



**EU4MOLDOVA**  
REGIUNI CHEIE



REGIUNEA  
**Cahul**

Implementat de:  
**unicef**



# Portfolio of Investment Opportunities



2024



**EU4MOLDOVA** |  
REGIUNI CHEIE

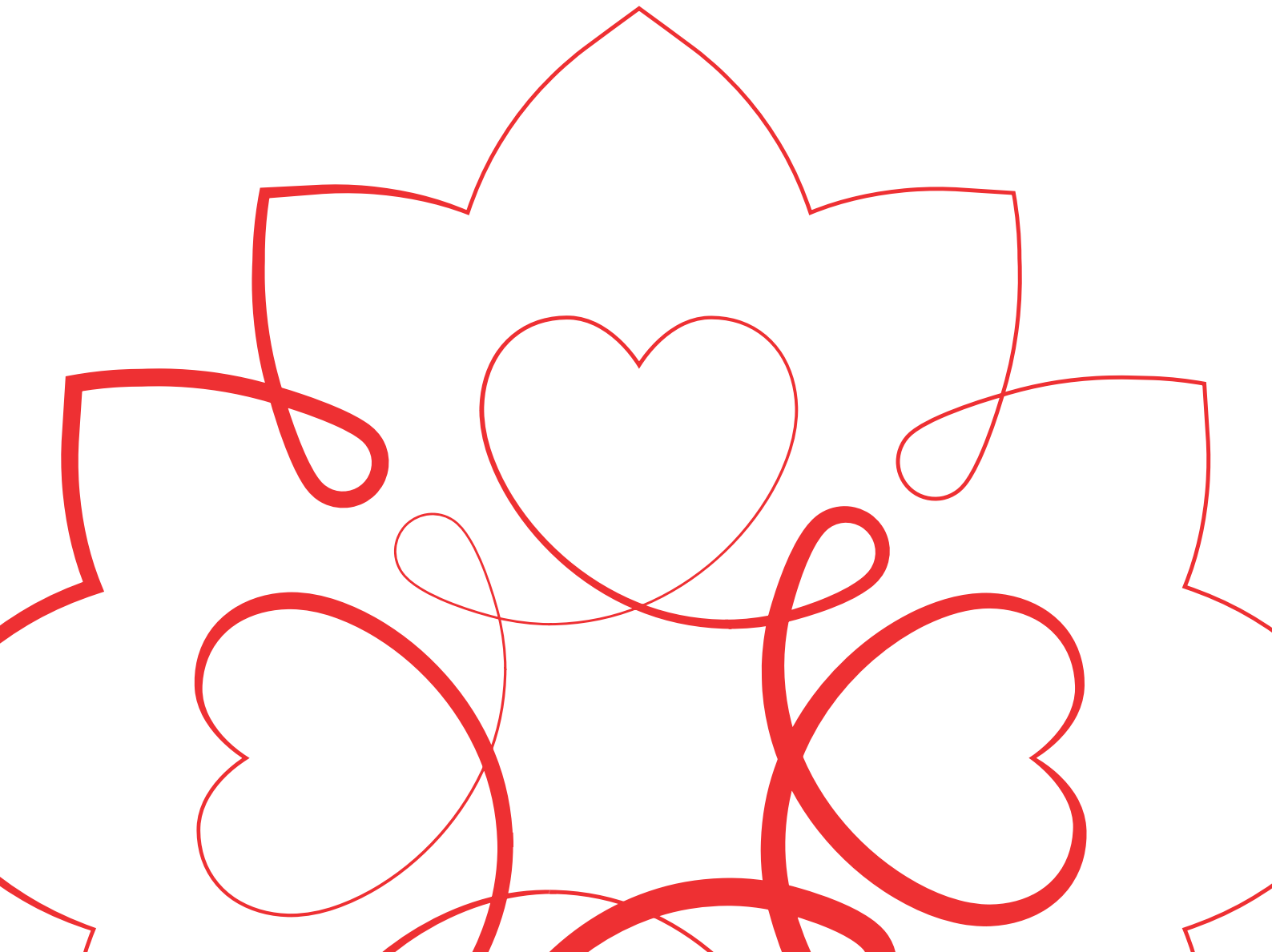


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**Cahul**

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# Portfolio of Investment Opportunities





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# Interstepcom LTD

## PROJECT BACKGROUND



**Interstepcom LTD** is a well-known company in the Cahul region, whose core activity is manufacturing furniture. In its manufacturing activity, the company places a great emphasis on identifying sources of pollution and their impact on the environment. The company uses quality and robust materials, which can last for a long time. Its high-quality production and individual approach to each customer mark the company out from its competitors on the domestic market.

The company displays a wide range of products in its furniture showroom, which vary in regard to both design and price. Its production capacity is approximately 24,000 items annually. The company aims to achieve flexibility in its production process by purchasing energy-efficient equipment.

The company is established in the city of Cahul. The main indicators for its geographic location are as follows:

- 20 km by land from the EU border (Romania).
- 19.5 km by land from Giurgiulesti Port.
- 203 km by land from Chisinau International Airport.
- Access to the national road network.
- Access to the railway network.



 Serghei Bajenov  
 +373 69090260  
 linia.office@gmail.com

### GENERAL INFO

|               |                                      |
|---------------|--------------------------------------|
| Established   | 2005                                 |
| Location      | City Cahul, str. Stefan cel Mare, 16 |
| Ownership     | Bajenov Sergiu – 100%                |
| Main activity | Furniture production                 |
| Employees     | 71                                   |

### ACTIVITY

|                     |                         |
|---------------------|-------------------------|
| Total land          | N/A                     |
| Main production     | Manufacturing furniture |
| Production capacity | 24,000 articles yearly  |
| Target market       | Moldova, Romania        |

### INFRASTRUCTURE

|           |                                             |
|-----------|---------------------------------------------|
| Equipment | • Furniture production line (eight units)   |
| Spaces    | Industrial buildings - 1 500 m <sup>2</sup> |

### SECTOR

Production

### SUB-SECTOR

*Furniture production*

- **Annual production:** about 24 000 items;
- **Investment needs:** more energy-efficient systems and equipment;
- **Investment prospect:** extensive experience, with substantial positive results;
- **Investment advantage:** quality products with high added value.



## PROJECT OVERVIEW

### PROJECT GOAL

- Increasing revenue by offering customers a varied range of products.
- Increasing production capacity by reducing the cost of production.
- Growing the company by developing new products and value chains.
- Promoting the company on the local market, and seeking international cooperation.

### WHY INVEST?

- There are opportunities to develop all types of production.
- The domestic and foreign markets for furniture (primarily upholstered) are growing.
- Good availability of labour force and necessary premises for the production of furniture.
- High growth capacity.

### COMPETITIVE ADVANTAGES

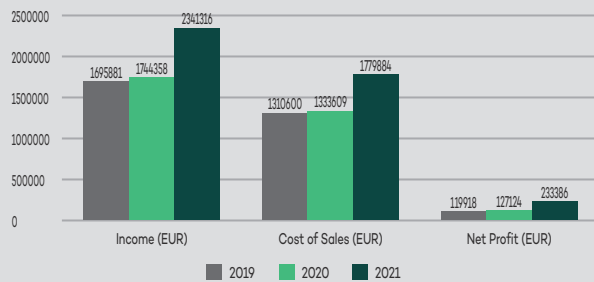
- Income is stable and predictable.
- Company balances economic profits with environmental responsibility.
- Company increases its production capacity through the rational use of resources.
- Rigorous quality control of each product.
- A reputable company, thanks to the quality of the products and its affordable prices.
- An advantageous geographical situation.
- The possibility of expanding the production range.
- A well-established operational process that ensures impeccable quality of the products manufactured.

- Experience in selling its own products on the local and international markets.
- Company has its own showroom.

### TARGET GROUP

**Interstepcom LTD** is a company with rich experience in the furniture industry, and has managed to achieve a high level of recognition locally. About 80% of its production is sold on the local market and about 20% on the international market. The company is constantly looking for new clients and international partners that have potential new market shares in development. The company's main priorities are expanding the sales market and promoting production abroad. Increasing export capacity requires investment in both marketing and in energy-efficient equipment, to reduce production costs.

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

5 839 967,50 MDL / 295 000 EUR

### INVESTMENT STRUCTURE

| Investment                                  | Value, eur     | Structure   | Subsidies, eur |
|---------------------------------------------|----------------|-------------|----------------|
| Construction of biomass thermal power plant | 115 000        | 39%         | 46 000         |
| Photovoltaic panels (100 kW)                | 95 000         | 32%         | 38 000         |
| Saw machine                                 | 85 000         | 29%         | 0,00           |
| <b>TOTAL</b>                                | <b>295 000</b> | <b>100%</b> | <b>84 000</b>  |

### EXIT POLICY

- The business owner would be interested in a long-term loan. Estimated payback, including investor benefits, are found in the second year.
- The business owner is looking for a partner to identify export opportunities.

### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1  | Year 2   | Year 3   | Year 4   | Year 5   | Year 6   | Year 7   | Year 8   |
|--------------------------|---------|----------|----------|----------|----------|----------|----------|----------|
| Revenue                  | 2969,99 | 2999,69  | 3029,69  | 3059,99  | 3090,59  | 3121,49  | 3152,71  | 3184,24  |
| Subsidies                | 0,00    | 84,00    | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     |
| Cost of sales            | 2285,74 | 2280,80  | 2324,11  | 2347,14  | 2370,40  | 2393,90  | 2417,63  | 2441,59  |
| Administrative costs     | 0,42    | 0,44     | 0,44     | 0,45     | 0,47     | 0,50     | 0,52     | 0,55     |
| Net profit               | 683,83  | 802,45   | 705,14   | 712,40   | 719,71   | 727,10   | 734,56   | 742,10   |
| Amortization             | 2793    | 2092     | 2092     | 2092     | 2092     | 2092     | 2092     | 2092     |
| Operating net cash flow  | 711,77  | 823,37   | 726,06   | 733,32   | 740,63   | 748,02   | 755,48   | 763,01   |
| Investment value         | 295,00  | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     |
| Cumulative net cash flow | 416,77  | 1 240,14 | 1 966,19 | 2 699,51 | 3 440,14 | 4 188,16 | 4 943,64 | 5 706,65 |

### MAIN INDICATORS

|                               |           |
|-------------------------------|-----------|
| Discount rate                 | 4,41%     |
| Net present value (NPV)       | 19 236,18 |
| Internal rate of return (IRR) | 24 601,18 |

## INFRASTRUCTURE





# Schif-1 LTD

## PROJECT BACKGROUND

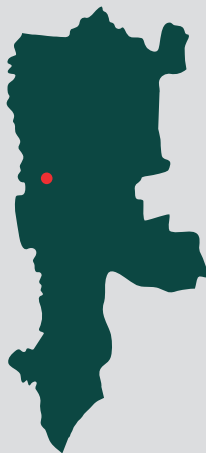


**Schif-1 LTD** is a company with over 30 years of experience, mostly focused on the HoReCa segment, managing a mini hotel with restaurant: the Marco Polo Hotel and Restaurant. High-quality services and an individual approach have always favourably distinguished the company from its competitors on the domestic market. The accommodation capacity in the mini hotel is approximately 4,300 people annually. Of the total services provided, the majority relate to the provision of food to the general public, with the company able to serve approximately 120,000 people per year.

**Schif-1 LTD** owns a well with a depth of 565 metres, from which it obtains mineral water. The mineral water, which has a pungent smell due to the presence of hydrogen sulfide and iodine, is recommended in the treatment of various types of ailments. Water with the same mineral composition is used to treat patients at the famous Nufărul Alb sanatorium in Cahul. The company aims to diversify the services it offers to its customers, through the design and construction of a sanatorium to provide balneo-curative and medicinal services.

The company is established in the city of Cahul. The main indicators for its geographical location are as follows:

- 10 km by land from the EU border (Romania).
- 203 km from Chisinau International Airport.
- Access to the national road network.
- Access to the railway network.



 Piotr Curdov  
 +373 69143599  
 curdov\_v@hotmail.com

### SECTOR

HoReCa

### SUB-SECTOR

*Public food*

- **Annual services:** serves about 120,000 people annually;
- **Investment needs:** construction of a quality sanatorium to provide health treatments;
- **Investment prospect:** short periods of activity, with major prospects for attracting customers;
- **Investment advantage:** quality services with high added value.

### GENERAL INFO

|                      |                                                     |
|----------------------|-----------------------------------------------------|
| <b>Established</b>   | 1993                                                |
| <b>Location</b>      | Cahul district, Cahul city                          |
| <b>Ownership</b>     | Curdov Piotr – 66,6 % and Curdov Valentina – 33,84% |
| <b>Main activity</b> | Public food                                         |
| <b>Employees</b>     | 35                                                  |

### ACTIVITY

|                            |                                 |
|----------------------------|---------------------------------|
| <b>Total land</b>          | 1,7 ha                          |
| <b>Main production</b>     | Hotel services                  |
| <b>Production capacity</b> | Serving 120,000 people annually |
| <b>Target market</b>       | Moldova, Romania                |

### INFRASTRUCTURE

|                          |                                                                                                                                          |
|--------------------------|------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Natural resources</b> | <ul style="list-style-type: none"> <li>• Probe with healing mineral water.</li> </ul>                                                    |
| <b>Spaces</b>            | <ul style="list-style-type: none"> <li>• Industrial buildings - 1 490 m<sup>2</sup>;</li> <li>• Warehouse - 40 m<sup>2</sup>.</li> </ul> |



## PROJECT OVERVIEW

### PROJECT GOAL

- Increasing revenue by offering clients a varied range of services.
- Increasing its capacity to provide health treatments to the population.
- Improving the aesthetic appearance and unique character of the location.

### WHY INVEST?

- Development opportunities for all types of activities.
- Demand for balneo-curative services continues to increase.
- High growth capacity;
- Company will be able to provide a wide range of curative and medicinal services to local and international clients.

### COMPETITIVE ADVANTAGES

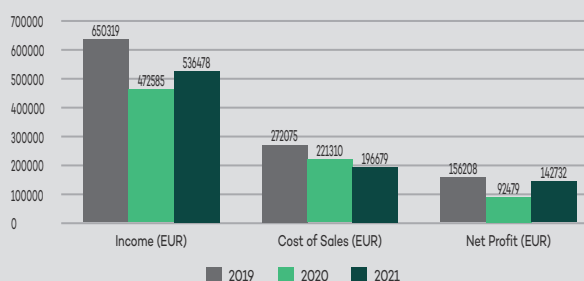
- Stable and predictable nature of income.
- Only one competitor at the national level.
- Company has its own well, which provides healing mineral water.
- Improving the health status of the population based on excellent performance and low costs.
- An advantageous geographical situation.
- The possibility of expanding the company's range of services.
- Water analysis (to present samples)
- The creation of new jobs.

- Quality services will help attract international customers.

### TARGET GROUP

The city of Cahul is famous for its medicinal mineral waters and is attracting increasing interest at the national level. Not only will the new sanatorium bring added value to the business itself, but it will also satisfy the market demand for quality sanatorium services, including by increasing the degree of comfort offered to customers. Due to its ability to offer natural healing services, the business will advance by leaps and bounds not only nationally, but also internationally. The modern sanatorium will be able to offer 150 places.

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

178 168 500 MDL / 9 000 000 EUR

### INVESTMENT STRUCTURE

| Investment                            | Value, eur       | Structure   | Subsidies, eur |
|---------------------------------------|------------------|-------------|----------------|
| Design and construction of sanatorium | 9 000 000        | 100%        | 53 451         |
| <b>TOTAL</b>                          | <b>9 000 000</b> | <b>100%</b> | <b>53 451</b>  |

### EXIT POLICY

- The business owner would be interested in an investor who can offer opportunities to develop the international market by selling a share. At the same time, the owner is willing to transfer the business to a long-term concession.
- The business owner is interested in a potential international partner with professional capabilities in the field of providing sanatorium services.

### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1   | Year 2    | Year 3    | Year 4    | Year 5    | Year 6    | Year 7  | Year 8   |
|--------------------------|----------|-----------|-----------|-----------|-----------|-----------|---------|----------|
| Revenue                  | 2293,33  | 2293,33   | 2316,27   | 2339,43   | 2362,83   | 2386,45   | 2410,32 | 2434,42  |
| Subsidies                | 0,00     | 53,45     | 0,00      | 0,00      | 0,00      | 0,00      | 0,00    | 0,00     |
| Cost of sales            | 1396,86  | 1077,34   | 1382,12   | 1392,94   | 1403,87   | 1414,90   | 1426,05 | 1437,31  |
| Administrative costs     | 3,74     | 3,93      | 3,97      | 4,01      | 4,21      | 4,42      | 4,64    | 4,87     |
| Net profit               | 892,73   | 1265,52   | 930,18    | 942,49    | 954,75    | 967,13    | 979,63  | 992,24   |
| Amortization             | 336,07   | 300,00    | 300,00    | 300,00    | 300,00    | 300,00    | 300,00  | 300,00   |
| Operating net cash flow  | 1228,80  | 1565,52   | 1230,18   | 1242,49   | 1254,75   | 1267,13   | 1279,63 | 1292,24  |
| Investment value         | 9 000,00 | 0,00      | 0,00      | 0,00      | 0,00      | 0,00      | 0,00    | 0,00     |
| Cumulative net cash flow | -7771,20 | -6 205,68 | -4 975,50 | -3 733,01 | -2 478,26 | -1 211,13 | 68,50   | 1 360,73 |

### MAIN INDICATORS

|                               |            |
|-------------------------------|------------|
| Discount rate                 | 4,41%      |
| Net present value (NPV)       | -22 565,97 |
| Internal rate of return (IRR) | -24 945,56 |

## INFRASTRUCTURE





# Gigalboe Agro LTD

## PROJECT BACKGROUND



**Gigalboe Agro LTD** is a company operating in the agricultural sector and located in the village of Lopațica, Cahul district. It is oriented towards the growth and cultivation of vegetable crops, annually registering a production of over 10,000 tons of grain. **Gigalboe Agro LTD** is one of the most well-known companies in the region and has achieved continuous growth and development through its major investments. The company's main markets are Romania and the domestic market. The entity is looking to invest in increasing its cost efficiency and its production storage capacity, in order to be able to export to the EU on a large scale

The company is established in the village of Lopațica, Cahul district. The main indicators for its geographical location are as follows:

- 35 km from Giurgiulesti Port.
- 45 km from the EU border (Romania).
- 135 km from Chisinau International Airport.
- Access to the national road network.
- Access to the railway network.



 Mihail Munteanu  
 +373 68478777  
 gigalboeagro@gmail.com

### SECTOR

Agriculture

### SUB-SECTOR

*Growing vegetable crops*

- **Annual production:** about 10,000 tons of grain;
- **Investment needs:** increase storage capacity and improve grain storage conditions;
- **Investment prospect:** long experience with significant positive results;
- **Investment advantage:** products with high added value and competitive prices.

### GENERAL INFO

|               |                                  |
|---------------|----------------------------------|
| Established   | 2000                             |
| Location      | Lopațica village, Cahul district |
| Ownership     | Munteanu Mihail– 100%            |
| Main activity | Cultivation of vegetable crops   |
| Employees     | 25                               |

### ACTIVITY

|                     |                               |
|---------------------|-------------------------------|
| Total land          | 2,404 hectares                |
| Main production     | Growing cereals               |
| Production capacity | 10,000 tons of grain annually |
| Target market       | Moldova, Romania              |

### INFRASTRUCTURE

|           |                               |
|-----------|-------------------------------|
| Equipment | Agricultural equipment        |
| Machinery | Specific processing equipment |
| Spaces    | Warehouse for processing      |



## PROJECT OVERVIEW

### PROJECT GOAL

- Storing grain at a lower cost, in order to increase its competitiveness in the internal and external markets.
- Obtaining the maximum yield of the finished product by minimizing crop losses.

### WHY INVEST?

- A stable national market.
- Increased export potential.
- A state-subsidized sector.
- High demand for vegetable crops in the market (national and international).

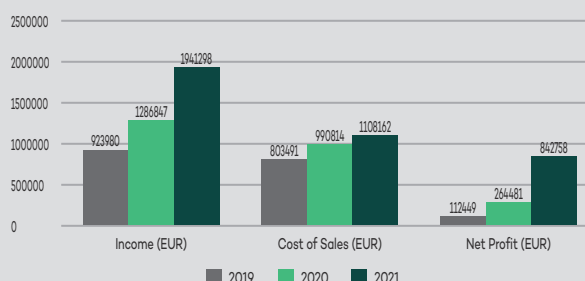
### COMPETITIVE ADVANTAGES

- Access to the international market.
- Certificates of harmlessness (ANSA).
- Rich experience in the agricultural sector.
- Experience in marketing its own production on the local and international markets.
- The possibility of expanding into new crop types for which there is demand in the market.
- Resistance to climate change.

### TARGET GROUP

**Gigalboe Agro LTD** has been present in the local and international markets since 2005. The domestic market currently represents the main point of sale for the vegetable crops it produces. Approximately 80% of its production is sold on the local market and approximately 20% on the Romanian market. The company is constantly looking for new customers and international investors that have potential new market shares in development. The company's mission is to expand the sales areas for its own production, to increase the number of customers it serves, and to establish itself as a reputable business in the national and international markets.

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

28 704 925 MDL / 1 450 000 EUR

### INVESTMENT STRUCTURE

| Investment         | Value, eur       | Structure   | Subsidies, eur |
|--------------------|------------------|-------------|----------------|
| Grain cleaner      | 100 000          | 6.90%       | 40 000         |
| Silo (three units) | 500 000          | 34.48%      | 200 000        |
| Grain storage      | 350 000          | 24.14%      | 140 000        |
| Grain dryer        | 100 000          | 6.90%       | 40 000         |
| Elevator           | 400 000          | 27.59%      | 160 000        |
| <b>TOTAL</b>       | <b>1 450 000</b> | <b>100%</b> | <b>580 000</b> |

### EXIT POLICY

- The business owner would be interested in a potential investor, and would be willing to sell a share in the company.
- The business owner is looking for a partner to identify export opportunities.

### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1   | Year 2  | Year 3  | Year 4  | Year 5   | Year 6   | Year 7   | Year 8   |
|--------------------------|----------|---------|---------|---------|----------|----------|----------|----------|
| Revenue                  | 1325.99  | 1339.25 | 1352.64 | 1366.17 | 1379.83  | 1393.63  | 1407.57  | 1421.64  |
| Subsidies                | 0.00     | 11.48   | 0.00    | 0.00    | 0.00     | 0.00     | 0.00     | 0.00     |
| Cost of sales            | 780.59   | 766.11  | 814.61  | 822.34  | 830.14   | 838.03   | 845.99   | 854.99   |
| Administrative costs     | 3.74     | 3.93    | 3.97    | 4.01    | 4.21     | 4.42     | 4.64     | 4.87     |
| Net profit               | 541.66   | 580.69  | 534.07  | 539.83  | 545.48   | 551.48   | 556.94   | 562.74   |
| Amortization             | 22.88    | 41.67   | 41.67   | 41.67   | 41.67    | 41.67    | 41.67    | 41.67    |
| Operating net cash flow  | 564.54   | 622.36  | 575.74  | 581.49  | 587.15   | 592.85   | 598.60   | 604.40   |
| Investment value         | 1 450.00 | 0.00    | 0.00    | 0.00    | 0.00     | 0.00     | 0.00     | 0.00     |
| Cumulative net cash flow | -885.46  | -263.10 | 312.64  | 894.13  | 1 481.28 | 2 074.14 | 2 672.74 | 3 277.14 |

### MAIN INDICATORS

|                               |          |
|-------------------------------|----------|
| Discount rate                 | 4.41%    |
| Net present value (NPV)       | 7 028.67 |
| Internal rate of return (IRR) | 9 563.52 |

## INFRASTRUCTURE





# Rumix Stil LTD

## PROJECT BACKGROUND



**Rumix Stil LTD (Eco-Village Văleni)** is a local social business that is located in the southern part of the Republic of Moldova. It works to promote the development of Văleni as a tourist region and the Beleu Lake ecosystem, which is part of the first UNESCO Biosphere Reserve, "Lunca Prutului de Jos". The Lunca Prutului area (the Prutul de Jos Nature Reserve and Lake Beleu) is an important areas for rural tourism services, offering opportunities for visitors to engage in rural activities, learn about local folklore, undertake excursions, and experience local entertainment and traditions.

The main business sectors are rural activities, cultural activities, wine production, and eco-tourism. The wine production capacity is about 20 tons annually. The accommodation capacity in Casa Dorului Guesthouse is about 900 people annually, and about 2,000 foreign tourists visit from cruise ships per season.

The company is established in the village of Văleni, Cahul district. The main indicators for its geographical location are as follows:

- 19.5 km from Giurgiulesti Port.
- 20 km from the EU border (Romania).
- 203 km from Chisinau International Airport.
- Located on the banks of the Prut River.
- Access to the national road network.
- Access to the railway network.



 Nicu Șirbeț  
 +373 79017151  
 complex.valeni@yahoo.com

### SECTOR

Tourism

### SUB-SECTOR

*Eco-tourism, wine tourism, adventure and cultural tourism*

- **Number of tourists:** 2 000;
- **Investment needs:** to develop eco-tourism, adventure tourism and wine tourism;
- **Investment prospect:** short periods of activity, with major prospects for attracting new tourists;
- **Investment advantage:** quality services with high added value.

### GENERAL INFO

|                      |                                |
|----------------------|--------------------------------|
| <b>Established</b>   | 2014                           |
| <b>Location</b>      | Cahul district, Văleni village |
| <b>Ownership</b>     | Nicu Stirbet (100%)            |
| <b>Main Activity</b> | Tourism                        |
| <b>Employees</b>     | 4                              |

### ACTIVITY

|                                    |                                                              |
|------------------------------------|--------------------------------------------------------------|
| <b>Total land</b>                  | 2 hectares tourist complex<br>4.5 hectares agricultural land |
| <b>Main services</b>               | Hotel services and eco-tourism                               |
| <b>Adventure packages capacity</b> | 3,000 packages (annually)                                    |
| <b>Accommodation capacity</b>      | 1,500 people (annually)                                      |
| <b>Receiving capacity</b>          | 5,000 people (annually)                                      |
| <b>Target markets</b>              | Moldova, Romania, Germany, Holland, Austria                  |

### INFRASTRUCTURE

|                  |                                                                                                                                                                                                                                                                                                                    |
|------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Equipment</b> | <ul style="list-style-type: none"> <li>• Professional kitchen sets.</li> <li>• Ecological water treatment plant based on hydrocarbons.</li> <li>• Swimming pool and jacuzzi set.</li> <li>• Wooden mushroom set/plant treatment.</li> <li>• Photovoltaic system 5 KW.</li> <li>• Grape processing line.</li> </ul> |
| <b>Machinery</b> | <ul style="list-style-type: none"> <li>• Boat set 710 TRIP (12 seats).</li> <li>• Boat set Spain 4750 (8 places).</li> <li>• VW Tiguan + trailer.</li> <li>• Automatic peeler.</li> <li>• T40 tractor + three trailers.</li> <li>• Set of canoes (19 places).</li> </ul>                                           |
| <b>Spaces</b>    | <ul style="list-style-type: none"> <li>• Building area of 1,000 m<sup>2</sup>;</li> <li>• Production hall of 120m<sup>2</sup>.</li> </ul>                                                                                                                                                                          |



## PROJECT OVERVIEW

### PROJECT GOAL

- Increasing income by developing the level of comfort offered to tourists and visitors.
- Improving the aesthetic aspects and the unique character of the location by respecting ancestral traditions.

### WHY INVEST?

- Tourist services specific to adventure tourism, with boats and kayaks/canoes.
- A state-subsidized sector (AIPA).
- There is high demand for the eco-tourism sector.
- A varied range of tourist destinations.

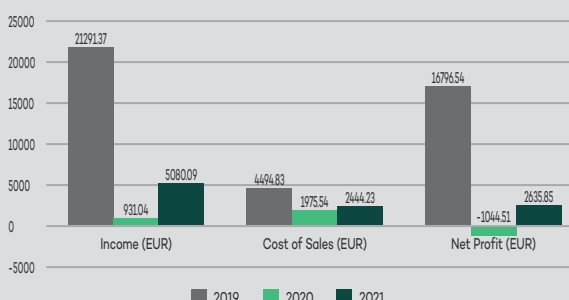
### COMPETITIVE ADVANTAGES

- It has the status of „Market Market” in the field of ecological tourism.
- Access to the EU market (Romania, Germany, Austria).
- Rich experience in the field.
- The only tourist stop in Lunca Prutului that is able to operate tourist tours for up to 50 people.
- A good cost/service ratio for its clients.
- The bridge connecting the Romanian market and the Republic of Moldova.
- The possibility of expanding the rural tourist complex.

### TARGET GROUP

**Eco-Village Văleni** is of national and international interest to nature and folklore lovers, due to its ability to provide specifically Moldovan hospitality. Its ability to accommodate mixed groups of tourists has increased its interest to foreign tourists and visitors participating in cruises on the Danube. Approximately 45% of visitors are foreigners (from Romania, Ukraine, Austria and Germany). In this context, in order to develop its eco-tourism, adventure tourism and wine tourism offer, **Rumix Stil LTD** is seeking to expand its sales market globally (to Asia, Africa and North America).

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

5 938 950 MDL / 300 000 EUR

### INVESTMENT STRUCTURE

| Investment                                                                                  | Value, eur     | Structure   | Subsidies, eur |
|---------------------------------------------------------------------------------------------|----------------|-------------|----------------|
| Cottages in rustic style, furnished with rustic furniture                                   | 68 000         | 22,67%      | 0,00           |
| Construction and fitting out of the sauna and treatment centre                              | 40 000         | 13,33%      | 0,00           |
| Indoor sauna and wet sauna set: jacuzzi and indoor mini pool plus leech treatment equipment | 37 000         | 12,33%      | 0,00           |
| Construction of the grape-receiving platform plus semi-automatic bottling line              | 55 000         | 18,33%      | 15 000         |
| Set of photovoltaic panels (50 kW)                                                          | 50 000         | 16,67%      | 17 000         |
| Other equipment for adventure tourism                                                       | 50 000         | 16,67%      | 0,00           |
| <b>TOTAL</b>                                                                                | <b>300 000</b> | <b>100%</b> | <b>32 000</b>  |

### EXIT POLICY

- The business owner would be interested in an investor who can offer development opportunities in the field of eco-tourism, and would be willing to sell a share in the company.

### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1  | Year 2  | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 |
|--------------------------|---------|---------|--------|--------|--------|--------|--------|--------|
| Revenue                  | 265,50  | 268,16  | 270,84 | 273,54 | 276,28 | 279,83 | 281,83 | 284,65 |
| Subsidies                | 0,00    | 0,04    | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   |
| Cost of sales            | 179,03  | 180,81  | 182,61 | 184,44 | 186,28 | 188,15 | 190,03 | 191,93 |
| Administrative costs     | 1,50    | 1,58    | 1,59   | 1,61   | 1,69   | 1,77   | 1,86   | 1,88   |
| Net profit               | 84,97   | 85,81   | 86,63  | 87,50  | 88,31  | 89,13  | 89,95  | 90,85  |
| Amortization             | 0,03    | 0,02    | 0,02   | 0,02   | 0,02   | 0,02   | 0,02   | 0,02   |
| Operating net cash flow  | 85,00   | 85,83   | 86,65  | 87,51  | 88,33  | 89,14  | 89,96  | 90,86  |
| Investment value         | 300,00  | 0,00    | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   |
| Cumulative net cash flow | -215,00 | -129,17 | -42,52 | 44,99  | 133,32 | 222,46 | 312,42 | 403,28 |

### MAIN INDICATORS

|                               |          |
|-------------------------------|----------|
| Discount rate                 | 4,41%    |
| Net present value (NPV)       | 1 189,19 |
| Internal rate of return (IRR) | 1 812,55 |

## INFRASTRUCTURE





# Terra-Vitis LTD

## PROJECT BACKGROUND



**Terra-Vitis LTD** was founded in 2002. Its main activity is the cultivation and commercialization of agricultural products. The company manages about 1,788 hectares (ha) of agricultural land, of which 1,681 ha is occupied by field crops, 83 ha by grapes (table varieties and technical varieties), and the remaining 24 ha by cherry, apple and pear orchards. The company also has post-harvest production infrastructure: harvested fruit is stored in cold storage in a 600-ton refrigerator, which also has two pre-cooling rooms of 30 tons each. For the implementation of the proposed investment project, and taking into account the established objectives, the owner proposes to make investments in the horticultural field: namely, the installation of equipment for the combined anti-hail/anti-rain system, on an area of 7 ha. **Terra-Vitis LTD** has the post-harvest infrastructure necessary for the pre-cooling, sorting, calibration and packaging of its cherry production. The production is mostly exported to the markets of the Russian Federation and Belarus between May and July



The company is established in Burlacu village, Cahul district. The main indicators for its geographical location are as follows:

- 35 km by land from the EU border (Romania).
- 40 km from the port of Galati.
- 35 km from the port of Reni.
- Access to the national road network.
- Access to the railway network.



Piotr Mihov  
 +373 69113114  
 terravitis@gmail.com

### SECTOR

Wine

### SUB-SECTOR

*Cultivation and marketing of agricultural products*

- **Annual production:** about 6,928 tons.
- **Investment needs:** to put in place the necessary conditions to protect the fruit and prevent their being damaged on the trees.
- **Investment prospect:** extensive experience, with major positive results.
- **Investment advantage:** products with high added value and a competitive price.

### GENERAL INFO

|                      |                                                    |
|----------------------|----------------------------------------------------|
| <b>Established</b>   | 2002                                               |
| <b>Location</b>      | Raionul Cahul, village Burlacu                     |
| <b>Ownership</b>     | Mihov Petru (100%)                                 |
| <b>Main activity</b> | Cultivation and marketing of agricultural products |
| <b>Employees</b>     | 166                                                |

### ACTIVITY

|                            |                                                              |
|----------------------------|--------------------------------------------------------------|
| <b>Total land</b>          | 1,788 ha                                                     |
| <b>Main production</b>     | Field crops                                                  |
| <b>Production capacity</b> | Field crops (5,618 tons); perennial plantations (1,310 tons) |
| <b>Target market</b>       | Russian Federation, Belarus                                  |

### INFRASTRUCTURE

|                  |                                                                                                                                                                                             |
|------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Equipment</b> | <ul style="list-style-type: none"> <li>• Two water storage basins.</li> <li>• Two irrigation systems, for the cherry orchard and the vineyard.</li> <li>• Platform for orchards.</li> </ul> |
| <b>Machinery</b> | <ul style="list-style-type: none"> <li>• Six units of tractors and cultivators.</li> </ul>                                                                                                  |
| <b>Spaces</b>    | Warehouse                                                                                                                                                                                   |

## PROJECT OVERVIEW

### PROJECT GOAL

- Reducing the risk of losing the cherry harvest due to heavy rains and hail during the fruit ripening period.
- The formation of fruit batches for the export of production.
- Production launch in potential new markets.

### WHY INVEST?

- A stable national market.
- Increased export potential.
- A state-subsidized sector.
- High demand for cherries in the market (national and international).
- Availability of the necessary equipment, labour and storage space.

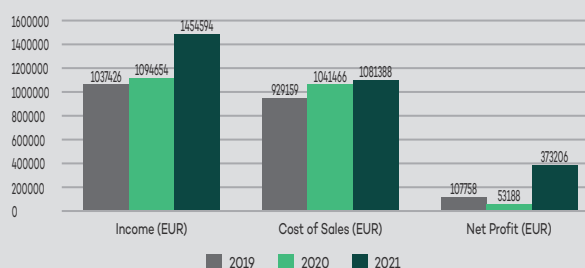
### COMPETITIVE ADVANTAGES

- Access to the international market.
- The existence of cold storage facilities for fruit.
- High quality of the cherry production.
- Certificates of harmlessness (ANSA).
- Investment will reduce the risk posed by heavy rains and hail during the cherry ripening period.
- Rich experience in the wine sector.
- Experience in marketing company's own production on the local and international markets.
- Commercialization in stable and homogeneous batches of cherry production.
- Advantageous price policy for both the producer and the buyer.

### TARGET GROUP

**Terra-Vitis LTD** is one of the largest producers of cherries in southern Moldova. About 30% of the production is sold on the local market and about 70% on the international market. Investments in marketing and outlets are needed to increase export capacity. The company's core priority is to attract customers by offering quality production at favourable prices. The business has a high potential to penetrate new markets and obtain higher revenues. From the price point of view, the company will focus on the medium and high price segments, as determined by the high quality of the fruit grown on intensive plantations.

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

3 959 300 MDL / 200 000 EUR

### INVESTMENT STRUCTURE

| Investment                          | Value, eur     | Structure   | Subsidies, eur |
|-------------------------------------|----------------|-------------|----------------|
| Combined anti-hail/anti-rain system | 200 000        | 100%        | 60 000         |
| <b>TOTAL</b>                        | <b>200 000</b> | <b>100%</b> | <b>132 000</b> |

### EXIT POLICY

- The business owner would be interested in a long-term loan. Estimated payback, including investor benefits, are found in the second year.
- The business owner is looking for a partner to identify export opportunities.

### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1   | Year 2   | Year 3   | Year 4   | Year 5   | Year 6   | Year 7   | Year 8   |
|--------------------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Revenue                  | 1 578,56 | 1 594,35 | 1 610,29 | 1 626,39 | 1 642,66 | 1 659,08 | 1 675,68 | 1 692,43 |
| Subsidies                | 0,00     | 1,58     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     |
| Cost of sales            | 932,13   | 918,54   | 937,53   | 946,80   | 956,17   | 965,63   | 975,15   | 984,84   |
| Administrative costs     | 12,63    | 13,26    | 13,29    | 13,53    | 14,20    | 14,91    | 15,66    | 16,44    |
| Net profit               | 633,80   | 664,13   | 659,37   | 666,06   | 672,28   | 678,54   | 684,83   | 691,15   |
| Amortization             | 22,88    | 10,00    | 10,00    | 10,00    | 10,00    | 10,00    | 10,00    | 10,00    |
| Operating net cash flow  | 656,68   | 674,13   | 669,37   | 676,06   | 682,28   | 688,54   | 694,83   | 701,15   |
| Investment value         | 200,00   | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     |
| Cumulative net cash flow | 456,68   | 1130,81  | 1800,18  | 2476,25  | 3158,53  | 3847,07  | 4541,90  | 5243,05  |

### MAIN INDICATORS

|                               |           |
|-------------------------------|-----------|
| Discount rate                 | 4.41%     |
| Net present value (NPV)       | 17 724,96 |
| Internal rate of return (IRR) | 22 654,46 |

## INFRASTRUCTURE





# Auto Garant LTD

## PROJECT BACKGROUND



**Auto Garant LTD** represents a business at the beginning of the path, designed to escalate very quickly. Although the business was founded in 2013, the launch of the services on the market will follow from the fall of 2022. All this time the company has been focused on attracting investments for the construction of the self-service building and equipping it with equipment and machinery necessary for the work process. The main fields of activity are the technical servicing of cars of different tonnage and the transportation of goods and products. The forecast of the professional capacity to provide services in the own workshop represents an annual volume of about 1 500 means of transport. Taking into account that both the district agricultural market and different types of enterprises register insufficiency regarding the transportation of goods, the company proposes to widen the spectrum of services by offering land transport services in national and international traffic.

The company is established in the city of Cahul. The main indicators for its geographical location are as follows:

- 19.5 km from Giurgiulesti Port.
- 20 km from the EU border (Romania).
- 203 km from Chisinau International Airport.
- Access to the national road network.
- Access to the railway network.



 Ion Todos  
 +373 79053285  
 todosmihai75@gmail.com

### SECTOR

Auto services

### SUB-SECTOR

*Technical service*

- **The capacity of car services:** about 1 500 transport units;
- **Investment needs:** lack of the necessary grain transportation capacity;
- **Investment perspective:** short period of activity with major prospects in attracting customers;
- **Investment advantage:** Quality services with high added value.

### GENERAL INFO

|                      |                                             |
|----------------------|---------------------------------------------|
| <b>Established</b>   | 2013                                        |
| <b>Location</b>      | Cahul district, Cahul city, Dunării str, 7C |
| <b>Ownership</b>     | Mihai Todos – 100%                          |
| <b>Main activity</b> | Auto services                               |
| <b>Employees</b>     | 4                                           |

### ACTIVITY

|                            |                                       |
|----------------------------|---------------------------------------|
| <b>Total land</b>          | 5,5 ha                                |
| <b>Main production</b>     | Technical services                    |
| <b>Production capacity</b> | Means of transport - 1 500 (annually) |
| <b>Target market</b>       | Moldova, Romania                      |

### INFRASTRUCTURE

#### Equipment

- Self-loading tractor for concrete production,
- Automotive/agricultural machinery testing line;
- Stand to adjust the steering angle of cars.

#### Means of transport

- Self-service machine;
- Elevator - 4 units;
- Press;
- Compressor;
- Motor vehicles (2 units).

#### Spaces

- Surface of the building with 3 levels 870 m²;
- Hall - 100 m².



## PROJECT OVERVIEW

### PROJECT GOAL

- Increasing revenue by offering clients a varied range of services;
- Reduction of transport costs by using own transport;
- Increasing competitiveness for the internal and external market.

### WHY INVEST?

- Development opportunities in all types of activities;
- The continuous increase in the demand for the transport of goods;
- A wide range of services for all types of cars.
- High growth capacity.

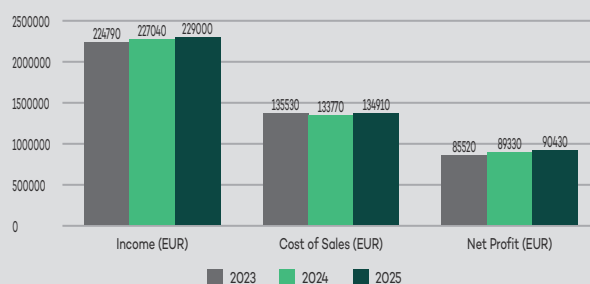
### COMPETITIVE ADVANTAGES

- Stable and predictable nature of income;
- Lack of competitors in the region;
- The availability of servicing all types of vehicles of any tonnage;
- Qualified employees in the field;
- The only service provider in the region regarding the adjustment of the steering angle of motor vehicles;
- Providing a wide and complex spectrum of quality services based exclusively on efficient performance and costs;
- The advantageous geographical situation;
- The possibility of expanding the range of services;
- Car service license.

### TARGET GROUP

Based on the market analysis **Auto Garant LTD** has identified the increased demand for the national and international transport of goods by land. What has led the company to focus on investments in this area. Due to the correct choice of cars for transport, especially in the case of new fleets that are not old, travel costs will be minimal compared to the existing means of transport in the area that have considerable ages. In this context, in order to develop the business, the company intends to launch and rapidly advance goods transportation services at national and international level.

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

3 959 300 MDL / 200 000 EUR

### INVESTMENT STRUCTURE

| Investment         | Value, eur     | Structure   | Subsidies, eur |
|--------------------|----------------|-------------|----------------|
| Trucks (4 units)   | 140 000        | 70%         | 0,00           |
| Trailers (4 units) | 60 000         | 30%         | 0,00           |
| <b>TOTAL</b>       | <b>200 000</b> | <b>100%</b> | <b>0,00</b>    |

### EXIT POLICY

- The business owner would be interested in an investor who would come up with opportunities to develop the international market by selling a share;
- The business owner is interested in a potential international partner with professional capabilities in the field of automotive services.

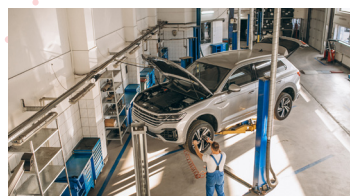
### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 |
|--------------------------|--------|--------|--------|--------|--------|--------|--------|--------|
| Revenue                  | 224,79 | 227,04 | 229,31 | 231,60 | 233,91 | 236,25 | 238,62 | 241,00 |
| Subsidies                | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   |
| Cost of sales            | 135,53 | 133,77 | 134,91 | 136,06 | 137,22 | 138,39 | 139,58 | 140,77 |
| Administrative costs     | 3,74   | 3,93   | 3,97   | 4,01   | 4,21   | 4,42   | 4,64   | 4,87   |
| Net profit               | 85,52  | 89,33  | 90,43  | 91,53  | 92,49  | 93,44  | 94,40  | 95,36  |
| Amortization             | 22,88  | 20,00  | 20,00  | 20,00  | 20,00  | 20,00  | 20,00  | 20,00  |
| Operating net cash flow  | 108,40 | 109,33 | 110,43 | 111,53 | 112,49 | 113,44 | 114,40 | 115,36 |
| Investment value         | 200,00 | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   |
| Cumulative net cash flow | -91,60 | 17,73  | 128,16 | 239,69 | 352,18 | 465,62 | 580,02 | 695,38 |

### MAIN INDICATORS

|                               |          |
|-------------------------------|----------|
| Discount rate                 | 4,41%    |
| Net present value (NPV)       | 1 807,22 |
| Internal rate of return (IRR) | 2 387,20 |

## INFRASTRUCTURE





# Cahulpan JSC

## PROJECT BACKGROUND



**Cahulpan JSC** is a company operating in the food industry, namely the production of bread, bakery products, pastry, confectionery, beer and non-alcoholic beverages. Its main field of activity is the manufacture of bakery products. **Cahulpan JSC** is a leader in the local market and in the southern part of the country. The company has a network of branded food stores that increase the marketing capacity in respect of its own product range and other food products. The company's sales market covers Romania, Greece, Ukraine, France and Germany. Its varied products cater to a range of consumers. Its annual production capacity is about 3 million tons of bakery/pastry/confectionery products and about 70,000 litres of beer/kvass. The company is looking for investments in order to modernize its production lines in order to diversify its production and to expand its sales market at the national and international levels.

The company is established in the city of Cahul, Cahul district. The main indicators for its geographic location are as follows:

- 30 km by land from the EU border (Romania).
- 40 km from the port of Galati.
- 35 km from the port of Reni.
- Access to the national road network.
- Access to the railway network.



 Vadim Culidobri  
 +373 68886100  
 office@cahulpan.com

### SECTOR

Food industry

### SUB-SECTOR

*Bakery/Pastry Products*

- **Annual production:** about 3 million tons;
- **Investment needs:** more modern production lines;
- **Investment prospect:** extensive experience, with major positive results;
- **Investment advantage:** products with high added value and a competitive price.

### GENERAL INFO

|                      |                                           |
|----------------------|-------------------------------------------|
| <b>Established</b>   | 1995                                      |
| <b>Location</b>      | Cahul district, Cahul city, Pacii str, 20 |
| <b>Ownership</b>     | Culidobri Vadim                           |
| <b>Main activity</b> | Manufacture of bakery/pastry products     |
| <b>Employees</b>     | 184                                       |

### ACTIVITY

|                            |                                                                                                |
|----------------------------|------------------------------------------------------------------------------------------------|
| <b>Total land</b>          | 3,32 hectares                                                                                  |
| <b>Main production</b>     | Bakery products, pastries, confectionery                                                       |
| <b>Production capacity</b> | Bakery/pastry/confectionery products – 3 million tons<br>beer/kvass – 70,000 litres (annually) |
| <b>Target market</b>       | Moldova, Romania, Greece, Ukraine, France                                                      |

### INFRASTRUCTURE

|                           |                                                                                                                                                                                                                             |
|---------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Equipment</b>          | <ul style="list-style-type: none"> <li>• Bakery production line.</li> <li>• Pastry production line.</li> <li>• Confectionery production line.</li> <li>• Beer production line.</li> <li>• Water production line.</li> </ul> |
| <b>Means of transport</b> | <ul style="list-style-type: none"> <li>• Motor vehicles – 15 units.</li> </ul>                                                                                                                                              |
| <b>Spaces</b>             | <ul style="list-style-type: none"> <li>• Industrial buildings, 5,312.58 m<sup>2</sup></li> </ul>                                                                                                                            |



## PROJECT OVERVIEW

### PROJECT GOAL

- Manufacturing products at a lower cost, increasing competitiveness in the domestic and foreign markets.
- Production launch in potential markets.
- Expanding the product range.
- Modernization and restructuring of the entire production process.

### WHY INVEST?

- A stable national market.
- Increased export potential.
- Guaranteed points of sale.
- High demand for bakery production in the market (national and international).
- Required workforce capacity and availability of manufacturing facilities.

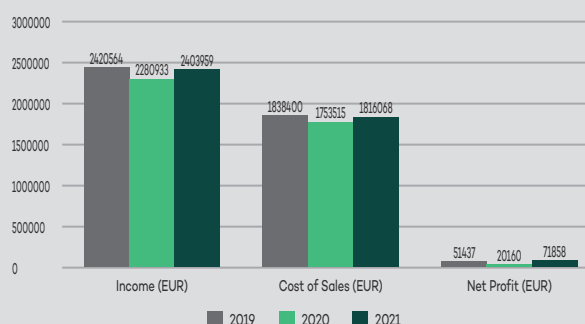
### COMPETITIVE ADVANTAGES

- Access to the international market.
- An advantageous geographical situation.
- Rich experience in the food industry.
- Experience in selling its own production on the local and international markets.
- Placing products on the market at affordable prices thanks to modern energy-efficient equipment.
- The possibility of expanding the product range.
- It has its own network of company stores.
- Authorization.

### TARGET GROUP

**Cahulpan JSC** is one of the largest producers in the bakery industry in Moldova. The company provides its national and international consumers with an assortment of products. Every year it keeps pace with market trends and demands, so as to offer diversity and choice in regard to its products. About 40% of the production is sold on the local market and about 60% on the international market. To increase the export capacity, investments are necessary to modernize the production lines. The company's core priority is attracting customers by offering quality products at favourable prices. The company is looking for new international investors that have potential new market shares in development.

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

19 796 500 MDL / 1 000 000 EUR

### INVESTMENT STRUCTURE

| Investment           | Value, eur       | Structure   | Subsidies, eur |
|----------------------|------------------|-------------|----------------|
| Water bottling line  | 300 000          | 30%         | 0,00           |
| Cake industrial line | 400 000          | 40%         | 0,00           |
| Line for baking      | 300 000          | 30%         | 0,00           |
| <b>TOTAL</b>         | <b>1 000 000</b> | <b>100%</b> | <b>0,00</b>    |

### EXIT POLICY

- On behalf of the majority shareholders, the company is looking for a potential international investor in order to modernize the business, and is willing to sell its share to that investor.
- The company is looking for a partner to offer export opportunities.

### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1   | Year 2   | Year 3   | Year 4   | Year 5   | Year 6   | Year 7   | Year 8   |
|--------------------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Revenue                  | 2452,64  | 2477,16  | 2501,94  | 2526,95  | 2552,22  | 2577,75  | 2603,52  | 2629,56  |
| Subsidies                | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     |
| Cost of sales            | 1564,91  | 1559,42  | 1673,02  | 1688,75  | 1704,63  | 1720,68  | 1736,89  | 1753,26  |
| Administrative costs     | 3,74     | 3,93     | 3,97     | 4,01     | 4,21     | 4,42     | 4,64     | 4,87     |
| Net profit               | 805,85   | 913,81   | 824,95   | 834,20   | 843,38   | 852,65   | 862,00   | 871,43   |
| Amortization             | 101,03   | 100,00   | 100,00   | 100,00   | 100,00   | 100,00   | 100,00   | 100,00   |
| Operating net cash flow  | 906,87   | 1 013,81 | 924,95   | 934,20   | 943,38   | 952,65   | 962,00   | 971,43   |
| Investment value         | 1 000,00 | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     |
| Cumulative net cash flow | -93,13   | 920,69   | 1 845,64 | 2 779,84 | 3 723,22 | 4 675,87 | 5 637,86 | 6 609,30 |

### MAIN INDICATORS

|                               |           |
|-------------------------------|-----------|
| Discount rate                 | 4,41%     |
| Net present value (NPV)       | 20 173,40 |
| Internal rate of return (IRR) | 26 099,28 |

## INFRASTRUCTURE





# ME Vinia Trăian JSC

## PROJECT BACKGROUND



**ME Vinia Trăian JSC** is a wine factory located in the town of Găvănoasa, on the left bank of the historic Cahul river. It is located in an excellent area for the cultivation of vines and has its own vineyards, which cover an area of 392 hectares (ha). The vineyards are within a distance of only 5 km from the factory, on the slopes of the Bugeacului Steppe and the vineyards of the Valul lui Trăian wine region, which has a geographical indication. The company's main activities are the processing of grapes and the manufacture and sale of wines on the domestic and foreign markets. The company's sales market includes Romania, Poland, the Czech Republic and Belarus. The active capacity is 10,000 tons of grapes in a processing season. The entity produces a wide assortment of wines, covering over 17 wine names. Annually, of the total amount of grapes collected, 90% are processed for dry wines and raw wines for sparkling wines. The company is looking for investments in order to expand its sales market and to promote its production abroad.

The company is established in Găvănoasa commune, Cahul district. The main indicators for its geographical location are as follows:

- 30 km by land from the EU border (Romania).
- 40 km from the port of Galati.
- 35 km from the port of Reni.
- Access to the national road network.
- Access to the railway network.



Simion Kistiev  
 +373 69116635  
 viniatraian1975@gmail.com

### SECTOR

Wine

### SUB-SECTOR

#### Grape processing

- **Annual production:** about 10,000 tons;
- **Investment needs:** to increase its own energy sources.
- **Investment prospect:** extensive experience, with major positive results.
- **Investment advantage:** products with high added value and a competitive price.

### GENERAL INFO

|                      |                                                                   |
|----------------------|-------------------------------------------------------------------|
| <b>Established</b>   | 1975                                                              |
| <b>Location</b>      | Cahul district, Găvănoasa commune                                 |
| <b>Ownership</b>     | Kristev Simion (94.1%)                                            |
| <b>Main activity</b> | Processing of grapes and manufacture of wine and wine distillates |
| <b>Employees</b>     | 59                                                                |

### ACTIVITY

|                            |                                                               |
|----------------------------|---------------------------------------------------------------|
| <b>Total land</b>          | 392 ha                                                        |
| <b>Main production</b>     | Wine production                                               |
| <b>Production capacity</b> | Wine – 6,000,000 litres<br>Divine – 100,000 litres (annually) |
| <b>Target market</b>       | Romania, Poland, Czech Republic, Belarus                      |

### INFRASTRUCTURE

|                  |                                                                                                                                                                                                                                                               |
|------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Equipment</b> | <ul style="list-style-type: none"> <li>• Stainless steel tanks (6 million litres).</li> <li>• Technological equipment for wine production (refrigerators, pumps, filters, presses).</li> <li>• Bottling line.</li> <li>• Ganymede-type fermenters.</li> </ul> |
| <b>Machinery</b> | <ul style="list-style-type: none"> <li>• 29 units – tractors, trailers, vehicles, harvesters, combines.</li> </ul>                                                                                                                                            |
| <b>Spaces</b>    | <ul style="list-style-type: none"> <li>• Winery – 7 ha.</li> <li>• Industrial buildings.</li> <li>• Depot – 1,000 m².</li> </ul>                                                                                                                              |



## PROJECT OVERVIEW

### PROJECT GOAL

- Processing grapes at a lower cost, thus increasing competitiveness in the internal and external markets.
- Launching products in potential new markets.

### WHY INVEST?

- A stable national market.
- Increased export potential.
- A state-subsidized sector.
- High demand for wine in the market (national and international).
- An excellent area for obtaining raw materials.
- Availability of the necessary equipment, labor, and processing and storage space.

### COMPETITIVE ADVANTAGES

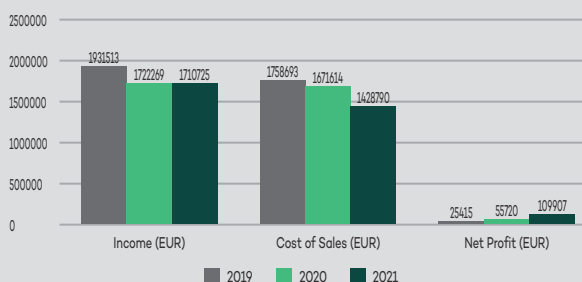
- Access to the international market.
- An advantageous geographical situation.
- Location has its own railway branch.
- Warehouse next to the railway line, which allows fast shipment of products.
- Certificates of harmlessness (ANSA).
- ISO 22000:2018 certification.
- AEO authorization.
- Rich experience in the wine sector.
- Experience in marketing its own products in the local and international markets.
- The possibility of expanding the product range.

- Products are placed on the market at affordable prices thanks to the use of a renewable energy source.

### TARGET GROUP

**EM Vinia Trăian JSC** is one of the largest wine producers in Moldova. Its wines are distinguished by their stable quality. The foreign market currently represents the main point of sale for the company's products. About 40% of the production is sold on the local market and about 60% on the international market. Investments in marketing and outlets are needed to increase export capacity. The company's core priority is attracting customers by offering quality products at favourable prices. The company is looking for new international buyers and investors that have potential new market shares in development.

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

3 959 300 MDL / 200 000 EUR

### INVESTMENT STRUCTURE

| Investment                                     | Value, eur     | Structure   | Subsidies, eur |
|------------------------------------------------|----------------|-------------|----------------|
| Photovoltaic system, with a capacity of 200 kW | 200 000        | 100%        | 60 000         |
| <b>TOTAL</b>                                   | <b>200 000</b> | <b>100%</b> | <b>132 000</b> |

### EXIT POLICY

- The business owner would be interested in a potential investor and would be willing to sell up to 100% of their share in the business.
- The business owner is looking for a partner who can identify export opportunities.

### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 |
|--------------------------|--------|--------|--------|--------|--------|--------|--------|--------|
| Revenue                  | 650.11 | 656.62 | 663.18 | 669.81 | 676.51 | 683.28 | 690.11 | 697.01 |
| Subsidies                | 0.00   | 1.58   | 0.00   | 0.00   | 0.00   | 0.00   | 0.00   | 0.00   |
| Cost of sales            | 543.18 | 525.69 | 540.75 | 546.06 | 551.42 | 556.83 | 562.30 | 567.83 |
| Administrative costs     | 12.63  | 13.26  | 13.39  | 13.53  | 14.20  | 14.91  | 15.66  | 16.44  |
| Net profit               | 94.31  | 119.24 | 109.04 | 110.23 | 110.89 | 111.53 | 112.15 | 112.74 |
| Amortization             | 22.88  | 10.00  | 10.00  | 10.00  | 10.00  | 10.00  | 10.00  | 10.00  |
| Operating net cash flow  | 117.19 | 129.24 | 119.04 | 120.23 | 120.89 | 121.53 | 122.15 | 122.74 |
| Investment value         | 200.00 | 0.00   | 0.00   | 0.00   | 0.00   | 0.00   | 0.00   | 0.00   |
| Cumulative net cash flow | -82.81 | 46.44  | 165.48 | 285.70 | 406.59 | 529.12 | 650.27 | 773.02 |

### MAIN INDICATORS

|                               |          |
|-------------------------------|----------|
| Discount rate                 | 4,41%    |
| Net present value (NPV)       | 2 112.46 |
| Internal rate of return (IRR) | 2 772.81 |

## INFRASTRUCTURE





# INARTIZ LTD

## PROJECT BACKGROUND



**INARTIZ LTD** is a business that has been active for two years. The company operates in the textile industry, producing non-woven and spun textile articles. Its main activity is the manufacture of fabrics. In the southern part of the Republic of Moldova, the company is the only manufacturer of sheep's wool yarn at the industrial/semi-industrial production level. Its sales market includes the Republic of Moldova and Romania. The company's production capacity allows for the manufacture of items of any type and complexity, enabling it to provide its customers with unique products. Annual production capacity is about 1,000 items. **INARTIZ LTD** is looking for investments in order to broaden its raw material production in order to increase the range of production at the national and international level.

The company is established in Cahul district, in Slobozia Mare village. The main indicators for its geographical location are as follows:

- 30 km by land from the EU border (Romania).
- 203 km from Chisinau International Airport.
- Access to the national road network.
- Access to the railway network.



Ina Minciună  
 +373 79903409  
 nikmin3486@gmail.com

### SECTOR

Textile industry

### SUB-SECTOR

*Production of non-woven and spun textile articles*

- **Annual production:** about 1,000 articles.
- **Investment needs:** to obtain its own raw materials production base.
- **Investment prospect:** short periods of activity with high volumes of work.
- **Investment advantage:** products with high added value and a competitive price.

### GENERAL INFO

|               |                                                   |
|---------------|---------------------------------------------------|
| Established   | 2020                                              |
| Location      | Cahul district, Slobozia Mare village             |
| Ownership     | Minciuna Ina (100%)                               |
| Main activity | Production of non-woven and spun textile articles |
| Employees     | 1                                                 |

### ACTIVITY

|                     |                        |
|---------------------|------------------------|
| Total land          | 3,31 hectares          |
| Main production     | Textiles               |
| Production capacity | 1,000 items (annually) |
| Target market       | Moldova, Romania       |

### INFRASTRUCTURE

|           |                                                                                                                                                                                            |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Equipment | <ul style="list-style-type: none"> <li>• Wool/yarn felting equipment (20–30 kg/day – eight to 10 hours).</li> </ul>                                                                        |
| Machinery | <ul style="list-style-type: none"> <li>• Professional sewing machines for leather/felt goods, footwear.</li> <li>• Shoe press.</li> <li>• Mechanical knitting machine (manual).</li> </ul> |
| Spaces    | <ul style="list-style-type: none"> <li>• Industrial building – 64 m<sup>2</sup></li> </ul>                                                                                                 |



## PROJECT OVERVIEW

### PROJECT GOAL

- Manufacturing products at a lower cost, thus increasing competitiveness in the domestic and foreign markets.
- Launching products in potential new markets.
- Expanding the product range.
- Increasing competitiveness by obtaining its own raw materials production base.

### WHY INVEST?

- A stable national market.
- Increased export potential.
- Growing demand for unique quality products.
- An excellent area for obtaining raw materials.
- Availability of the necessary equipment, labour, and processing and storage space.

### COMPETITIVE ADVANTAGES

- An advantageous geographical situation.
- A lack of competition in the region.
- Professional capacity in the textile industry.
- Experience in marketing its own products in the local and international markets.
- Placing products on the market at affordable prices, due to the manufacture of the company's own raw materials.
- The possibility of diversifying the product range.

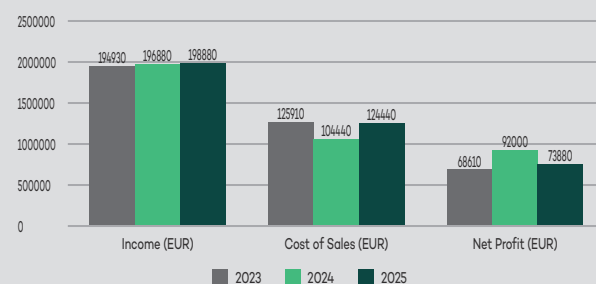
- High production capacity.

- Production of company's own raw materials.

### TARGET GROUP

**INARTIZ LTD** is a unique manufacturer of sheep wool yarn at the industrial/semi-industrial production level in the region. As a result, its business has developed rapidly. The company offers customers an assortment of quality raw materials and products. In two years, the business has managed to gain the trust of customers and to be recognized abroad. Approximately 70% of production is sold on the local market and approximately 30% on the international market. In order to increase its export capacity, investments are needed in the production of raw materials.

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

4 588 927,68 MDL / 231 805 EUR

### INVESTMENT STRUCTURE

| Investment                       | Value, eur     | Structure   | Subsidies, eur |
|----------------------------------|----------------|-------------|----------------|
| Scaling machine                  | 27 500         | 11,9%       | 0,00           |
| Carding-winding machine          | 51 340         | 22,1%       | 0,00           |
| Thread selection machine         | 36 645         | 15,8%       | 0,00           |
| Machine turned fuior             | 32 500         | 14,0%       | 0,00           |
| Yarn+2 ball-type product machine | 83 820         | 36,2%       | 0,00           |
| <b>TOTAL</b>                     | <b>231 805</b> | <b>100%</b> | <b>0,00</b>    |

### EXIT POLICY

- The business owner would be interested in a long-term loan. Estimated payback, including investor benefits, are found in the fifth year.
- The business owner is looking for a partner who can bring export opportunities.

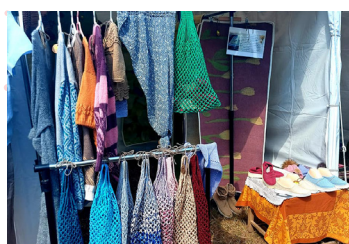
### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1  | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 |
|--------------------------|---------|--------|--------|--------|--------|--------|--------|--------|
| Revenue                  | 194,93  | 196,88 | 198,85 | 200,84 | 202,85 | 204,88 | 206,93 | 209,00 |
| Subsidies                | 0,00    | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   |
| Cost of sales            | 125,91  | 104,44 | 124,53 | 125,58 | 126,64 | 127,71 | 128,79 | 129,89 |
| Administrative costs     | 0,42    | 0,44   | 0,44   | 0,45   | 0,47   | 0,50   | 0,52   | 0,55   |
| Net profit               | 68,61   | 92,00  | 73,88  | 74,81  | 75,74  | 76,67  | 77,61  | 78,56  |
| Amortization             | 22,88   | 19,43  | 19,43  | 19,43  | 19,43  | 19,43  | 19,43  | 19,43  |
| Operating net cash flow  | 91,49   | 111,44 | 93,31  | 94,25  | 95,17  | 96,10  | 97,04  | 97,99  |
| Investment value         | 231,81  | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   |
| Cumulative net cash flow | -140,31 | -28,88 | 64,44  | 158,68 | 253,85 | 349,96 | 447,00 | 544,99 |

### MAIN INDICATORS

|                               |          |
|-------------------------------|----------|
| Discount rate                 | 4,41%    |
| Net present value (NPV)       | 1 220,30 |
| Internal rate of return (IRR) | 1 649,73 |

## INFRASTRUCTURE





# SUD-INVEST COMPANY LTD

## PROJECT BACKGROUND



**SUD-INVEST COMPANY LTD** holds the title of Industrial Park from Cahul, based on Government Decision no. 106 of 26 February 2016. The company has been designed to scale very quickly. The company was founded in 2014. Since then, it has focused on business development. To date, all infrastructure, access roads, parking lots and engineering networks (water, sewage, gas and electricity) have been built. Thus, in 2023, the Cahul Industrial Park became functional, with optimal operating conditions being created. The main fields of activity of the company are the construction of buildings, engineering construction, installations and technical-building networks, reconstruction, consolidation, restoration and providing a wide spectrum of services to the residents of the park. It is forecast that the services the company provides within the Industrial Park will yield an annual turnover of approximately EUR 1,123,820. This includes the lease of production halls and administrative spaces, and the lease of parcelled land for entrepreneurial activities.

The company is established in the city of Cahul. The main indicators for its geographical location are as follows:

- 45 km from Giurgiulesti Port.
- 7 km from the EU border (Romania).
- 171 km from Chisinau International Airport.
- Access to the national road network and the railway network.



 Dumitru Susan  
 +373 79466311  
 susanu\_dumitru@yahoo.com

**SECTOR**  
Industrial park

**SUB-SECTOR**  
*Providing services*

- **Services:** lease of premises for production, storage and offices – 12,410.70 m<sup>2</sup>; land available for construction approx. 20,000 m<sup>2</sup>
- **Investment needs:** to increase the spaces required for production/service activities with advanced and ecological technologies in the area.
- **Investment prospect:** short periods of activity, with major prospects for attracting new customers.
- **Investment advantage:** landscaped territory and connected to engineering networks.

| GENERAL INFO  |                                                                                   |
|---------------|-----------------------------------------------------------------------------------|
| Established   | 2014                                                                              |
| Location      | Cahul municipality, Griviței str                                                  |
| Ownership     | Susanu Boris – 51.00%                                                             |
|               | Susanu Dumitru – 45.00%                                                           |
|               | Dascaloi Gheorghe – 4.00%                                                         |
| Main activity | Administration and provision of services for the residents of the industrial park |
| Employees     | 3                                                                                 |

| ACTIVITY                        |                                                        |
|---------------------------------|--------------------------------------------------------|
| Total land                      | 5,892 hectares                                         |
| The main services               | Renting production/auxiliary/storage rooms/offices     |
| Capacity of industrial premises | 12 410,70 m <sup>2</sup> (annually)                    |
| Land available for construction | 20 000 m <sup>2</sup>                                  |
| Target audience                 | Moldova, Ukraine, Romania and other European countries |

| INFRASTRUCTURE       |                                                                                   |
|----------------------|-----------------------------------------------------------------------------------|
| Engineering networks | • aqueduct with a diameter of 300 mm;                                             |
|                      | • sewage system with pumping station 25 m <sup>3</sup> /hour;                     |
|                      | • electricity network, with two 10 kW connections;                                |
|                      | • street lighting system;                                                         |
|                      | • gas supply;                                                                     |
| Access ways          | • telephone and internet.                                                         |
|                      | • asphalted roads – 8250 m <sup>2</sup> ;                                         |
| Equipment            | • parking lots - 140.                                                             |
|                      | • Maximal automatic line on hydraulic lift 20.                                    |
| Machinery            | • Compact concrete plant.                                                         |
|                      | • single shaft mixer BP-1G-300.                                                   |
| Spaces               | • Linde E16C-02 electric forklift.                                                |
|                      | • Manitou 1850 TAD 104 telescopic forklift                                        |
|                      | • production building – 1 500 m <sup>2</sup> ;                                    |
|                      | • production building (degree of completion: 30%) – 2 777,9 m <sup>2</sup> ;      |
|                      | • production building (degree of completion: 30%) – 8 628,6 m <sup>2</sup> ;      |
|                      | • administrative building (degree of completion: 30%) – 1 004,20 m <sup>2</sup> . |

# PROJECT OVERVIEW

## PROJECT GOAL

- Increasing revenues by offering customers a wide range of services on a commercial basis.
- Completion of production halls, in order to create favourable conditions for residents engaged in production in various fields.
- Increasing competitiveness by attracting national and international customers.

## WHY INVEST?

- A continuous increase in the demand for production/service spaces with advanced and ecological technologies.
- Availability of the necessary equipment and labour force.
- High business development capacity.
- Maritime and fluvial accessibility ensured by Giurgiulesti International Port.

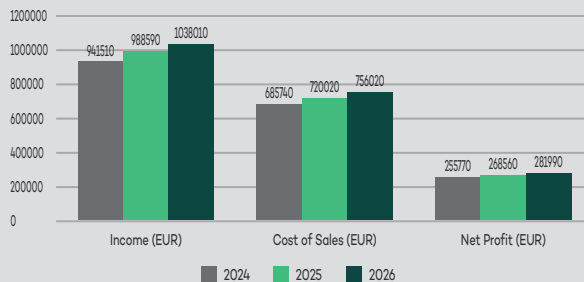
## COMPETITIVE ADVANTAGES

- Stable and predictable nature of income.
- Lack of competitors in the region.
- Qualified employees in the field.
- Landscaped territory and connected to engineering networks.
- Provision of large production and storage spaces.
- Business is located in the industrial area of Cahul region.
- An advantageous geographical situation.
- Authorization.
- Capacity to increase new jobs.
- The possibility of expanding the range of services provided.

## TARGET GROUP

**SUD-INVEST COMPANY LTD** estimates that the new business infrastructure in Cahul Industrial Park will attract direct investment to the region and create new jobs by the end of the park's fifth year of operation. The target customers are international and national economic agents (i.e. future residents of the Industrial Park) who are interested in the creation and development of production within the territory of the Industrial Park using the facilities provided. The development of business infrastructure in the Southern Development Region will create a favourable investment environment. Some economic agents have already shown an interest in obtaining a land or production space within the Industrial Park for the manufacture of furniture and carpentry articles, and construction materials, as well as for the production of textile articles. The company intends to develop commercial relations with international partners interested in expanding their business in Moldova.

## FINANCIAL INDICATORS



# INVESTMENT OFFER

## PROJECT BUDGET

102 244 963,20 MDL / 5 164 800 EUR

## INVESTMENT STRUCTURE

| Investment                                                                                 | Value, eur     | Structure   | Subsidies, eur |
|--------------------------------------------------------------------------------------------|----------------|-------------|----------------|
| Finishing the production building (degree of completion: 30%) – 2777,9 m <sup>2</sup>      | 1 111 200      | 21%         | 15 381         |
| Finishing the production building (degree of completion: 30%) – 8628,6 m <sup>2</sup>      | 3 451 200      | 67%         | 15 381         |
| Finishing the administrative building (degree of completion: 30%) – 1004,20 m <sup>2</sup> | 602 400        | 12%         | 0,00           |
| <b>TOTAL</b>                                                                               | <b>5164800</b> | <b>100%</b> | <b>30 762</b>  |

## EXIT POLICY

- The owner of the company would be interested in an investor who comes with business development opportunities, and would be willing to sell a share in the company.
- The business owner is interested in a potential international partner with professional capabilities in the field of providing services on a commercial basis.

## INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1   | Year 2   | Year 3   | Year 4   | Year 5   | Year 6  | Year 7  | Year 8  |
|--------------------------|----------|----------|----------|----------|----------|---------|---------|---------|
| Revenue                  | 941510   | 988586   | 1038015  | 1089916  | 1144411  | 1201632 | 1261713 | 1324799 |
| Subsidies                | 0        | 30762    | 0        | 0        | 0        | 0       | 0       | 0       |
| Cost of sales            | 251805   | 264395   | 277615   | 291495   | 306070   | 321374  | 337442  | 354315  |
| Administrative costs     | 7720     | 8106     | 8510     | 8735     | 9150     | 9430    | 9700    | 10000   |
| Net profit               | 248055   | 282154   | 317960   | 355755   | 395261   | 436898  | 480641  | 526554  |
| Operating net cash flow  | 681985   | 716084   | 751890   | 789685   | 829191   | 870828  | 914571  | 960484  |
| Investment value         | 5164800  | 0,00     | 0,00     | 0,00     | 0,00     | 0,00    | 0,00    | 0,00    |
| Cumulative net cash flow | -4482815 | -3766731 | -3014841 | -2225156 | -1395965 | -525138 | 389433  | 571051  |

## INFRASTRUCTURE





# Bezman LTD

## PROJECT BACKGROUND



**Bezman LTD** operates in the food industry: namely, bread and pastry production. Its main activity is the manufacture of bakery products. It offers the population in its area the opportunity to buy its products at a fair price. Its products are superior in quality to other existing products on the market. Bezman LTD is among the top 10 natural bakery producers in the local market and in the southern part of the country. The company has its own bakery which operates according to the principles of respecting the utility of yield and ensuring efficient operations, without losing sight of the ergonomic factor. The varied assortment of products it provides allows it to satisfy consumer demand in the area. The annual production capacity is approximately 50 tons of bakery/pastry products. The company is looking for investments to achieve sustainable development by reducing its energy costs and to expand its sales market at the national and international levels.

The company is established in the city of Cahul. The main indicators for its geographical location are as follows:

- 15 km by land from the EU border (Romania).
- 45 km from the port of Galati.
- 30 km from the port of Reni.
- Access to the national road network.
- Access to the railway network.



 Ruslan Bezman  
 +373 62188662  
 ruslanbezman01@gmail.com

### SECTOR

Food industry

### SUB-SECTOR

*Bakery/pastry products*

- **Annual production:** about 50 tons of bakery products.
- **Investment needs:** solar panels, to streamline prices and diversify its production range.
- **Investment prospect:** developing a new business niche by marketing its mineral water bottling line.
- **Investment advantage:** products with high added value and a competitive price.

### GENERAL INFO

|                      |                                       |
|----------------------|---------------------------------------|
| <b>Established</b>   | 2004                                  |
| <b>Location</b>      | Cahul district, Roşu village          |
| <b>Ownership</b>     | Bezman Ruslan (100%)                  |
| <b>Main activity</b> | Manufacture of bakery/pastry products |
| <b>Employees</b>     | 18                                    |

### ACTIVITY

|                            |                                    |
|----------------------------|------------------------------------|
| <b>Total land</b>          | N/A                                |
| <b>Main production</b>     | Bakery/pastry products             |
| <b>Production capacity</b> | Bakery/pastry – 50 tons (annually) |
| <b>Target market</b>       | Moldova, Romania                   |

### INFRASTRUCTURE

|                           |                                                                                                                |
|---------------------------|----------------------------------------------------------------------------------------------------------------|
| <b>Equipment</b>          | <ul style="list-style-type: none"> <li>• Bakery production line;</li> <li>• Pastry production line.</li> </ul> |
| <b>Means of transport</b> | <ul style="list-style-type: none"> <li>• Motor vehicles – 2 units.</li> </ul>                                  |
| <b>Spaces</b>             | <ul style="list-style-type: none"> <li>• Production hall, warehouse – 500 m<sup>2</sup></li> </ul>             |



## PROJECT OVERVIEW

### PROJECT GOAL

- Investments in the development of alternative energy sources to reduce the final price of its own services and products, to make the business more efficient.
- Launching products in potential new markets.
- Widening the product range.

### WHY INVEST?

- A stable national market.
- Increased export potential.
- Guaranteed points of sale.
- High demand for bakery products in the market (national and international).
- The required capacity of the labour force and the availability of production premises.

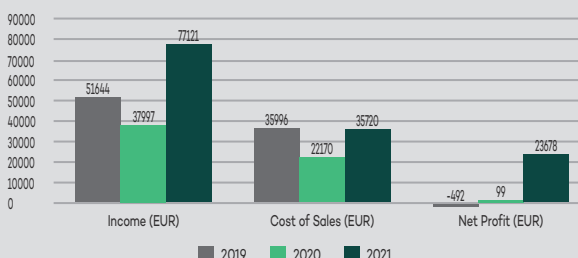
### COMPETITIVE ADVANTAGES

- Access to the international market.
- An advantageous geographical situation.
- Rich experience in the food industry.
- Experience in selling its own products in the local market.
- Placing production on the market at affordable prices thanks to modern energy-efficient equipment.
- The possibility of expanding the product range.
- Major investments in modern equipment and machinery in recent years.
- Possibility of increasing price efficiency.

### TARGET GROUP

**Bezman LTD** is one of the safest producers in the bakery industry that opts for 100% natural products from the south. The company delights its national consumers by providing them with an assortment of novel products. Every year, it keeps up with market trends and demands, so as to offer diversity and choice. About 90% of the production is sold on the local market and about 10% on the international market. The company's core priority is attracting customers by offering quality production at favourable prices. The company is looking for new international investors that have potential new market shares in development.

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

3 959 300 MDL / 200 000 EUR

### INVESTMENT STRUCTURE

| Investment                  | Value, eur     | Structure   | Subsidies, eur |
|-----------------------------|----------------|-------------|----------------|
| Mineral water bottling line | 100 000        | 50%         | 0,00           |
| Photovoltaic panels 100 kW  | 100 000        | 50%         | 0,00           |
| <b>TOTAL</b>                | <b>200 000</b> | <b>100%</b> | <b>0,00</b>    |

### EXIT POLICY

- The business owner would be interested in a long-term loan. Estimated payback, including investor benefits, are found in the third year.
- The company is looking for a partner who can offer export opportunities.

### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1  | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 |
|--------------------------|---------|--------|--------|--------|--------|--------|--------|--------|
| Revenue                  | 237,51  | 239,89 | 242,29 | 244,71 | 247,16 | 249,63 | 252,13 | 254,65 |
| Subsidies                | 0,00    | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   |
| Cost of sales            | 186,18  | 160,83 | 182,04 | 183,66 | 185,30 | 186,95 | 188,62 | 190,31 |
| Administrative costs     | 3,74    | 3,93   | 3,97   | 4,01   | 4,21   | 4,42   | 4,64   | 4,87   |
| Net profit               | 47,60   | 75,13  | 56,28  | 57,04  | 57,65  | 58,26  | 58,87  | 59,47  |
| Amortization             | 27,33   | 20,00  | 20,00  | 20,00  | 20,00  | 20,00  | 20,00  | 20,00  |
| Operating net cash flow  | 74,92   | 95,13  | 76,28  | 77,04  | 77,65  | 78,26  | 78,87  | 79,47  |
| Investment value         | 200,00  | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   |
| Cumulative net cash flow | -125,08 | -29,95 | 46,33  | 123,37 | 201,02 | 279,28 | 358,15 | 437,62 |

### MAIN INDICATORS

|                               |          |
|-------------------------------|----------|
| Discount rate                 | 4,41%    |
| Net present value (NPV)       | 949,46   |
| Internal rate of return (IRR) | 1 290,76 |

## INFRASTRUCTURE





# „Modernus” JSC

## PROJECT BACKGROUND



**Modernus JSC** has 28 years of successful experience in trading in a wide range of goods, predominantly building materials. The diversity of the products sold allows the company to meet all construction and repair needs in the south of the country, including the Cahul region. The company benefits from innovative technologies, large commercial areas, and skilled workers. In the last two years, the company has developed an online store, “MSHOP”, which is the only active store of its kind in the south of the country. The number of purchases per day represents an average volume of about five positions. The annual capacity of traded goods is about 10,000 positions. The company has concluded contracts with about 500 companies, both resident suppliers and non-residents (about 30 of the latter), including international transport companies.



The company is established in the city of Cahul. The main indicators for its geographical location are as follows:

- 19.5 km from Giurgiulesti Port.
- 20 km from the EU border (Romania).
- 203 km from Chisinau International Airport.
- Access to the national road network.
- Access to the railway network.



Liubovi Gangan  
 +373 69127650  
 modernus@mail.ru  
 www.mshop.md

### SECTOR

Trade

### SUB-SECTOR

*Retail and wholesale*

- **Investment needs:** necessary capacity to store goods.
- **Investment prospect:** increasing the storage capacity for the vast assortment of goods provided will allow for an increase in the number of wholesale customers.
- **Investment advantage:** the establishment of the wholesale commercial warehouse on the outskirts of the city will solve the problem of traffic jams in the unloading areas, including reducing environmental pollution.

### GENERAL INFO

|                      |                                                    |
|----------------------|----------------------------------------------------|
| <b>Established</b>   | 1994                                               |
| <b>Location</b>      | Cahul district, Cahul city, 64 Ștefan cel Mare str |
| <b>Ownership</b>     | Gangan Liubovi – 100%                              |
| <b>Main activity</b> | Retail and wholesale                               |
| <b>Employees</b>     | 114                                                |

### ACTIVITY

|                            |                                   |
|----------------------------|-----------------------------------|
| <b>Total land</b>          | 1.3 hectares                      |
| <b>Main production</b>     | Building materials                |
| <b>Production capacity</b> | About 10,000 positions (annually) |
| <b>Target market</b>       | Moldova, Romania                  |

### INFRASTRUCTURE

|                  |                                                                                                                |
|------------------|----------------------------------------------------------------------------------------------------------------|
| <b>Equipment</b> | <ul style="list-style-type: none"> <li>• Refrigerators – 22 units.</li> <li>• Freezers – 4 units.</li> </ul>   |
| <b>Machinery</b> | <ul style="list-style-type: none"> <li>• Motor vehicles – 14 units.</li> <li>• Forklifts – 3 units.</li> </ul> |
| <b>Spaces</b>    | <ul style="list-style-type: none"> <li>• Building area – 7,230 m<sup>2</sup></li> </ul>                        |

## PROJECT OVERVIEW

### PROJECT GOAL

- The creation of a commercial unit on the outskirts of the city, with the aim of streamlining traffic and reducing the level of pollution.
- Increasing revenue by offering customers a more varied range of goods.
- Increasing competitiveness in the internal market.

### WHY INVEST?

- Availability of financial resources, labour and a good reputation in the market.
- Continued growth in the demand for construction materials.
- A stable national market.
- High growth capacity.

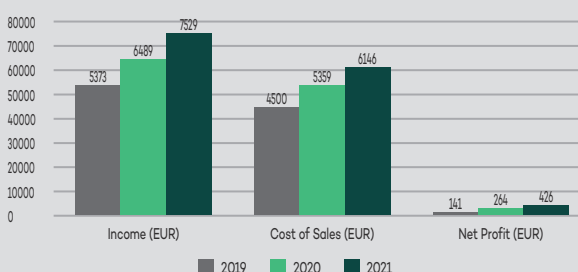
### COMPETITIVE ADVANTAGES

- Stable and predictable nature of income.
- Lack of competitors in the region.
- Qualified employees in the field.
- Successful activity for 28 years.
- It has its own nationally recognized brand.
- The only online building materials store in the area.
- The existence of platforms for attracting customers.
- The availability of modern techniques and innovative technologies, which considerably reduce costs for the end consumers.
- An advantageous geographical location.

### TARGET GROUP

The sales market is currently registering a high demand for construction materials, which has led the company to focus on investments in order to create a commercial unit on the outskirts of Cahul. As a result of this new unit, residents of rural areas will have easy and convenient access to construction materials. The target buyers are both large national construction companies and individuals with projects relating to the construction and repair of individual houses in the city and in the rural areas of the south of the Republic of Moldova. **Modernus JSC** aims to increase the number of customers by implementing more efficient technologies for the production of goods.

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

3 959 300 MDL / 200 000 EUR

### INVESTMENT STRUCTURE

| Investment                 | Value, eur     | Structure   | Subsidies, eur |
|----------------------------|----------------|-------------|----------------|
| Commercial building repair | 200 000        | 100%        | 0,00           |
| <b>TOTAL</b>               | <b>200 000</b> | <b>100%</b> | <b>0,00</b>    |

### EXIT POLICY

- The business owner would be interested in a preferential medium-term loan, or the possibility of financial support in the form of a grant with a co-financing share. In the case of the loan, the estimated repayment, including the investor's benefits, is found in the second year.

### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8   |
|--------------------------|--------|--------|--------|--------|--------|--------|--------|----------|
| Revenue                  | 454,63 | 459,17 | 463,76 | 468,40 | 473,09 | 477,82 | 482,59 | 487,42   |
| Subsidies                | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00     |
| Cost of sales            | 310,81 | 290,94 | 300,38 | 303,32 | 306,29 | 309,28 | 312,31 | 315,37   |
| Administrative costs     | 12,63  | 13,26  | 13,39  | 13,53  | 14,20  | 14,91  | 15,66  | 16,44    |
| Net profit               | 141,29 | 154,97 | 149,99 | 151,55 | 152,60 | 153,62 | 154,63 | 155,61   |
| Amortization             | 12,78  | 6,67   | 6,67   | 6,67   | 6,67   | 6,67   | 6,67   | 6,67     |
| Operating net cash flow  | 154,07 | 161,64 | 156,65 | 158,22 | 159,26 | 160,29 | 161,29 | 162,28   |
| Investment value         | 200,00 | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00     |
| Cumulative net cash flow | -45,93 | 115,71 | 272,36 | 430,58 | 589,84 | 750,13 | 911,42 | 1 073,70 |

### MAIN INDICATORS

|                               |          |
|-------------------------------|----------|
| Discount rate                 | 4,41%    |
| Net present value (NPV)       | 3 152,14 |
| Internal rate of return (IRR) | 4 097,81 |

## INFRASTRUCTURE





# Căsuța Noastră JSC

## PROJECT BACKGROUND



**Căsuța Noastră JSC** was founded in 1993, with a focus mostly on the HoReCa segment, with the overall goal of sustainable economic recovery, creating new jobs and building resilience to protect the health and well-being of the people of the Cahul region. The company's activity includes trade, rental and exploitation of its own/leased real estate, and providing hotel services. Căsuța Noastră JSC currently owns premises with a total area of 1,935 m<sup>2</sup>. The company owns a shopping centre that is currently leased, and a cafe that has been operating since 2014. The cafe is located in the centre of Cahul in a developed commercial area, close to Central Park, Central Square, and residential neighbourhoods. At the same time, the business manages a mini hotel, with accommodation capacity of 5,110 people annually. High-quality services and an individual approach have always favourably distinguished the company from its competitors in the national market.

The company is established in the city of Cahul. The main indicators for its geographical location are as follows:

- 5 km by land from the EU border (Romania).
- 175 km from Chisinau International Airport.
- Access to the national road network.
- Access to the railway network.



 Gheorghe Lavric  
 +373 78885881  
 nutic@yandex.ru

### SECTOR

HoReCa

### SUB-SECTOR

*Public alimentation*

- **Annual services:** serving around 15,000 people annually.
- **Investment needs:** expanding service and accommodation capacity by diversifying the competitive services it provides.
- **Investment prospect:** business sustainability scores big.
- **Investment advantage:** a sustainable business, with professional employees; the only restaurateur in the area with an emphasis on Mediterranean cuisine.

### GENERAL INFO

|                      |                                            |
|----------------------|--------------------------------------------|
| <b>Established</b>   | 1993                                       |
| <b>Location</b>      | Cahul municipality, A. Mateevici street 8B |
| <b>Ownership</b>     | Gheorge Lavric – 73.184%                   |
| <b>Main activity</b> | Public alimentation                        |
| <b>Employees</b>     | 12                                         |

### ACTIVITY

|                            |                                       |
|----------------------------|---------------------------------------|
| <b>Total land</b>          | 63.33 hectares                        |
| <b>Main production</b>     | Consumer services                     |
| <b>Production capacity</b> | 3,500 people (annually)               |
| <b>Target market</b>       | Republic of Moldova, Romania, Ukraine |

### INFRASTRUCTURE

|                        |                                                                                                                                                                                            |
|------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Equipment</b>       | <ul style="list-style-type: none"> <li>• Equipment for the gastronomic kitchen.</li> <li>• Food processing and processing line, from the initial phase to the finished product.</li> </ul> |
| <b>Transport units</b> | Two cars                                                                                                                                                                                   |
| <b>Spaces</b>          | <ul style="list-style-type: none"> <li>• Buildings and production halls – 1 894 m<sup>2</sup></li> </ul>                                                                                   |



## PROJECT OVERVIEW

### PROJECT GOAL

- Increasing revenues by offering clients a varied range of quality services.
- Expanding the capacity to provide services, and creating new jobs.
- Promotion and utilization of modern technologies in public food.

### WHY INVEST?

- Company employs professionals in the field of public catering.
- The availability of the necessary spaces for business development and a good reputation in the HoReCa field.
- A favourable geographical position for attracting EU customers.

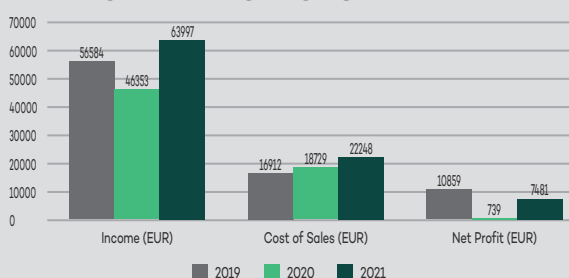
### COMPETITIVE ADVANTAGES

- Rich experience in public catering.
- The possibility of expanding the types of services provided.
- The sustainability of the business has been proven over time.
- Has launched Mediterranean cuisine at an affordable price thanks to the installation of renewable energy sources.
- A cost/service ratio that is beneficial to the clients.
- Professional, trained employees.
- Offers a wide range of products.
- A menu and services that are unique in the area.

### TARGET GROUP

The target audience is the citizens of the city of Cahul, which has a population of approximately 41,100 inhabitants and is located in the south-western part of the Republic of Moldova, 5 km from the border with Romania and 175 km from Chisinau, being considered the southern capital of Moldova. The proximity to the borders with Romania and Ukraine, as well as the growing tourism in the area, make the city an important stopping point for travellers and tourists. About 3,800 economic agents, eight preschool institutions, three primary schools, two gymnasiums, five high schools, five middle schools, two vocational schools and one multipurpose school are registered as present in the city of Cahul. At the moment, 83 public food establishments operate in the city of Cahul, most of them being pizzerias, brasseries, cafes, buffets, confectionery providers, and canteens, which do not have menus that specialize in healthy food.

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

4 016 017 MDL / 202 865 EUR

### INVESTMENT STRUCTURE

| Investment                                       | Value, eur     | Structure   | Subsidies, eur |
|--------------------------------------------------|----------------|-------------|----------------|
| Photovoltaic system (50 kW)                      | 40 865         | 20%         | 0,00           |
| Finishing the rebuilding of the restaurant (30%) | 70 000         | 35%         | 0,00           |
| Finishing the hotel reconstruction (30%)         | 55 000         | 27%         | 0,00           |
| Procurement of external windows                  | 37 000         | 18%         | 0,00           |
| <b>TOTAL</b>                                     | <b>202 865</b> | <b>100%</b> | <b>0,00</b>    |

### EXIT POLICY

- The business owner would be interested in an investor who can bring development opportunities in the field of hotel services, and would be willing to sell up to a 30% share in the company.
- The business owner is interested in a potential international partner with professional capabilities in the field of public catering. They wish to maintain the existing profile and concept of the business.

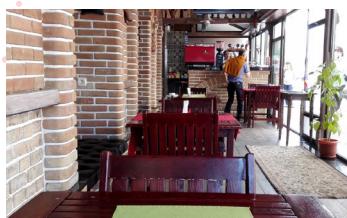
### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 |
|--------------------------|--------|--------|--------|--------|--------|--------|--------|--------|
| Revenue                  | 273,94 | 276,68 | 279,45 | 282,24 | 285,07 | 287,92 | 290,80 | 293,70 |
| Subsidies                | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   |
| Cost of sales            | 220,95 | 200,25 | 212,39 | 214,41 | 216,45 | 218,51 | 220,59 | 222,69 |
| Administrative costs     | 12,63  | 13,26  | 13,39  | 13,53  | 14,20  | 14,91  | 15,66  | 16,44  |
| Net profit               | 40,36  | 63,17  | 53,67  | 54,31  | 54,42  | 54,50  | 54,55  | 54,57  |
| Amortization             | 22,88  | 10,34  | 10,34  | 10,34  | 10,34  | 10,34  | 10,34  | 10,34  |
| Operating net cash flow  | 63,25  | 73,50  | 64,01  | 64,65  | 64,75  | 64,83  | 64,88  | 64,91  |
| Investment value         | 95,87  | 107,00 | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   | 0,00   |
| Cumulative net cash flow | -32,62 | -66,11 | -2,11  | 62,54  | 127,29 | 192,12 | 257,01 | 321,91 |

### MAIN INDICATORS

|                               |        |
|-------------------------------|--------|
| Discount rate                 | 4,41%  |
| Net present value (NPV)       | 627,69 |
| Internal rate of return (IRR) | 860,03 |

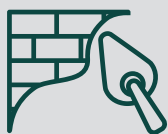
## INFRASTRUCTURE





# Gold-Construct LTD

## PROJECT BACKGROUND



**Gold-Construct LTD** is a company that has been active since 2013 in the field of construction services. In its nine years of activity it has managed to develop its business at the local level. The company also has a building materials store with an area of 464.8 m<sup>2</sup>. The varied assortment of materials it provides meets the needs of its customers. The diversity of the products sold allows it to meet all the construction and repair needs in the south of the country, including Cahul region. In the company's activity, the owner puts a great emphasis on the use of innovative technologies, which increase the competitiveness of the business. The annual capacity of traded goods is about 11,934 positions. The company has concluded contracts with about 65 companies, including a number of resident suppliers and about 15 non-resident suppliers, including international transport companies. Due to its success and high demand for construction materials, the company plans to open a showroom in Zîrnești commune, which will offer customers not only a wide range of materials but also new building and repairing methods.

The company is established in the city of Cahul. The main indicators for its geographical location are as follows:

- 50 km from Giurgiulesti Port.
- 16 km from the EU border (Romania).
- 203 km from Chisinau International Airport.
- Access to the national road network.
- Access to the railway network.



 Andrian Galajul  
 +373 76711511  
 goldconstruct2013@gmail.com

### SECTOR

Commerce

### SUB-SECTOR

*Commercialization of construction materials*

- **Investment needs:** expanding its sales market by diversifying the assortment of materials provided.
- **Investment prospect:** expanding the production range will increase the number of customers.
- **Investment advantage:** products/services with high added value and a competitive price.

### GENERAL INFO

|                      |                                         |
|----------------------|-----------------------------------------|
| <b>Established</b>   | 2013                                    |
| <b>Location</b>      | Cahul district, Zîrnești commune        |
| <b>Ownership</b>     | Galaju Andrian – 100%                   |
| <b>Main activity</b> | Commercialization of building materials |
| <b>Employees</b>     | 10                                      |

### ACTIVITY

|                            |                                           |
|----------------------------|-------------------------------------------|
| <b>Total land</b>          | 0,49 hectares                             |
| <b>Main production</b>     | Building materials                        |
| <b>Production capacity</b> | Approximately 11,934 positions (annually) |
| <b>Target market</b>       | Republic of Moldova                       |

### INFRASTRUCTURE

|                  |                                                                                                  |
|------------------|--------------------------------------------------------------------------------------------------|
| <b>Equipment</b> | <ul style="list-style-type: none"> <li>• Front loader.</li> <li>• Balkancar forklift.</li> </ul> |
| <b>Machinery</b> | <ul style="list-style-type: none"> <li>• Trucks – four units (ready for lifting).</li> </ul>     |
| <b>Spaces</b>    | <ul style="list-style-type: none"> <li>• Building/warehouse – 468,8 m<sup>2</sup></li> </ul>     |



## PROJECT OVERVIEW

### PROJECT GOAL

- The creation of a showroom-type commercial unit, with the aim of expanding the production/merchandise range.
- Increasing revenue by offering customers a more varied range of goods.
- Increasing competitiveness in the domestic market.

### WHY INVEST?

- Availability of financial resources and labour, and a good reputation in the market.
- The continuous increase in the demand for modern building materials.
- A stable national market.
- High growth capacity.

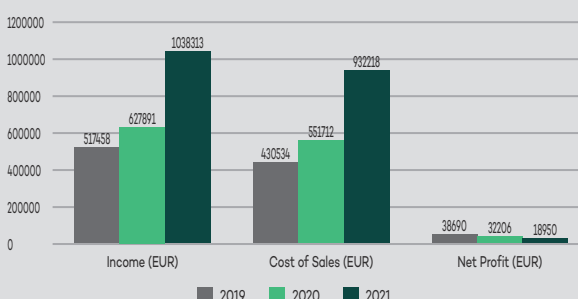
### COMPETITIVE ADVANTAGES

- A stable and predictable nature of income.
- A lack of competitors in the region.
- Employees who are qualified in their field.
- Successful activity for nine years.
- It has its own shop located in the commune.
- The only building materials store in the area.
- Existence of platforms for attracting customers.
- The availability of modern techniques and innovative technologies that considerably reduce costs for end consumers.
- An advantageous geographical location.

### TARGET GROUP

The retail market is currently registering a high demand for construction materials, which has led the company to focus on investments in order to create a showroom-type commercial unit in Zîrnești commune. The commercial facility, which will provide a wide range of products/merchandise, will meet the needs of the customers. The target buyers are both large national construction companies and individuals with projects related to the construction and repair of individual houses in the city and in the rural areas of the south of the Republic of Moldova. The increase in the number of employees from two to 10 people in 2021 had a positive effect on both turnover and net profit.

### FINANCIAL INDICATORS



## INVESTMENT OFFER

### PROJECT BUDGET

7 918 600 MDL / 400 000 EUR

### INVESTMENT STRUCTURE

| Investment            | Value, eur     | Structure   | Subsidies, eur |
|-----------------------|----------------|-------------|----------------|
| Showroom construction | 400 000        | 100%        | 0,00           |
| <b>TOTAL</b>          | <b>400 000</b> | <b>100%</b> | <b>0,00</b>    |

### EXIT POLICY

- The business owner would be interested in a preferential medium-term loan or the possibility of financial support in the form of a grant with a co-financing rate. In the case of the loan, the estimated repayment, including the investor's benefits, is found in the second year.

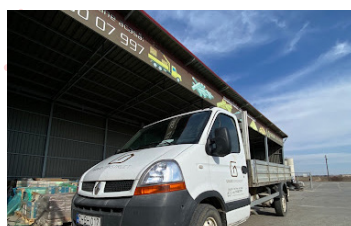
### INVESTMENT RECOVERY IN EIGHT YEARS

| Indicator, EUR           | Year 1  | Year 2  | Year 3   | Year 4   | Year 5   | Year 6   | Year 7   | Year 8   |
|--------------------------|---------|---------|----------|----------|----------|----------|----------|----------|
| Revenue                  | 1778,09 | 1795,87 | 1813,83  | 1831,97  | 1850,29  | 1868,79  | 1887,48  | 1906,36  |
| Subsidies                | 0,00    | 0,00    | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     |
| Cost of sales            | 1133,08 | 1122,68 | 1146,98  | 1158,31  | 1169,76  | 1181,33  | 1193,01  | 1204,81  |
| Administrative costs     | 12,63   | 13,26   | 13,39    | 13,53    | 14,20    | 14,91    | 15,66    | 16,44    |
| Net profit               | 632,38  | 659,93  | 653,46   | 660,13   | 666,32   | 672,55   | 678,81   | 685,11   |
| Amortization             | 21,77   | 13,33   | 13,33    | 13,33    | 13,33    | 13,33    | 13,33    | 13,33    |
| Operating net cash flow  | 654,16  | 673,26  | 666,79   | 673,46   | 679,66   | 685,88   | 692,15   | 698,44   |
| Investment value         | 400,00  | 0,00    | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     | 0,00     |
| Cumulative net cash flow | 254,16  | 927,42  | 1 594,21 | 2 267,67 | 2 947,33 | 3 633,21 | 4 325,36 | 5 023,80 |

### MAIN INDICATORS

|                               |           |
|-------------------------------|-----------|
| Discount rate                 | 4,41%     |
| Net present value (NPV)       | 16 337,33 |
| Internal rate of return (IRR) | 20 973,17 |

## INFRASTRUCTURE





# Construction of a photovoltaic panel station at SA Water-Canal Cahul



## PROJECT BACKGROUND

There are currently no photovoltaic panel stations that can generate electricity from renewable energy sources in the municipality of Cahul. Taking into account modern trends, there is a strong need for this technology to increase energy efficiency. There is an urgent need for this technology at the pumping station of JSC Apă-Canal Cahul, which is currently dependent on electricity from thermal plants using gas, coal and fuel oil, which is not energy efficient or practical and which, at the same time, have a negative impact on the environment and the health of the population. The municipality of Cahul aims to become energy independent and environmentally friendly. Renewable energy sources have an important energy potential and offer unlimited availability for local and national use. The valorization of renewable energy sources is based on three important factors: accessibility, availability and acceptability. These requirements can be achieved in the national context through the implementation of energy conservation policies, increasing energy efficiency and increased utilization of renewable sources.

The investment is expected to be carried out in the municipality of Cahul. The main indicators for the entity's geographical location are as follows:

- 5 km by land from the EU border (Romania).
- 182 km from Chisinau International Airport.
- Access to national road network and railway network.



 Nicolae Dandiș, mayor  
 +373 299 22919  
 primariacahul@gmail.com

### SECTOR

Public services

### SUB-SECTOR

*Energy security*

- **The main beneficiaries:** inhabitants of the municipality of Cahul – about 40,000 people and about 1,200 local economic agents.
- **Target group:** SA Water-Canal Cahul;
- **Regional development potential:** Increased investment potential by developing energy conservation and initiating public-private partnerships (PPPs).

### GENERAL INFO

|                                 |                        |
|---------------------------------|------------------------|
| <b>Location</b>                 | Cahul municipality     |
| <b>Representative / Manager</b> | Nicolae Dandiș (mayor) |
| <b>Staff</b>                    | 76                     |



## IMPACT

|                                                  |                                                                                                                   |
|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|
| The population of the municipality               | 40,000 citizens                                                                                                   |
| Number of direct beneficiaries                   | Over 50,000 people                                                                                                |
| Potential for investment expansion               | Attracting new investors through creating PPPs                                                                    |
| The objective of Sustainable Development pursued | <ul style="list-style-type: none"> <li>Sustainable cities and communities.</li> <li>Poverty reduction.</li> </ul> |

## TECHNICAL DATA

|                                    |                           |
|------------------------------------|---------------------------|
| The field of intervention          | Energy security           |
| The estimated value of the project | EUR 750,000               |
| Co-financing capacity              | 10% of the project amount |
| Expected duration of the action    | 12 months                 |

## PROJECT OVERVIEW

### PROJECT GOALS

- Ensuring energy security for the development of a stable economic environment, in a sustainable manner, within the municipality of Cahul, through the construction of a photovoltaic panel station at the pumping station of SA Apă-Canal Cahul

### RELEVANCE OF THE PROJECT

- Improving environmental protection and energy efficiency, as well as the ability to cope with climate change, and reducing dependence on energy imports or a single energy carrier.

### MAIN DISCOUNTED RESULTS

- Photovoltaic panel station at SA Apă-Canal Cahul is functional and efficient.
- Creating energy independence in the provision of water and sewerage services of SA Apă-Canal Cahul.
- Creation of a model for operation of the photovoltaic panel station for nearby localities.

- Improving the activities provided by economic agents in the municipality of Cahul.
- Improving the quality of life of citizens of the municipality of Cahul.
- Increased attractiveness of the area for businesses

### CORRELATION WITH MAIN LOCAL, REGIONAL AND NATIONAL STRATEGIC DOCUMENTS

The project is correlated with the following main local, regional and national strategic documents:

- The Vision, Strategic Development Directions and Action Plan of the municipality of Cahul 2019 – 2025, through Strategic Direction 3: Environmental protection and increasing energy efficiency in the public and private sector, and Specific Objective 3.3: Increasing the energy efficiency of public and private sector facilities.

## INVESTMENT STRUCTURE

| Investment                                   | Value, eur | Structure | Subsidies, eur |
|----------------------------------------------|------------|-----------|----------------|
| Construction of a photovoltaic panel station | 750 000    | 100%      | 0              |
| TOTAL                                        | 750 000    | 100%      | 0              |

## FORMS OF COOPERATION

|                   |                                                                       |
|-------------------|-----------------------------------------------------------------------|
| PPP               | TO BE DETERMINED, ALONG WITH IDENTIFYING POTENTIAL PARTNERS/INVESTORS |
| TYPE OF FINANCING | GRANT FUNDS; FINANCING WITH A GRANT COMPONENT                         |

## INFRASTRUCTURE





# Sanitation for, and development of, the Frumoasa Lake area, with the creation of a recreation area



## PROJECT BACKGROUND

The Frumoasa Lake area is currently completely undeveloped and has lost its attractiveness due to the wildness of the vegetation and the lack of a clear set of objectives and measures for maintaining the vegetation and allowing for public access. Also, the absence of certain activities, such as leisure, recreational, cultural and sports activities, has led to a decrease in the public's interest in spending their free time in this natural location. The land bordering the lake is currently disused and abandoned, and serves no function. The lake is roughly circular in shape. The land around the lake is relatively flat. The lake's banks are slightly sloping. There is no road to allow easy access to this area. The redevelopment of the area is very important as it will provide citizens with opportunities for useful leisure time, benefiting individuals and society. It will provide an area where citizens will be able to escape from their daily environment, including congestion and urban stress. The development of the territory will also highlight the resources available in the area, including various activities and services that can be provided by economic agents who are interested in developing small businesses in the recreation area near the lake.

The investment is expected to be carried out in the municipality of Cahul, with the main indicators for the entity's geographical location being as follows:

- 5 km by land from the EU border (Romania).
- 182 km from Chisinau International Airport.
- Access to the national road and railway networks.



 Nicolae Dandiș, mayor  
 +373 299 22919  
 primariacahul@gmail.com

### SECTOR

Public services

### SUB-SECTOR

*Modernization of the socioeconomic infrastructure of Frumoasa Lake to increase its economic attractiveness.*

- **Main beneficiaries:** the inhabitants of the municipality of Cahul (about 40,000 people) and five local economic agents.
- **Target group:** the population in the vicinity of the municipality of Cahul, economic agents, the local public administration, etc.
- **Regional development potential:** Attracting local and national investment for the development of the recreation area and the economic relaunch of the area.

### GENERAL INFO

|                          |                        |
|--------------------------|------------------------|
| Location                 | Cahul municipality     |
| Representative / Manager | Nicolae Dandiș (mayor) |
| Staff                    | 76                     |

## IMPACT

|                                       |                                                                                                                   |
|---------------------------------------|-------------------------------------------------------------------------------------------------------------------|
| The population of the municipality    | 40,000 citizens                                                                                                   |
| Number of direct beneficiaries        | Over 50,000 people                                                                                                |
| Potential for investment expansion    | Attracting new investors through initiating public-private partnerships                                           |
| Sustainable Development Goals pursued | <ul style="list-style-type: none"> <li>Sustainable cities and communities.</li> <li>Poverty reduction.</li> </ul> |

## TECHNICAL DATA

|                                 |                                                                                                                                               |
|---------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|
| Field of intervention           | Expansion and development of building networks according to the priorities, and the rehabilitation of the urban socioeconomic infrastructure. |
| Estimated value of the project  | EUR 1,515,420                                                                                                                                 |
| Co-financing capacity           | 10% of the project amount                                                                                                                     |
| Expected duration of the action | 12 months                                                                                                                                     |

## PROJECT OVERVIEW

### PROJECT GOALS

- Modernization of the local leisure infrastructure in the municipality of Cahul by rehabilitating the Frumoasa Lake rest and recreation area.

### RELEVANCE OF THE PROJECT

- Developing several economic branches by training human resources to undertake various activities, through the use of tourist resources for the prosperity of localities in the region.

### MAIN DISCOUNTED RESULTS

- Ensuring ecological security.
- Creating a public recreation space.
- A pedestrian area, with the correct delimitation of traffic.
- About 600 metres of built road.
- About 2 km of equipped cycle paths.

- About 2 km of built pavements.
- About 1 km of aqueduct and sewerage networks.
- About 2 km of installed electricity/lighting networks.
- Increased attractiveness of the area, which will improve the business environment.

### CORRELATION WITH MAIN LOCAL, REGIONAL AND NATIONAL STRATEGIC DOCUMENTS

The project is correlated with the following main local, regional and national strategic documents:

- The Urban Revitalization Programme of the Municipality of Cahul 2022–2025.
- The Vision, Strategic Development Directions and Action Plan of the Municipality of Cahul (2019–2025).

## INVESTMENT STRUCTURE

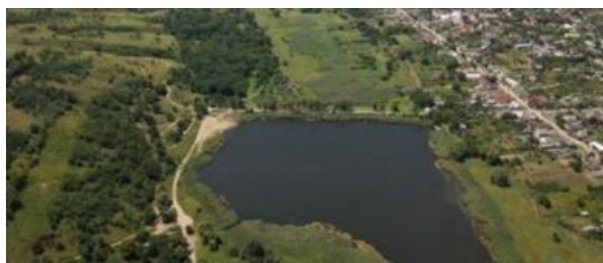
| Investment                                        | Value, eur       | Structure   | Subsidies, eur |
|---------------------------------------------------|------------------|-------------|----------------|
| Modernization of the local leisure infrastructure | 1 515 420        | 100%        | 0              |
| <b>TOTAL</b>                                      | <b>1 515 420</b> | <b>100%</b> | <b>0</b>       |

## FORMS OF COOPERATION

|                   |                                                                       |
|-------------------|-----------------------------------------------------------------------|
| PPP               | TO BE DETERMINED, ALONG WITH IDENTIFYING POTENTIAL PARTNERS/INVESTORS |
| TYPE OF FINANCING | GRANT FUNDS; FINANCING WITH A GRANT COMPONENT                         |

## INFRASTRUCTURE

BEFORE:



AFTER:





# Local Business Development Center in Crihana Veche village, Cahul district

## PROJECT BACKGROUND



Crihana Veche Town Hall, located in Cahul district, has recently successfully completed a major investment project in the modernization of local infrastructure. This initiative was supported by EU4Moldova: Focal regions Programme, financed by the European Union and implemented by the United Nations Development Program (UNDP) and the United Nations Children's Fund (UNICEF), representing a significant step in the economic development of the region.

The Local Business Development Center in the village of Crihana Veche was completely renovated in 2023 and is now a modern and functional space dedicated to the stimulation of local businesses. This center is organized on three levels, having a total area of 1 443 m<sup>2</sup>, with each level having approximately 450 m<sup>2</sup>. It also has an independent energy system and is connected to all the necessary utilities, including the access road to the R-34 national road.

Through the modernized infrastructure and its strategic location, the Local Business Development Center covers an extensive sales area, serving not only the Crihana Veche town, but also the neighboring areas, including the municipality of Cahul, offering benefits and opportunities for investors from various sectors. This initiative facilitates the opening of new businesses, contributes to the creation of jobs, being estimated to generate approximately 150 new jobs.

Crihana Veche Town Hall aims to develop solid partnerships with investors interested in opportunities in our region, is open to collaborate with local and international investors to exploit the economic potential of the area and support business growth and diversification. Benefiting from modernized infrastructure, rich natural resources and a favorable investment climate. If you are interested in learning more about investment opportunities in Crihana Veche or discussing potential partnerships, we invite you to contact us to initiate a constructive discussion and explore together the possibilities of profitable investment in this developing region.

Through the Local Business Development Center, Crihana Veche City Hall demonstrates its commitment to stimulating the local economy, strengthening cooperation between public authorities and the business environment, while improving the quality of life for the local community and surrounding areas.

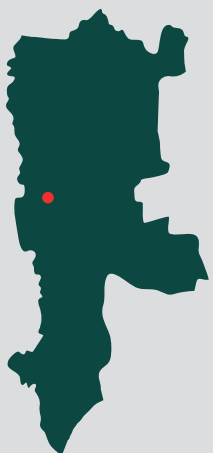


## SECTOR

Public services/ private services

The Business Development Center is built in Crihana Veche village, Cahul district. The main indicators for entity geolocation are:

- 5 km to the town of Cahul
- 5 land km to the EU border (Romania);
- 182 km to the Airport Chisinau International
- Access to national road and railway.



 Igor Miclaus, Mayor of Crihana Veche  
 +373 76795112  
 primaria-crihana@mail.ru

## IMPACT

**The population of the municipality** 4 550 citizens

**Number of direct beneficiaries** More than 4 000 people

**Potential for investment expansion** Attracting new investors  
Sustainable communities

**Sustainable Development Goals pursued**

- Poverty reduction;
- Decent work and economic growth.

## TECHNICAL DATA

**Field of intervention** Identification of the residents of the Business Center

**Conditions created**

- The center completely renovated in 2023
- Area: 1 443 m<sup>2</sup>
- Structured in 3 levels with separate access to water networks/sewerage/meters, independent energy system
- Supervised area
- Elevator cargo lift
- Attractive price for the rent of the space 5-7 eur/m<sup>2</sup>
- Separate access for vehicles
- Arranged parking area

## PROJECT OVERVIEW

### PROJECT GOALS

- Increasing the level of economic development of the locality, by improving the local public infrastructure for the amplification of economic opportunities in the village of Crihana Veche, Cahul district.

### RELEVANCE OF THE PROJECT

The relevance of the Local Business Development Center in Crihana Veche village, Cahul district, is expressed through:

- increasing the attractiveness of the locality for investors;
- reducing the effects of labor force migration to the city;
- considerable increase in receipts in the local budget;
- ensuring the necessary conditions for the improvement of local public services;
- creation and development of new services for the local population.

### MAIN DISCOUNTED RESULTS

- Attracting potential residents (opening new businesses) to create new jobs;
- About 150 jobs created for the local population of Crihana Veche village and neighboring villages.
- At least 150 families improve their financial situation, increase their income and level of well-being;
- Improving the phenomenon of migration.

### CORRELATION WITH MAIN LOCAL, REGIONAL AND NATIONAL STRATEGIC DOCUMENTS

**The project is correlated with the main local, regional and national strategic documents:**

The vision, development directions of the Socio-Economic Development Strategy of the village of Crihana Veche (2020-2025)

## INFRASTRUCTURE





# Measures to prevent landslides on route L-668 from Andrușul de Jos village



## PROJECT BACKGROUND

Landslides first started to occur in the village of Andrușul de Jos in 1993 and have gradually expanded to cover an area of 1.5 hectares. Between 2000 and 2020, two residential houses were ruined and a 250 metre-long section of road collapsed, which in 2017 stopped the flow of public transport to the neighbouring village of Andrușul de Sus. These landslides created major inconveniences in regard to delivering food to public institutions (one kindergarten and one school) and delivering goods to six economic agents, as well as blocking public and private transport. At the same time, the area covered by these landslides has been advancing by 10–15 cm per year, and they now constitute a major threat to the lives of 500 locals, as well as posing the risk of blocking the access road to Andrușul de Sus village. The economic damage brought to Andrușul de Jos town hall is MDL 1,200,000.00 in compensation paid to citizens affected by the landslides. The adverse influence of landslides on human lives and on the activity of economic agents, and the damage caused to the environment, means that urgent intervention is required to stop the landslides occurring.

The investment is expected to be carried out in the village of Andrușul de Jos, with the main indicators for the geographical location of the entity being as follows:

- 19.5 km by land from the EU border (Romania).
- 185 km to Chisinau International Airport.
- Access to national road and railway networks.



 Constantin Leonti, mayor  
 +373 60456443  
 primaria.andrusul-de-jos@apl.gov.md

## SECTOR

Public services

## SUB-SECTOR

### *Measures against landslides on route L-668*

- **Main beneficiaries:** API levels I and II, the owners of transportation operating on the route, and economic agents in the area.
- **Target group:** the inhabitants of Andrușul de Jos and Andrușul de Sus villages, economic agents from both localities, three public institutions, and six individual enterprises.
- **Regional development potential:** increased road safety and improvement of the economic sector in this area.

## GENERAL INFO

|                          |                            |
|--------------------------|----------------------------|
| Location                 | Village of Andrușul de Jos |
| Representative / Manager | Leonte Constantin (mayor)  |
| Staff                    | 5                          |

## IMPACT

|                                              |                                                                                                            |
|----------------------------------------------|------------------------------------------------------------------------------------------------------------|
| <b>Population of the municipality</b>        | 3,841 citizens                                                                                             |
| <b>Number of direct beneficiaries</b>        | More than 500 people                                                                                       |
| <b>Potential for investment expansion</b>    | Attracting new investors through establishing public-private partnerships                                  |
| <b>Sustainable Development Goals pursued</b> | <ul style="list-style-type: none"> <li>• Sustainable communities.</li> <li>• Poverty reduction.</li> </ul> |

## TECHNICAL DATA

|                                        |                                                                         |
|----------------------------------------|-------------------------------------------------------------------------|
| <b>Field of intervention</b>           | Measures against landslides on route L-668 from Andrușul de Jos village |
| <b>Estimated value of the project</b>  | EUR 692,042                                                             |
| <b>Co-financing capacity</b>           | 10% of the project amount                                               |
| <b>Expected duration of the action</b> | 12 months                                                               |

## PROJECT OVERVIEW

### PROJECT GOALS

- Ensuring unimpeded access to Andrușul de Jos village by renovating the road infrastructure, and ensuring the safety of the residents.

### RELEVANCE OF THE PROJECT

- Free public access to the section of Route L-668 concerned, and to the entire route.
- Reducing the risk of landslides on the given portion.
- Ensuring unimpeded access to tourist areas.

### MAIN DISCOUNTED RESULTS

- Ensuring unimpeded access to the villages of Andrușul de Jos and Andrușul de Sus, and stopping landslides.
- The population of the region, including economic agents and visitors, will have access to a safe route.

- Avoiding financial losses of the residents of the area and the APL.
- Increasing the degree of security of the inhabitants who are in close proximity to the surfaces affected by landslides.
- Increasing the incomes of the population and the well-being of families.
- Development of tourism and agro-tourism, which is an income generator.

### ALIGNMENT WITH MAIN LOCAL, REGIONAL AND NATIONAL STRATEGIC DOCUMENTS

The project is aligned with the following main local, regional and national strategic documents:

1. Law No. 721/1996 regarding quality in construction.
2. Road Law 509/1995.

## INVESTMENT STRUCTURE

| Investment                                 | Value, eur     | Structure   | Subsidies, eur |
|--------------------------------------------|----------------|-------------|----------------|
| Measures against landslides on route L-668 | 692 042        | 100%        | 0              |
| <b>TOTAL</b>                               | <b>692 042</b> | <b>100%</b> | <b>0</b>       |

## FORMS OF COOPERATION

|                   |                                                                       |
|-------------------|-----------------------------------------------------------------------|
| PPP               | TO BE DETERMINED, ALONG WITH IDENTIFYING POTENTIAL PARTNERS/INVESTORS |
| TYPE OF FINANCING | GRANT FUNDS; FINANCING WITH A GRANT COMPONENT                         |

## INFRASTRUCTURE





# Promotion of Cultural-Ethnic-CULT traditions in Cahul district



## PROJECT BACKGROUND

In 2019, the development of cross-border cooperation with partners from the Lower Danube Euro-region was continued within the cross-border cooperation programme Romania–Republic of Moldova 2014–2020. The promotion of cultural traditions contributes to the development of the cultural tourism potential of the region and involves the implementation of modernization measures and the renovation of traditional tourist and cultural sights in the area. This includes the following: the development of a pottery workshop in the “Romantica” camp in the village of Moscow, which involves rehabilitating, furnishing and equipping the existing building; the development of the People’s Harbour Museum in the village of Colibași, which involves the reconstruction of the building; the development of the Weaving Workshop in the village of Văleni, which involves the capital reconstruction of the building; construction of a „Craftsmen” Summer Camp in the village of Văleni; and construction of a Traditional Moldavian House (house museum) in the village of Wormwood. The evaluation and exploitation of tourist heritage can contribute both to the general development of the district and to consolidation of the budgets of the localities within the district.

The investment is expected to be carried out in the municipality of Cahul, with the main indicators for the entity’s geographical location being as follows:

- 19.5 km by land from the EU border (Romania).
- 185 km from Chisinau International Airport.
- Access to national road and railway networks.



 Pavel Groza, President of Cahul District  
 +373 299 22058,  
 +373 69501879  
 primaria.andrusul-de-jos@apl.gov.md

## SECTOR

Public services

## SUB-SECTOR

*Promotion of cultural traditions*

- **Main beneficiaries:** citizens of Cahul municipality and tourists.
- **Target group:** residents targeted by the project in rural areas.
- **Regional development potential:** increased investment potential by developing infrastructure, promoting cultural traditions, and attracting tourists to the region.

## GENERAL INFO

|                                 |                                             |
|---------------------------------|---------------------------------------------|
| <b>Location</b>                 | Cahul Municipality                          |
| <b>Representative / Manager</b> | Nicolae Dunas (President of Cahul District) |
| <b>Staff</b>                    | 8                                           |

## IMPACT

|                                              |                                                                                                                        |
|----------------------------------------------|------------------------------------------------------------------------------------------------------------------------|
| <b>Population of the municipality</b>        | 105,324 citizens                                                                                                       |
| <b>Number of direct beneficiaries</b>        | Over 11,200 people                                                                                                     |
| <b>Potential for investment expansion</b>    | Attracting new investors through establishing public-private partnerships                                              |
| <b>Sustainable Development Goals pursued</b> | <ul style="list-style-type: none"> <li>Sustainable cities and communities.</li> <li>Partnerships for goals.</li> </ul> |

## TECHNICAL DATA

|                                        |                                                                |
|----------------------------------------|----------------------------------------------------------------|
| <b>Field of intervention</b>           | Promotion of cultural-ethnic-CULT traditions in Cahul district |
| <b>Estimated value of the project</b>  | EUR 289,990                                                    |
| <b>Co-financing capacity</b>           | 10% of the project amount                                      |
| <b>Expected duration of the action</b> | 24 months                                                      |

## PROJECT OVERVIEW

### PROJECT GOALS

- Capitalizing on and developing the cultural tourism potential of the region by implementing measures to modernize and renovate traditional cultural and tourist attractions in the area.

### RELEVANCE OF THE PROJECT

- The promotion of cultural traditions will stimulate the development of several economic branches by training human resources to work in various fields of activity, using traditional tourist resources, and thereby contributing to the prosperity of localities in the region.

### MAIN DISCOUNTED RESULTS

- The creation and consolidation of a cross-border tourism cluster in Cahul, Reni and Galați, which will stimulate the development of border tourism.
- Development of a network of cultural institutions, including museums, traditional households, workshops and creative camps.

- At least six investment decisions in this area, which will employ more than 25 people.
- Ensuring the population's continuous and sustainable access to quality cultural services, with the potential to expand the craft area.
- Widespread positive economic effects.
- Increased attractiveness of the area, which will improve the business environment.

### ALIGNMENT WITH MAIN LOCAL, REGIONAL AND NATIONAL STRATEGIC DOCUMENTS

The project is aligned with the following main local, regional and national strategic documents:

- Socioeconomic development strategy of Colibași village 2020–2025.
- Cahul district is currently in the process of developing the district strategy, and the strategies of the other localities targeted by the project are in the process of being approved.

## INVESTMENT STRUCTURE

| Investment                                                                                                                                                                     | Value, eur     | Structure   | Subsidies, eur |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|-------------|----------------|
| Rehabilitation of pottery workshop, rehabilitation of folk harbour museum, reconstruction of weaving workshop, construction of summer camp, construction of traditional museum | 289,990        | 100%        | 0              |
| <b>TOTAL</b>                                                                                                                                                                   | <b>289,990</b> | <b>100%</b> | <b>0</b>       |

## FORMS OF COOPERATION

|                   |                                                                       |
|-------------------|-----------------------------------------------------------------------|
| PPP               | TO BE DETERMINED, ALONG WITH IDENTIFYING POTENTIAL PARTNERS/INVESTORS |
| TYPE OF FINANCING | GRANT FUNDS, FINANCING WITH A GRANT COMPONENT                         |

## INFRASTRUCTURE





# Development and arrangement of the “Salt Lake” Cahul rest and recreation area



## PROJECT BACKGROUND

The municipality of Cahul has the status of a spa resort, being an area rich in springs with mineral waters, with a unique composition. According to their chemical composition, the waters of southern Moldova are extremely valuable, being rich in sulphur, iodine, bromine, hydrogen sulphide and sodium with low mineralization, they are widely used in the treatment of locomotor disorders, cardiovascular, dermatological, gynecological disorders, the system central and peripheral nervous, attributed to the category of “Matesa” mineral waters (Russia). The recreation area “Salt Lake” was developed in 1964, operating for 20 years, during which thousands of tourists, attracted by the lake’s mineral water, came for treatment. At the moment, the water supply of the “Salt Lake” is insufficient and is limited to an insignificant source of water, the supply channels with thermal mineral water containing sodium chloride and iodo-bromic sulfate, being destroyed, are blocked.

The investment is expected to be carried out in the municipality of Cahul, with the main indicators for the entity’s geographical location being as follows:

- 19.5 km by land from the EU border (Romania).
- 185 km from Chisinau International Airport.
- Access to national road and railway networks.



 Nicolae Dandiș, mayor  
 +373 299 22919  
 primariacahul@gmail.com

### SECTOR

Public services

### SUB-SECTOR

**Tourist Leisure**

- **Main beneficiaries:** Cahul City Hall, Communal Services of Cahul Municipality, population of Cahul Municipality (40,000), and of the district (approx. 115,390), inhabitants of the „Lower Danube” Euroregion (approx. 2 million), RM population that require balneological recovery services, economic agents (approx. 50 thousand);
- **Target group:** The population of the city/region;
- **Regional development potential:** Attracting new investments by capitalizing on the balneoclimatic tourist potential.

### GENERAL INFO

|                                 |                        |
|---------------------------------|------------------------|
| <b>Location</b>                 | Cahul municipality     |
| <b>Representative / Manager</b> | Nicolae Dandiș (mayor) |
| <b>Staff</b>                    | 56                     |





| IMPACT                                |                                                                                                                                     |
|---------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|
| Population of the municipality        | 50 000 people                                                                                                                       |
| Number of direct beneficiaries        | Approx. 2 million people                                                                                                            |
| Potential for investment expansion    | Attracting new investors through incorporation PPP                                                                                  |
| Sustainable Development Goals pursued | <ul style="list-style-type: none"> <li>• Sustainable cities and communities;</li> <li>• Decent work and economic growth.</li> </ul> |

| TECHNICAL DATA                  |                                                                |
|---------------------------------|----------------------------------------------------------------|
| Field of intervention           | Development of balneo-climatic tourist leisure infrastructure. |
| Estimated value of the project  | 2 000 000 EUR                                                  |
| Co-financing capacity           | 10% of the project amount                                      |
| Expected duration of the action | 10 – 18 months                                                 |

## PROJECT OVERVIEW

### PROJECT GOALS

- The development of tourist leisure infrastructure in the southern development region, in order to achieve sustainable and balanced economic growth in the region.

### RELEVANCE OF THE PROJECT

The relevance of the Project „Development and arrangement of the recreation and recreation area Lacul Sărat Cahul” is expressed through:

- Valorization of mineral resources;
- Increasing the number of balneo-climatic tourist objectives in the Republic of Moldova;
- Capitalizing on the tourist potential of the Cahul region;
- Creating the conditions of rest and treatment for those who want it by means of mineral waters with a beneficial health composition.

### MAIN DISCOUNTED RESULTS

- The utilization of approx. 11 m<sup>3</sup>/h mineral water;
- Increasing the degree of provision of the population with curative health services, respectively improving their health;
- Increasing the number of tourists attracted by the new tourism product that offers unique curative opportunities;

- Rehabilitation of the existing „Salt Lake” rest and recreation area, with the possibility of expanding the area;
- Increased attractiveness of the area for the business environment/investors;
- Creation of new jobs (approx. 54);
- The creation of a new public service of local and regional interest, on the right to use the underground sector for the extraction of curative mineral water of national importance;
- Increase in revenues in the local budget generated by balneo-climatic tourism;
- The creation of a new balneo-climatic objective in the Republic of Moldova.

### ALIGNMENT WITH MAIN LOCAL, REGIONAL AND NATIONAL STRATEGIC DOCUMENTS

The project is aligned with the following main local, regional and national strategic documents:

1. The Vision, Strategic Development Directions and Action Plan of Cahul Municipality (2019-2025);
2. The Multiannual Capital Investment Plan of the municipality of Cahul, 2020-2025.

## INVESTMENT STRUCTURE

| Investment                                                                    | Value, eur | Structure | Subsidies, eur |
|-------------------------------------------------------------------------------|------------|-----------|----------------|
| Development and arrangement of the „Salt Lake” Cahul rest and recreation area | 2 000 000  | 100%      | 0              |
| TOTAL                                                                         | 2 000 000  | 100%      | 0              |

## FORMS OF COOPERATION

|                   |                                                                       |
|-------------------|-----------------------------------------------------------------------|
| PPP               | TO BE DETERMINED, ALONG WITH IDENTIFYING POTENTIAL PARTNERS/INVESTORS |
| TYPE OF FINANCING | GRANT FUNDS; FINANCING WITH A GRANT COMPONENT                         |

## INFRASTRUCTURE



OLDARCHITECTURE