge Corporation in Moldova
- **Mr. Thomas MOSER**, General Manager, Danube Logistics SRL – Operator of the Free International Port Giurgiulesti
- **Representative of** avia company
- **Mr. Vladimir STEREA**, General Director, “Forum-Tir” Ltd. – auto transport company international freight

*Q and A Session with the Audience, led by the Moderator (20 min.)*

12:15 – 14:00 **Lunch Break**

14:00 – 17:30

### **3.3. Meeting of the business community from the Republic of Moldova and Romania**

#### **under the auspices of the Chambers of the Commerce and Industry of the Republic of Moldova and Romania**

(plenary hall)

It is planned to organize meetings of the Moldovan business community with the business community from other countries in the region

#### **Official Opening:**

- **Mr. Valeriu LAZĂR**, Deputy Prime-Minister, Moldovan Minister of Economy

### **International Conference Innovational Networks – a New Formula of Regional Cooperation**

(conference room)

#### **Moderator and Introducer of topics:**

- **Mr. Sergiu PORCESCU**, Head of European Integration and International Cooperation Department, Academy of Sciences of Moldova

#### **List of Participants to the Round Table Discussions (approx 10 min. for each participant):**

- **Mr. Sergiu CIOBANU**, Vice Minister of Economy of the Republic of Moldova
- **Mr. Ghenadii CERNEI**, Director of the Agency for Innovation and Technology Transfer (*ppt presentation of 15 min*)
- **Mr. Stefan Holger SCHANDERA**, infoDev, The World Bank, Washington, D.C.
- **Mr. Tudor YALAMOV**, Coordinator, ECabit network

		<ul style="list-style-type: none"> <li>• <b>Mr. Steffen PRESSLER</b>, Dipl. Pol. Head of business unit Innovative Transfer Systems, Fraunhofer Centre for Central and Eastern Europe</li> <li>• <b>Ms. Elena SERDIUK</b>, Executive Director of National Technologic Transfer Network (NTTN, Ukraine), Director of the branch "Ukrainian Technological Transfer Centre"</li> <li>• <b>Mr. Pavel HABARTA</b>, Director of the TIC-CKD Incubator, Prague</li> <li>• <b>Mr. Ioan Tonel CAZACU</b>, General Director of Technological Park "Tehnopolis" - Iasi, Romania</li> <li>• <b>Mr. Alexander BOICO</b>, President of the "International Innovation Centre of Humanitarian and Technological Cooperation", Consultant of the "CIS Executive Committee"</li> </ul> <p style="text-align: right;"><i>Q and A Session with the Audience, led by the Moderator (20 min.)</i></p>
		<i>Flight OS 655 Vienna 13:45 – Chisinau 16:30. Transfer from the Airport in Chisinau to Hotel</i>
17:30 – 18:00		<b>Registration and Networking Cocktail for participants of VET – Chisinau Meeting</b>
18:00 – 19:00		<b>DAY 1 OPENING SESSION</b>
		<p style="text-align: center;"><b>3.5. HOW TO ATTRACT INVESTORS IN MOLDOVAN HEALTH SECTORS. DIVERSE CONCRETE PROJECTS</b> (plenary hall)</p> <p><b>Moderation and Opening:</b></p> <ul style="list-style-type: none"> <li>• <b>Dr. Erhard BUSEK</b>, President of Vienna Economic Forum</li> </ul> <p><b>Statements:</b></p> <ul style="list-style-type: none"> <li>• <b>H.E. Mr. Vladimir HOTINEANU</b>, Minister of Health of the Republic of Moldova <i>Overview of the Moldovan Health Sector</i></li> <li>• <b>Dr. Lyudmil BOYADZHIEV</b>, Director of the National Heart Hospital Sofia, Member of the Advisory Council, ECEE, Partner of Vienna Economic Forum</li> <li>• <b>Mr. Heinz MESSINGER</b>, Managing Director, AME International GmbH, Austria</li> <li>• <b>Ms. Liudmila CLIMOC</b>, General Director, Orange Moldova</li> </ul>
20:00		<b>Tour in the CRICOVA CELLARS, followed by a FESTIVE DINNER, hosted by H.E. Prime Minister Vladimir FILAT for the VEF official delegates</b>
<b>Friday, 25 June 2010</b>		
<b>Friday, 25 June 2010, Republican Palace, Chisinau</b>		
<b>Day 4 – Vienna Economic Talks</b>		
08:00 – 09:00		<b>Registration and Coffee</b>

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08:45 – 08:55

**Family Photo**

09:00 – 10:00

**DAY 2 – INTRODUCTORY SESSION**

#### **4.1. OVERVIEW OF MOLDOVA'S ECONOMY. STATE POLICY AND INVESTMENT OPPORTUNITIES**

(plenary hall)

##### **Moderation and Opening:**

- **H.E. Mr. Valeriu LAZĂR**, Deputy Prime Minister, Minister of Economy of the Republic of Moldova

##### **Welcome Address:**

- **H.E. Mr. Vladimir FILAT**, Prime Minister of the Republic of Moldova, Patron of Vienna Economic Forum
- **Amb. Dr. Elena KIRTICHEVA**, Member of the Board, Secretary General of Vienna Economic Forum

##### **Impulse Statement:**

- **Dr. Erhard BUSEK**, President of Vienna Economic Forum, Former Vice Chancellor of Austria

##### **Statements:**

- **Mr. Sorin ANDREI**, Executive President, BCR Chisinau, Erste Group Bank AG, Member of Vienna Economic Forum
- **Serghei PUTILIN**, Siemens S.r.l., Member of Vienna Economic Forum, Moldova
- **Mr. Markus PIUK**, Partner, Schoenherr Attorneys at Law, Austria

*Q and A Session with the Audience, led by the Moderator*

10:00 – 10:30

**Networking Break**

10:30 – 12:30

**DAY 2 – SECOND PLENARY SESSION**

#### **4.2. CONCRETE PROJECTS IN DIVERSE ECONOMIC SECTORS IN THE REPUBLIC OF MOLDOVA**

(plenary hall)

##### **Moderation and Statement:**

- **Dr. Erhard BUSEK**, President of Vienna Economic Forum, Former Vice Chancellor of Austria

##### **Impulse Statement:**

- **H.E. Mr. Marcel RADUCAN**, Minister of Construction and Regional Development of the Republic of Moldova

##### **Statements:**

- **Mr. Rudolf LUKAVSKY**, Trade Commissioner, Austrian Chamber of Commerce
  - **H.E. Mr. Valeriu COSARCIUC**, Minister of Agriculture of the Republic of Moldova
  - **Mr. Andrey KONDAKOV**, Vice President Banking, Black Sea Trade & Development Bank
  - **H.E. Mr. Anatol ŞALARU**, Minister of Transports and Road Infrastructure of the Republic of Moldova
  - **Mr. Andreas VÖGL**, CEO, andreas vögl Hotel & Tourismus Management Consulting, Austria
  - **Mr. Dorin RECEAN**, Vice Minister of Informational Technologies and Communications of the Republic of Moldova
  - **Mr. Michael SCHIEDER**, Charge d'affaires, Head of Coordination Office for Technical Cooperation at the Austrian Embassy Chisinau
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- **Mr. Ilarion POPA**, Vice Minister of Economy of the Republic of Moldova
- **Mr. Libor KRKOSKA**, Head of Office, European Bank for Reconstruction and Development

*Q and A Session with the Audience, led by the Moderator*

12:30 – 13:30 **Lunch Buffet**

13:30 – 14:30 **DAY 2 – THIRD PLENARY SESSION**

### **4.3. CURRENT CHALLENGES AND FUTURE PERSPECTIVES**

#### **AFTER VET – CHISINAU MEETING 2010**

(plenary hall)

##### **Moderation and Conclusion:**

- **Dr. Erhard BUSEK**, President of Vienna Economic Forum, Former Vice Chancellor of Austria

##### **Statements and Overview:**

- **Mr. Christian BRANDSTETTER**, Chairman Donaris Group, Vienna Insurance Group, Member of Vienna Economic Forum, Austria
- **Dr. Tomas KRASNY**, Managing Director, GfK Austria, Member of Vienna Economic Forum - The role of marketing research in developing business in Moldova
- **Dr. Engelbert BRAMERDOFER**, Head of Strategic acquisition department, Volksbank International AG, Member of Vienna Economic Forum, Austria

##### **Closing Speech:**

- **H.E. Mr. Vladimir FILAT**, Prime Minister of the Republic of Moldova, Patron of Vienna Economic Forum

*Q and A Session with the Audience, led by the Moderator*

14:30 – 15:00 **PRESS CONFERENCE** organized by the Government of the Republic of Moldova –  
*Reporting VET Chisinau Meeting results*

15:00 – 15:30 **Farewell Cocktail and Possibility for BILATERAL MEETINGS, organized for the VEF Members**

Transfer from Hotel to the airport in Chisinau

Departure Flight OS 656 17:40 Chisinau – 18:40 Vienna