

City Hall of Chisinau

**AGENDA**

**Chisinau Investment Forum 2019**

**30-31 May 2019**

Location: Radisson Blu Leogrand Convention Center, Chisinau.

Working languages: Romanian and English (synchronous interpretation).

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| **08:00 – 09:00** | **Registration of Participants & Welcome Coffee** |
| **09:00 – 10:00** | **Opening of Conference** |
|  | * **Welcoming address by Ruslan CODREANU,** Interim General Mayor of Chisinau municipality. * Key note speaker: **Pavel FILIP,** Prime Minister of the Republic of Moldova. * **Daniel IONIȚĂ,** Ambassador of Romania to the Republic of Moldova. * **Alexander KOSS,** President, Foreign Investors Association (FIA). * **Tatiana Badan,** President of Congress of Local Authorities from Moldova (CALM).   **Q&A** |
| **PLENARY SESSION** | |
| **10:00 – 11:30** | **“How to attract foreign and local investments to the region?”**  **Moderator: Alexandru MURAVSCHI,** Former Deputy Prime Minister of the Republic of Moldova. |
|  | Chisinau, being the capital of the Republic of Moldova, can become an attractive, safe location, unique for attracting foreign investments, for the establishment of partnerships of any kind. And, in particular, by creating a regional hub with great potential for expansion, due to the overall national regulatory framework and the existing potential.  With an area of 571.6 km² and 23.3% share of the population, 57.4% of the economic operators, 54.3% of the industrial production volume, 62% of the long-term assets investments, 71.4% of the retail sales, 86.2% of the higher education institutions, 48.1% of the total employees in the country. Chisinau is the most important economic growth pole of the country. Chisinau is twinned with 16 capitals and cities in Romania, the USA, France, Germany, Italy, Israel, Ukraine, Belarus, Sweden, Georgia, Armenia and Turkey. Also, Chisinau City Hall signed 21 Cooperation Agreements, protocols, memoranda with similar entities from Romania, the Russian Federation, Great Britain, the People's Republic of China, Israel, Italy, Kazakhstan, Syria, Ukraine, Lithuania, Poland. |
|  | * **Octavian ARMASU,** Governor of the National Bank of Moldova. * **Eugenia CIUMAC**, Chief of Financial Management Department, Chisinau City Hall. * **Mariana RUFA,** Executive Director (European Business Association of Moldova). * **Rodica VERBENIUC,** Director of the Investments Agency. * **Dumitru CROITOR,** Ex-Permanent Representative of the Republic of Moldova to the United Nations Office in Geneva. Ex-Ambassador to the World Trade Organization (WTO). * **Dorel NOROC,** Secretary of State, Ministry of Finance.   **Q&A** |
| **11:30 – 12:00** | **Coffee break** |

**PARALLEL SESSIONS**

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| **DISCUSSION PANEL**  **no. 1.**  **Raut Ball Room** | | **“THE ROLE OF THE BUSINESS COMMUNITY IN THE DEVELOPMENT OF THE LOCAL ECONOMY OF THE CAPITAL OF THE REPUBLIC OF MOLDOVA”: common block and sustainable, local and international partnerships on certain dimensions.**  **Moderator: Ludmila ANDRONIC,** Corporate Affairs Director at Efes Vitanta Moldova Brewery. |
| **12:00 –13:30** | | The business Community occupies an important place in the economic development of Chisinau. In Chisinau, there are 34,902 economic operators, of which 499 large-sized, 733 medium-sized, 3,313 small-sized and 30,357 micro-enterprises. The national regulatory Framework offers great opportunities for entrepreneurs, as well as bilateral agreements on trade, avoidance of double taxation, investment protection. The Republic of Moldova concluded an Association Agreement with the European Union, which includes a Deep and Comprehensive Free Trade Area (DCFTA), it is involved in the Central European Free Trade Area (CEFTA), a Free Trade Area with Georgia, Ukraine and Azerbaijan (GUAM), as well as the Free Trade Area with CIS (including Belarus, Kazakhstan, Russia etc.). Similarly, Moldovan entrepreneurs hold key positions in the top exporters and local investors in the Republic of Moldova. "Moldova IT Park" – the first virtual Information Technology Park in Moldova was established in Chisinau in 2018 (TBC). In the first half of the year 2018, 245 companies with foreign and domestic capital registered in the Park. The panel will address opportunities of starting joint businesses between domestic and foreign entrepreneurs, the creation of partnerships between the LPA, the business community, the academic sector and the nonprofit sector, and the necessary steps to follow to increase domestic exports and increase investments into the domestic economy. |
|  | | * **Vitalie TARLEV**, State Secretary, Ministry of Economy and Infrastructure. * **Roman CEBAN**, Executive Director, Moldova Business People Association. * **Oana MOTOI**, Vice-President of the Investment Association of Romania in the Republic of Moldova. * **Alexandru STRATAN,** correspondent member of the Academy of Sciences of the Republic of Moldova, director of the National Institute of Economic Research (INCE). * **Adrian BEREZINTU,** Minister-Counselor, Chisinau Commercial Promotion Office. Embassy of Romania in the Republic of Moldova. * **Sabina CRIGAN**, managing partner of Gateaway & Partners, a member of the AFAM (Association of Women Entrepreneurship in Moldova) Management Board.   Q&A |
| **DISCUSSION PANEL**  **no. 2.**  **Prut Ball Room** | **OPPORTUNITIES AND CHALLENGES OF THE TRILATERAL BUSINESS COOPERATION REPUBLIC OF MOLDOVA - ROMANIA - UKRAINE.**  **Moderator: Sergiu HAREA**, President of the Chamber of Commerce and Industry of the Republic of Moldova. | |
| **12:00 – 13:30** | In order to intensify the commercial - economic relations between the Republic of Moldova, Romania and Ukraine, the Chamber of Commerce and Industry of the Republic of Moldova, in cooperation with partners from the other two states, will organize the Trilateral Business Forum of the Republic of Moldova - Romania - Ukraine. This year, the third edition of the Trilateral Business Forum will take place in Chisinau and will bring together representatives of the Chamber of Commerce and Industry business associations and economic agents from the three states. The main objective of the event is to contribute to the development of stable and long-lasting economic and trade relations between the Republic of Moldova, Romania and Ukraine. Also, participating companies will have the opportunity to promote their products and services. To identify business partners, conclude agreements and protocols of intent to carry out cross-border projects. | |
|  | * **H.E. Mr. Daniel IONITA**, Ambassador Extraordinary and Plenipotentiary of Romania to the Republic of Moldova. * **H.E. Mr. Volodymyr BOIECHKO**, Charge d’Affaires, Embassy of Ukraine in Moldova. * **Mr. Ionel CONSTANTIN**, President of the Chamber of Commerce, Industry and Agriculture Vaslui. * **Mr. Vasyl LYAKHOVICI**, President of the Chernivtsi Chamber of Commerce and Industry. * **Mr. Florentin Nicolae TUS**, President of the Chamber of Commerce and Industry Maramures. * **Mr. Vladimir OLEYNIK**, President of the Poltava Chamber of Commerce and Industry. * **Mr. Nicolae TROAȘE**, President of the Chamber of Commerce and Industry Suceava. * **Mr. Oleksandr SMOLYCH**, President of the Volyn Chamber of Commerce and Industry. * **Mr. Valeriu IFTIME**, President of the Chamber of Commerce, Industry and Agriculture Botosani. * **Mr. Vitalii MAISTRENKO**, Vice-President of the Kiev Chamber of Commerce and Industry.   Q&A. | |

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| **13:30 – 14:30** | **Lunch** |

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| **DISCUSSION PANEL**  **no. 3.**  **Raut Ball Room** | **“MUNICIPAL, MODERN, ACCESSIBLE AND SUPPORT OFFICE - STEPS TO BE FULFILLED".**  **Moderator: Valentina Tapis**, Secretary of State, Ministry of Agriculture, Regional Development and Environment. |
| **14:30 – 16:00** | The comparative analysis of the performance of public administration allows to observe the differences between the towns of the same level and shows the existence of significant discrepancies in the access of the citizens to communal services, as well as considerable differences in the cost and quality of these services. In this sense, it is extremely important to identify the necessary steps to make municipal services modern, accessible and affordable for the population. But at first it is necessary to find answers to a series of questions: what is the degree of access of the urban residents to water supply, sewerage system, street lighting, sanitation and public transport? What is the quality of public utility community services provided to the population? How effective are services providers in providing Community services? What is the level of investments made by authorities to adapt services to new requirements? What is the relationship between cost and quality of services provided to citizens? |
|  | * **Gabriela DRAGAN,** Director General, European Institute of Romania. * **Eleonora ŞARAN**, mayor of Durlesti, Chisinau municipality. * **Seghei ANASTASOV**, mayor of Comrat. * **Valentin GUŢAN**, Mayor of Cricova, Chisinau municipality. * **Alexandru OSADCII,** Program Coordinator. Congress of Local Authorities of the Republic of Moldova (CALM).   Q&A |

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| **DISCUSSION PANEL**  **no. 4**.  **Meeting Hall of the Municipal Council. City Hall of Chisinau.** | **"Early Stage Investment Conference"**  **Moderator: Lucia USURELU, president of ProEntranse NGO, ESIL National Contact Point in Moldova.** |
| **14:30 – 16:00** | How to attract investors to Moldova?  – What are international investors looking for in foreign companies? What can investors do to help their companies raise capital abroad? What are the challenges of raising capital in a foreign country? |
|  | * **Rodica VERBENIUC**, General Director of Investment Agency. * **Sergiu HAREA**, President of the Chamber of Commerce and Industry of the Republic of Moldova. * **Brigitte BAUMANN**, Founder of Go Beyond Early Stage Investing President Emeritus of EBAN:   + Angel Investing for You: the investment process;   + Angel Syndicates and Investor Groups;   + Building and managing a start-up investment portfolio; * **Veaceslav CUNEV**, President of Moldovan ICT Association. * Q&A |

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| **DISCUSSION PANEL**  **no. 5.**  **Prut Ball Room** | **“SMART CITIES GO GREEN - THE BEST PRACTICES IN EUROPE. UTILITY FOR CHISINAU**  **MUNICIPALITY "**  **Moderator: Andrei PREASCA,** sales and customer care director at Orange Moldova. | |
| **14:30– 16:00** | Every city wants to be smart now. An increasing number of cities invest in technological innovations, renewable sources of energy, IT technologies, because what makes a city smart are new technologies, green solutions and efficient use of energy sources. And yet, what really means to be smart for a city? How do you measure intelligence and then enlarge it? What kind of solutions can be learned from smarter cities in Europe? What are the steps to be taken by Chisinau? | |
|  | * **Valeriu ANESTIADE**, Company DEKART "SRL. * **Eduard MUȘUC,** SRL Idomus Systems. * **Ion Ștefăniță,** Municipal Councilor. City Hall of Chisinau. * **Alina DĂNILĂ,** Arobs Track GPS SRL. * **Mihai STRATAN**, Executive Director Association of Energy Consumers. * **Anatolie BULGARU**, Orange Moldova Innovation Manager. * **Victor PARLICOV,** Country Expert for Moldova, “Covenant of Mayors for Climate and Energy - East” Project. * **Petru ZESTREA**, Head of “Urban and Regional Development Planning” Task Force at Technical University of Moldova. | |
| **16:00 – 16:30** | | **Coffee break** |

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| **DISCUSSION PANEL**  **no. 6**.  **Raut Ball Room** | **"MUNICIPAL ENTERPRISES AS A TOOL TO MEET THE OBJECTIVES OF LOCAL PUBLIC ADMINISTRATION"**  **Moderator: Viorel FURDUI,** Executive Director, Congress of Local Authorities of the Republic of Moldova (CALM). |
| **16:30 – 18:00** | In the Republic of Moldova, local public authorities administrated 550 municipal enterprises. In the municipality of Chisinau, 52 economic entities founded by the public authority of Chisinau operate a number of public services. The economic entities founded by the public authority cover various arias of activity: public transport -2 entities; construction, repair and maintenance of roads - 2 entities; communal services - 7 entities; housing services - 5 entities; health care - 17 entities, the field of commerce and catering - 8 entities; culture – 4 entities, various - 7 entities.  From the total number of founding entities, they operate with a profit 31 and 21 operate with losses.  It means that public service entities need to be restructure, renovate and modernize all of this can only be achieved by attracting investment, by implementing financial instruments (ex. Public Private Partnership).  What does municipality need to do, to efficiently manage their assets and improve quality services? |
|  | * **Serghei RAILEAN,** Director of the "Public Services Agency". * **Angela EFREMOV**, Financial Management Department, Chisinau City Hall. * **Valentina CASIAN**, Mayor of Straşeni. * **Dorin CIORNÎI,** General Manager, IM "Regia Transport Electric". Chisinau municipality. * **Eugenia CIUMAC**, Chief of Financial Management Department, Chisinau City Hall. * **Grigore ROIC,** Vice director,M.E. „Autosalubritate” – waste management. |

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| **DISCUSSION PANEL**  **no. 7.**  **Prut Ball Room** | **„LOCAL ACTION FOR INVOLVING YOUNG PEOPLE IN ECONOMIC DEVELOPMENT OF CHISINAU MUNICIPALITY”.**  **Moderator: Veaceslav BULAT,** Municipal Councilor. City Hall of Chisinau. |
| **16:30 – 18:00** | There are 11 secondary education institutions and 24 higher education institutions in Chisinau, with 24.4% and 86.2% of the total number of vocational and higher education institutions in Moldova. In the municipality of Chisinau, in the structure of active population aged 15-24 years old, there are 38.1% of young people and 54.1% of them have higher education degrees and medium education diplomas. Similarly, in the age group of 25- 34 years old, 59.7% of the inhabitants have higher education degrees and 32.8% - have medium education diplomas. In this context, the experiences of Chisinau, but also of other European capitals in the start-up, the comparative advantages created by the municipalities to stimulate young people's involvement in business and local development are interesting. And a question, which is often asked, is what must municipalities do to support and attract young people? Also, the opinion of young entrepreneurs is very important. Some of them, who are young companies (Planable, LightCyphers, CEO XY), but already known in the country and abroad, will expose their point of view. Planable is a Moldovan startup that has attracted up to now $ 1 million in investment to help social media companies around the world. LighCyphers is a Moldovan startup that created the first open source Map of Moldova and provides Telecom and GPS tracking services. XY is a virtual business incubator that has an international development potential. |
|  | * **Iulia COSTIN,** General State Secretary, Ministry of Economy and Infrastructure. * **Veaceslav BULAT**, Municipal Councilor. City Hall of Chisinau. * **Nicolae GUDUMAC**, Co-fondator & CTO Planable. * **Anatolie GOLOVCO**, Fondator & CEO LightCyphers. * **Traian CHIVRIGA**, Fondator & CEO XY. * **Victoria IORDACHI**, scientific researcher, coordinator. National Institute For Economic Research (INCE).   **Q&A** |

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| **12:00 – 18:00** | **Presentation of Investment projects** |
| **13:00 – 18:00** | **7 SESSIONS B2B** |
| **18:00 -19:00.** | **Meeting with female entrepreneurs** |
| **18:00 – 19:00** | **Coffee break** |
| **19:00 – 21:00** | **RECEPTION offered by the Mayor General.** |

# 31 May 2019

Study visits to Municipal Enterprises:

M.E. „Exdrupo” – Construction, reconstruction and maintenance of roads and bridges.

M.E. „Autosalubritate” – waste management.

M.E. „Asociația de gospodărire a spațiilor verzi” – maintenance green spaces.

M.E. „Parcul Dendrariu” – Dendrariu Park.

M.E. „Regia transport electric Chișinău" – The electric Transport Company.

M.E. „Parcul Urban de autobuze” - Urban Bus Park.

M.E. „Lumteh" - serving public lighting networks.

Cultural program.

# 1 – 2 June 2019

Travel packages for a fee.