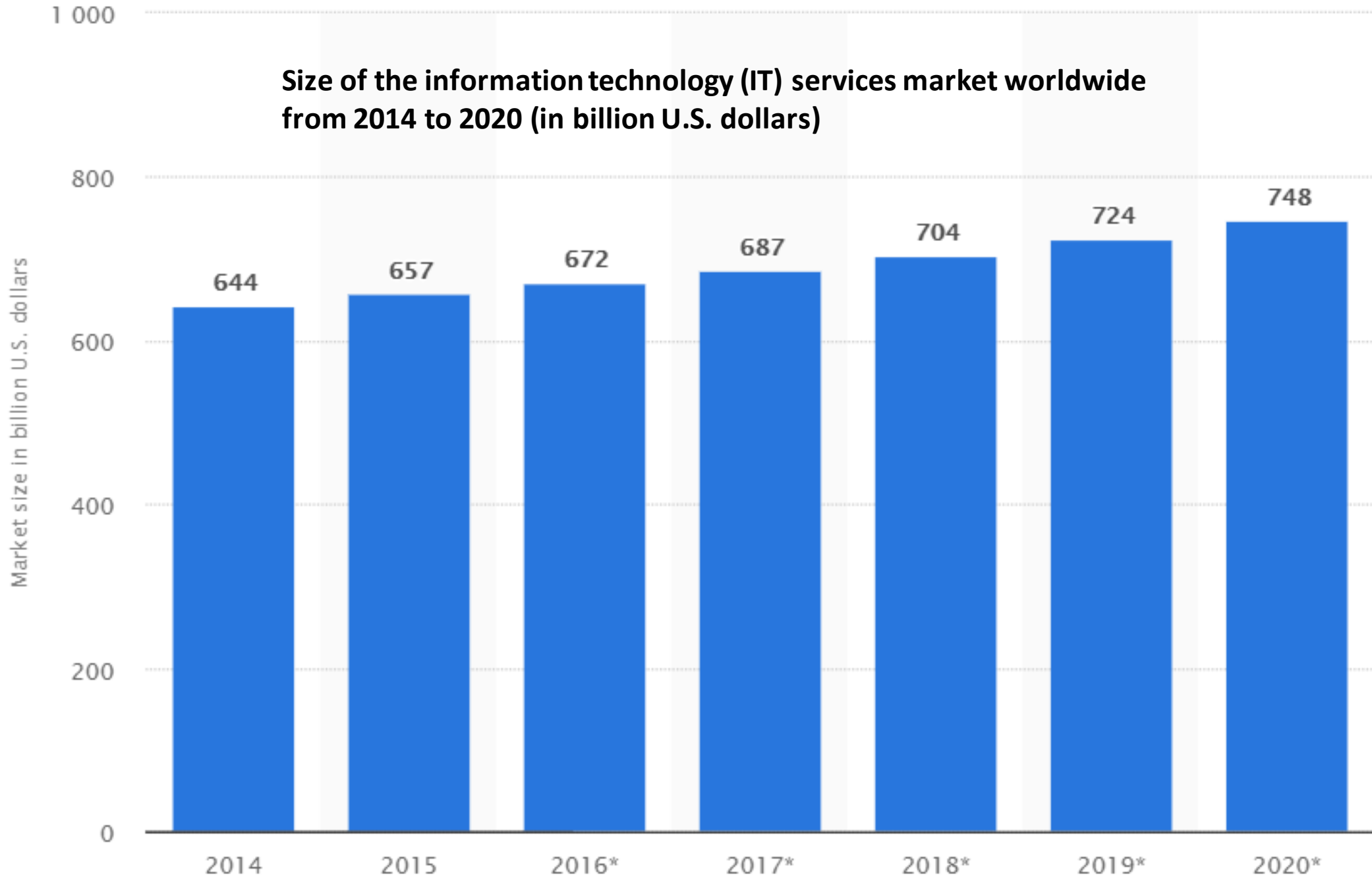




MOLDOVAN ASSOCIATION
OF ICT COMPANIES

Size of the information technology (IT) services market worldwide from 2014 to 2020 (in billion U.S. dollars)



Moldova positioning to deliver "High Value" IT Services is compelling

Proximity, Culture & Human Capital



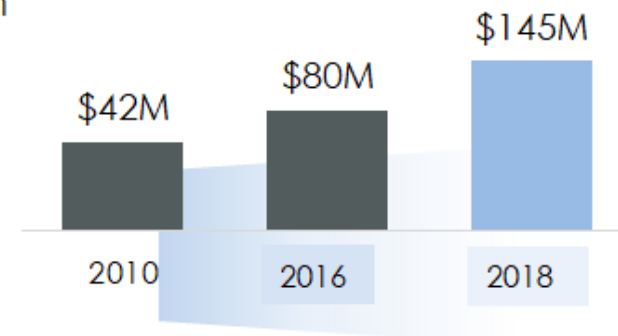
(UTC+2)- Time Compatible with both East & West Europe

Multilingual population



Consistent Growth

Export Growth



Source: USAID, Avasant Research

Favorable Business Environment



Beneficial Business Costs



E-Government Excellence



Law on IT Parks-Virtual IT Park



European Neighborhood Policy



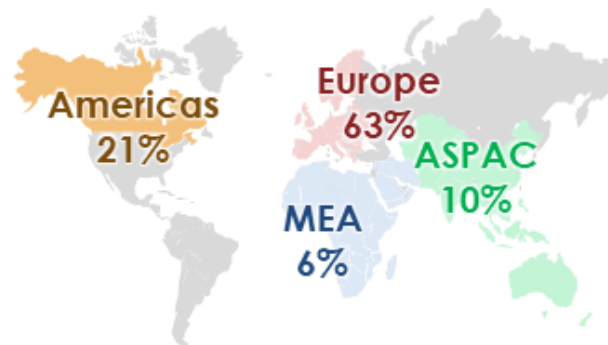
FTAs- Duty Free Access to 880 Million Customers



Multiple Tax Incentives

Diversified Industry Footprint

Global Export Spread



Approx. **12,500** IT & software professionals

Cross Industry Expertise



Airlines



Government



Healthcare



Banking



Manufacturing



Telecom

Destination Moldova

Moldova – the bridge between East and West



- The Republic of Moldova is a landlocked country in Eastern Europe, bordered by Romania to the west and Ukraine to the north, east, and south.
- **Population** 3.5 million
- **Area** 33,800 sq km (13,050 sq miles)
- **Major languages** Romanian, Russian
- **Other languages** Gagauz, Bulgarian, Ukrainian, English, Spanish, German

Advantage Moldova- Summary



Moldovans are multi-lingual and have professional fluency in Romanian, Russian & English.



Cultural affinity with Eastern (Russian, Ukrainian & CIS) as well as European markets, liberal society and a young multi-lingual population.



Investment opportunities through privatization of public property and public-private partnership



Availability of designated areas where investors can carry out entrepreneurial activities under preferential terms and conditions (i.e. favorable tax, customs and other regimes)



Moldova is well positioned in terms of communication infrastructure, with mobile penetration well over 100%. The Internet download speed in Moldova is one of the highest (31.33 Mbps) in the region and higher compared to Ukraine, Bulgaria, Belarus, Ireland



Politically stable, open economy and a liberal foreign trade policy. The country has signed free trade agreements with over 40 countries including the EU member states.

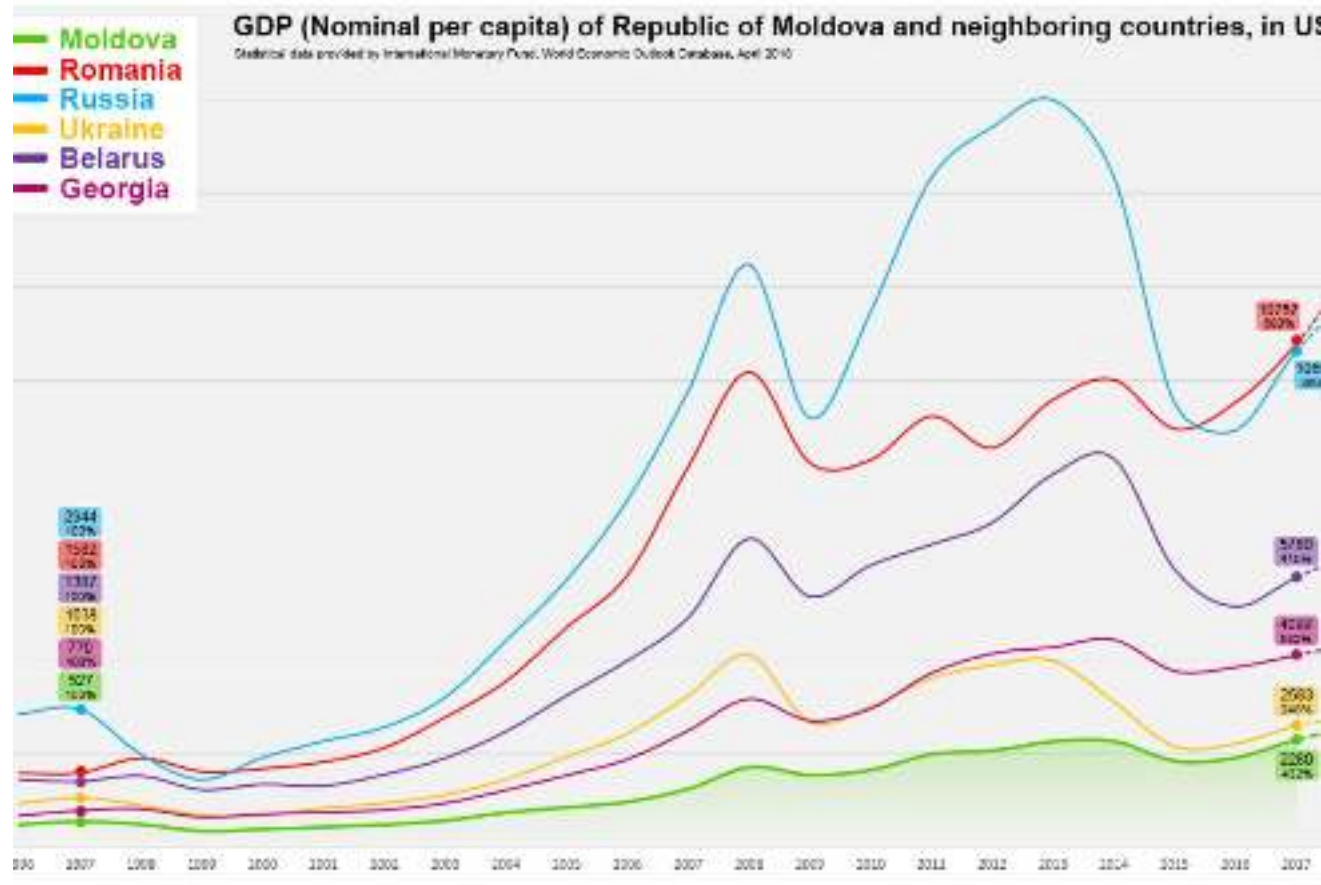


At almost 6%, Moldova has the highest percentage of Computer, mathematics, statistics graduates in the CEE region (Source: [Competitiveness Assessment of Moldovan IT Services Industry Report](#))



Favorable visa regime and improved legal framework regulating entrepreneurial activity (No limit on minimum investments, 3 week processing timeframe, dual nationality allowed etc.) No consular fee is required for the issuance of business visas for foreign workers of FEZ residents

GDP in Moldova



GDP growth

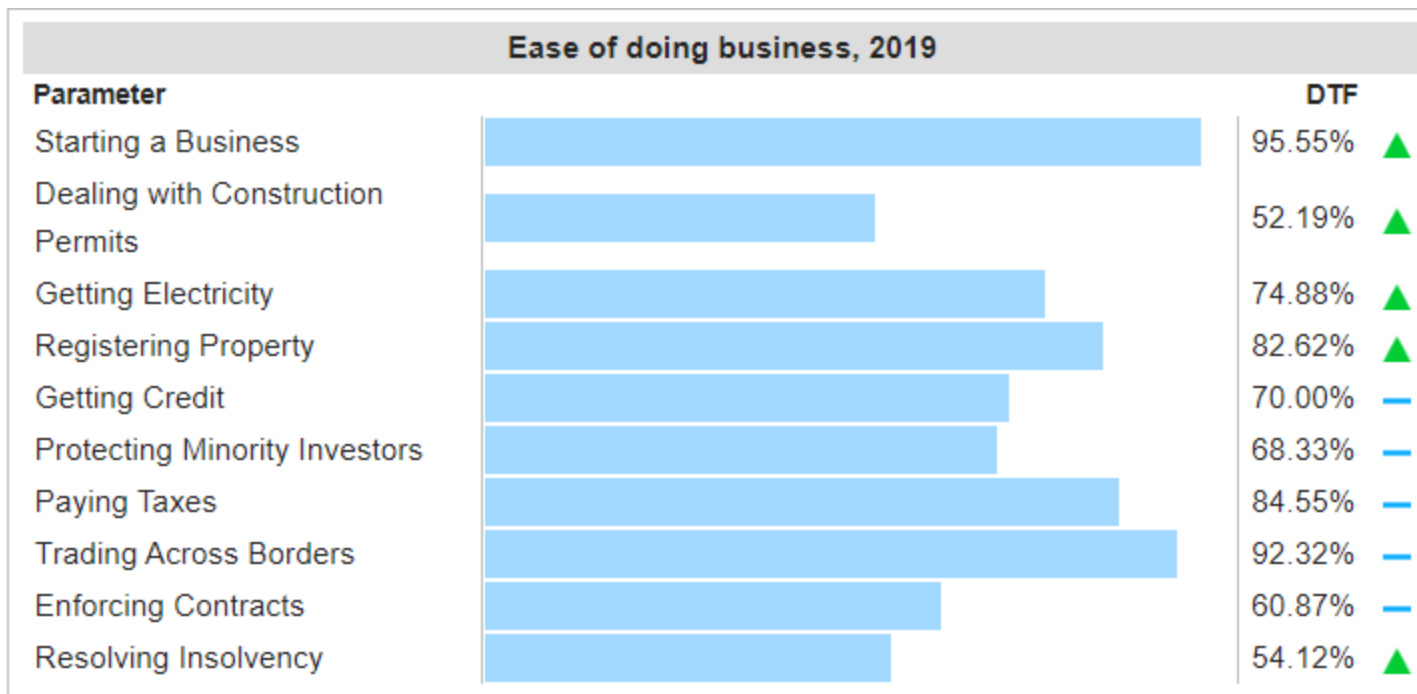
- 4.4% (2016) 4.7% (2017)
- 4.0% (2018e) 3.4% (2019)

GDP per capita

- Increase \$3,300 (nominal, 2019 est.)
- Increase \$7,703 (PPP, 2019 est.)

GDP by sector

- agriculture: 17.7%
- industry: 20.3%
- **ICT: 6.8%**



- According to the 2019 Ease of Doing Business Index, Moldova's Distance to Frontier is 73.54/100 (47th globally), an increase of 0.38 relative to 2018.
- In 2020 Moldova is ranked 48th globally.

Business and Economic Environment

ATIC



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The ICT industry is becoming part of any system and process in order to ensure its development.



Industry share in GDP

- The share of the ICT sector in the Gross Domestic Product (GDP) of the country constitutes about 6.8%, with the turnover of over 13 billion lei in 2018.
- The share of the IT Industry's GDP is 2.8%, in 2018.

MOLDOVAN AS.
OF ICT COMPANIE



Adobe Stock

The development of Advanced Telecom Industry



PROGRESS IN THE
DEVELOPMENT OF
ADVANCED TELECOM
INDUSTRY



FIBER COVERAGE –
90%,



4G COVERAGE – 98%,



ONE OF THE HIGHEST
INTERNET AVERAGE
SPEED – 43, 52
MBPS/2017;



AND FOR DIGITAL
LITERACY AND
ACCESS TO
NETWORKS:
INTERNET
PENETRATION – 76%,

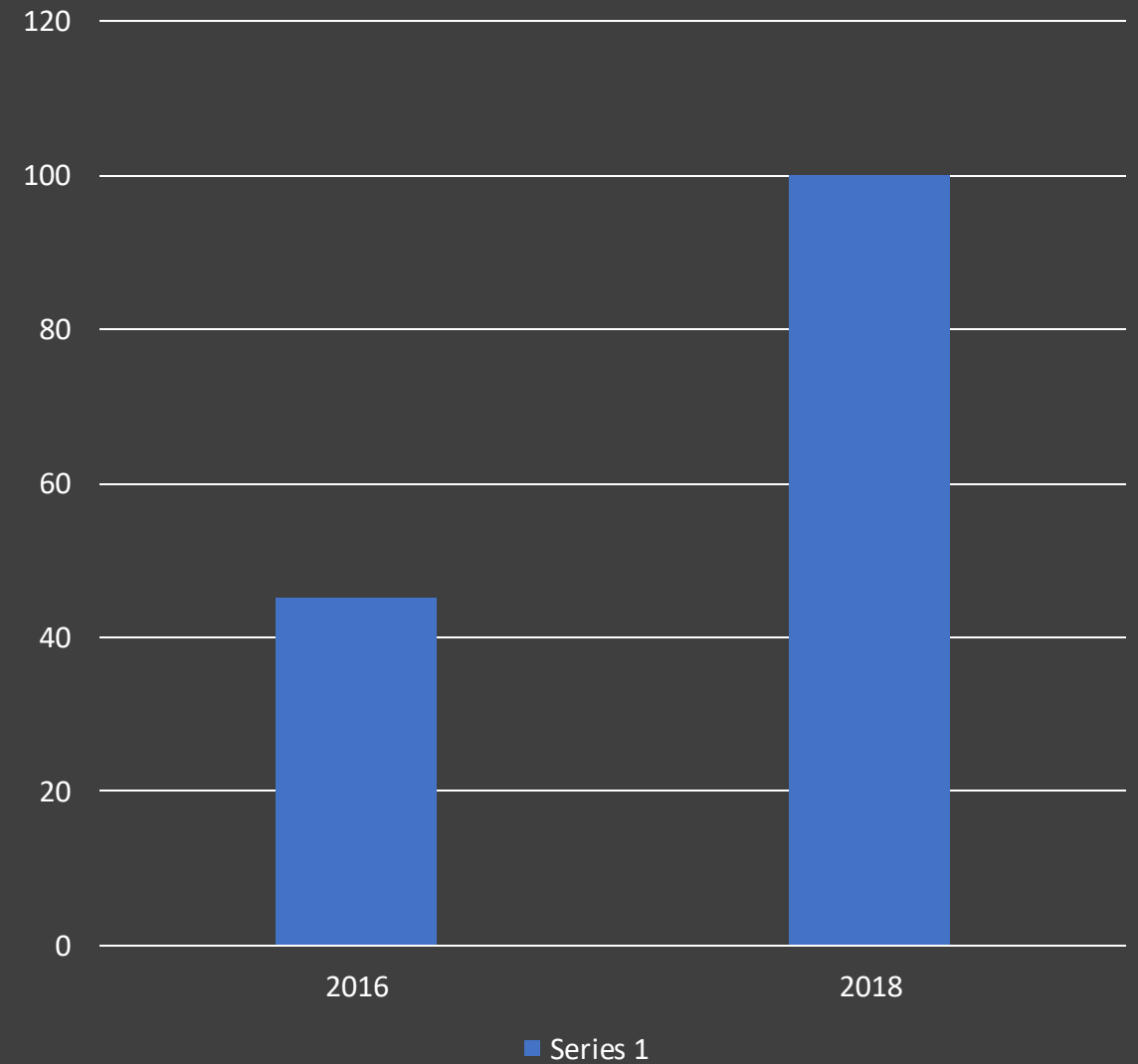


5TH PLACE IN THE
WORLD FOR
BROADBAND
AFFORDABILITY.

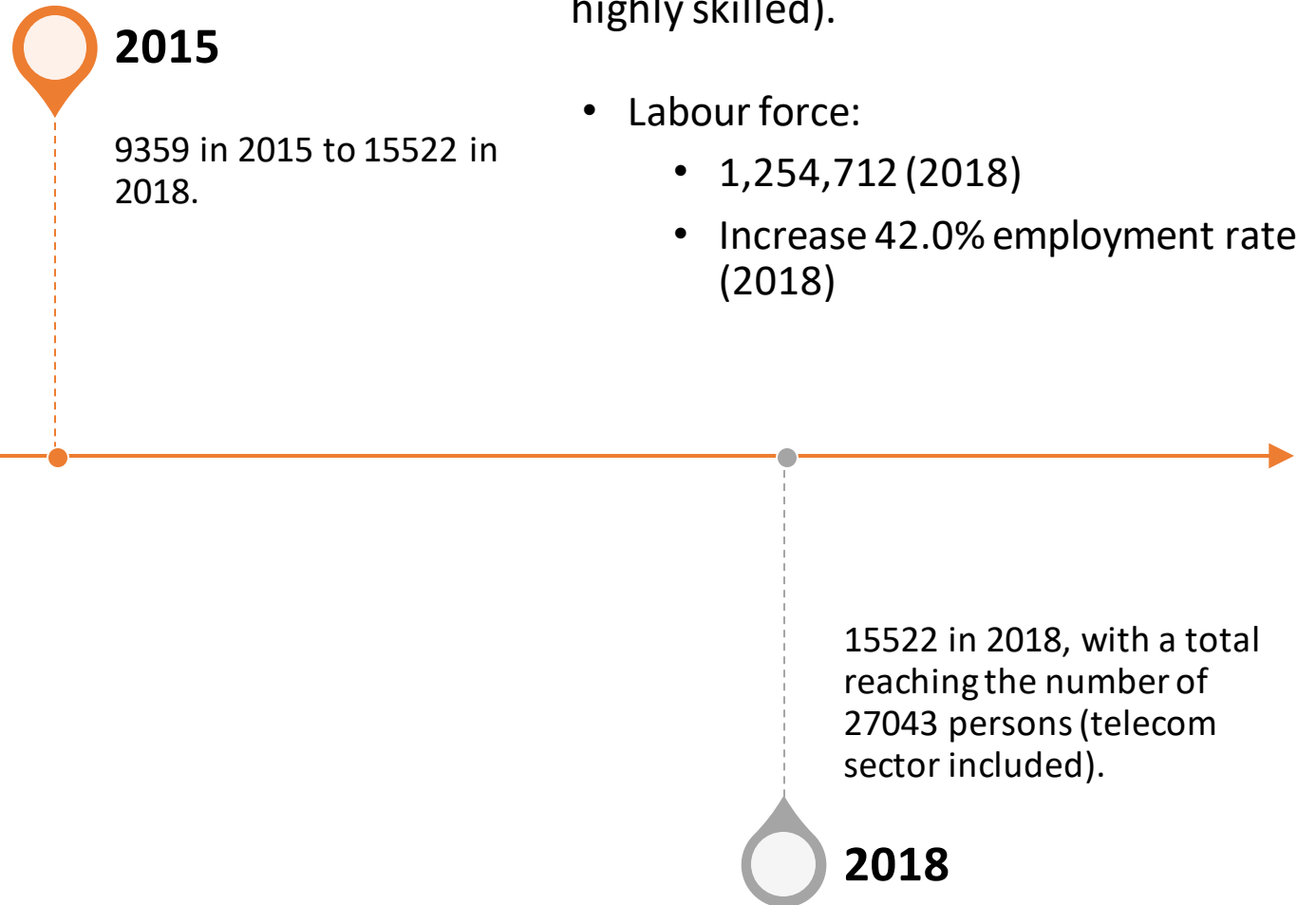


Sales revenue doubled

- The IT industry increased in sales revenue from 2.4 billion. lei in 2016 at 5.3 billion. lei in 2018, with a share in GDP of 2.8%, in 2018.



Employment-the number of employees in the IT industry increased from 9359 in 2015 to 15522 in 2018.





Moldova IT Park

- Created at the request of 15 ATIC Members
- 490 active residents
- 2.84 billions MDL forecasted revenue for 2019
- 9000+ employees
- 124 companies with foreign capital
- 32 countries
- 197 newly created companies

EDUCATION -
STRONG UNIVERSITY
PROGRAMS WITH
SPECIALIZATIONS IN IT
AND RELATED SCIENCES



Almost 18 educational institutions offer studies in IT related services.



Yearly, 3.000 students graduate with a degree in computing and related fields.



Another 8.500 have math or engineering degrees.



**MOLDOVAN ASSOCIATION
OF ICT COMPANIES**



Who we are?

- **ATIC** is the action leading association and the voice of the Moldovan ICT industry that promotes the development of the ICT sector in Republic of Moldova through viable partnerships between companies, similar organizations, state institutions and international organizations.
- The association was established in 2006 to represent the industry on different policy and legislative issues and to facilitate the exchange of best-practices between members.

WHY WE ARE TOGETHER ?



**MOLDOVAN ASSOCIATION
OF ICT COMPANIES**

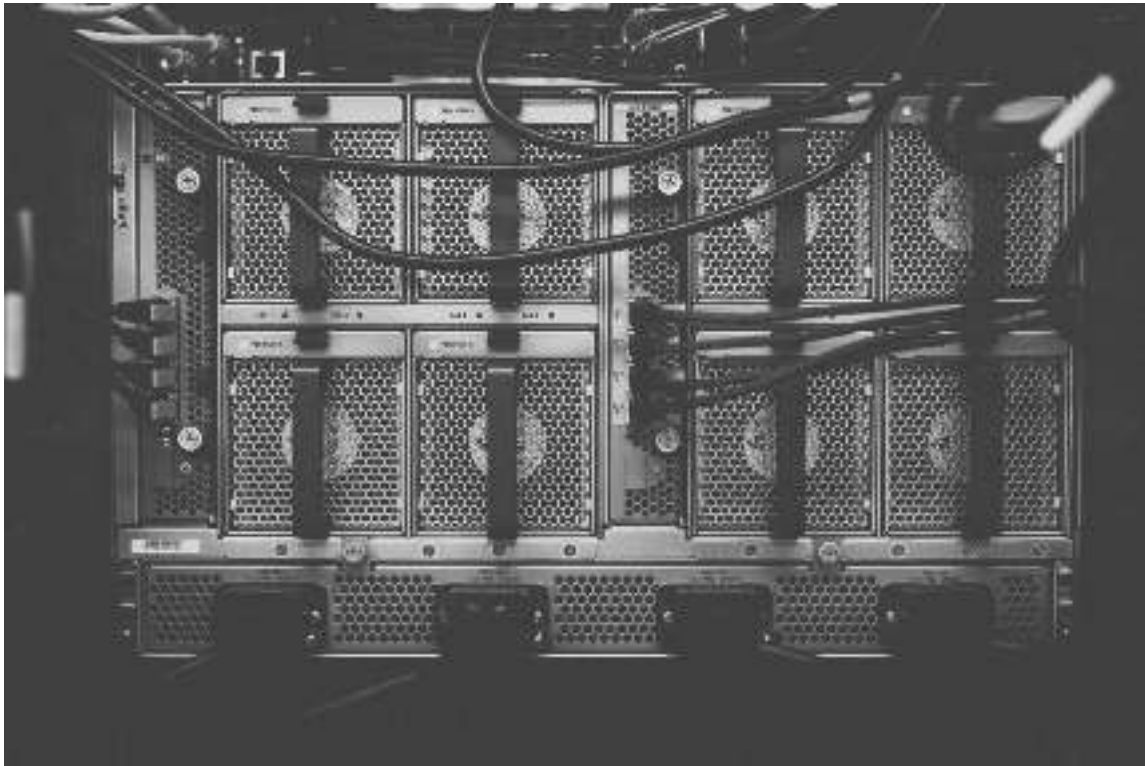
- ATIC is the umbrella for ICT sector by providing a forum in which members can discuss and find solutions to common problems. We believe that uniting in our work for our common interests is the only option today.

ATIC in some numbers



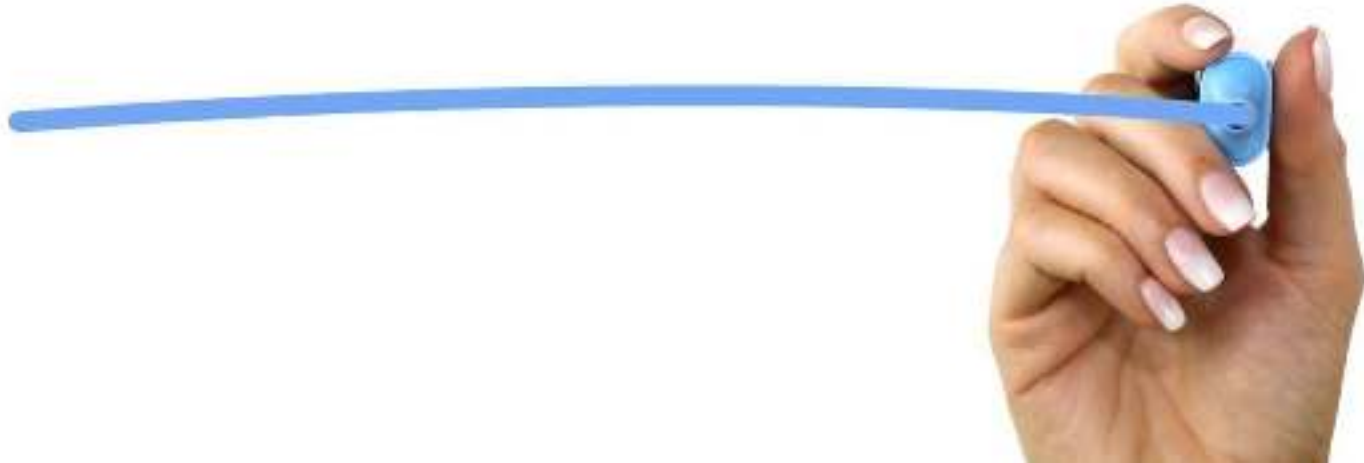
- 49 members
- 13 years of activities
- 15+ significant lobby and advocacy initiatives
- 3 Committees
- 10 years + of ICT Career Orientation
More than 300 000 students informed
- Successful implementor of projects with thousands of beneficiaries

The ICT sector will become an enabler of the Moldovan economy



**MOLDOVAN ASSOCIATION
OF ICT COMPANIES**

POLICIES



IT Policies & Legislation.

Moldova's tax regime among the most competitive in the region

- **National strategy**
- **Digital Moldova 2020**
- **IT industry competitiveness strategy**
- **Law on IT parks (No 77 of 21.04.2016)**
- **Tax incentives for employees of IT companies**
- **IT Start-up Visa Initiative adopted**
- **IT university curriculum adjusted, established Tekwill IT Center of Excellence IT, etc.**

What do we work on:



Better business environment - IT Parks, Startup Visa, Fiscal Incentives, ICT Competitiveness Strategy, modifications to Labor Code, ease of doing business etc.



Regulatory issues – Modernization of the Labor Code, e-commerce, Intellectual property, Big Brother Law, Protection of personal data, private copy levy, Copyright and Related rights, e-money, royalty



Workforce interventions



International and export promotion activities Bringing the sector players together



Training and excellence support for the companies



**MOLDOVAN ASSOCIATION
OF ICT COMPANIES**



www.ict.md

ATIC

Achievements:



Lobby and Advocacy:

- ✓ Support to and Creation of Moldova IT Park
- ✓ Fiscal Facilities for Software IT companies
- ✓ 15% Royalty Tax for Intellectual Property
- ✓ Startup Visa
- ✓ 3% Private Copy Levy
- ✓ Startup Viza



ICT Education:

- ✓ ICT Career Campaign and Promotion
- ✓ Creation of Tekwill and all related projects (Tekwill Academy, Tekwill Academy Kids, Startup Academy)
- ✓ National Program on Robotics in schools
- ✓ Digital education in schools
- ✓ Vocational Education and Higher Education Support Programs
- ✓ TwentyTu



ICT Market development:

- ✓ Over 30 communities supported through (Java, Rails Girls, Tech Women, Rockit, PM Group, etc.)
- ✓ Moldova ICT Summit
- ✓ Startup and Companies visibility support
- ✓ Support to Startup Ecosystem (Techstars, Seedstars, Startup Week, Startup Weekend, Tech Crunch, Tech Village, etc.)

ATIC Members Benefits:



Lobby and Advocacy:

- ✓ Main counterpart in dialogue with the Government on ICT related issues
- ✓ Access to Lobby and Advocacy Initiatives
- ✓ Access EuroISPA database best-practice on practical/industry issues within EU legislature
- ✓ Benefit of ATIC internal and external resources on legal, HR and accounting



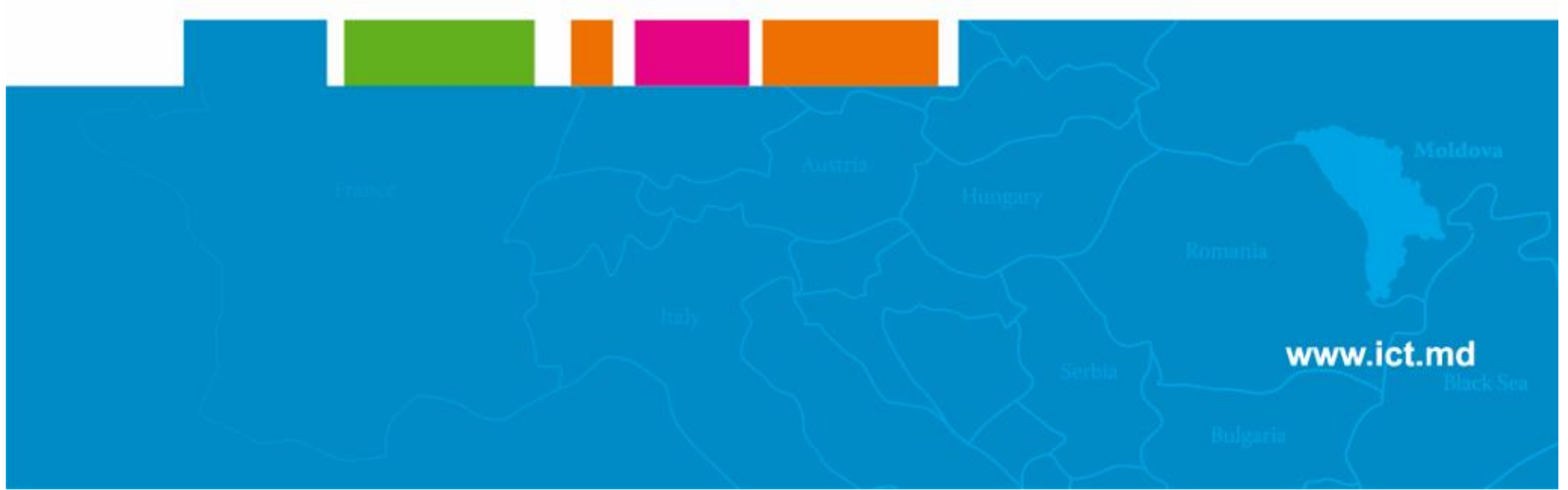
ICT networking umbrella:

- ✓ Networking and exchange of information on best-practice and industry issues
- ✓ Extend your connections
- ✓ Connect to the most valuable news, products and events of the industry throughout monthly ATIC Newsletter
- ✓ Connect with international opportunities to promote your business



ATIC Community initiatives:

- ✓ Participate in Sponsorship Opportunities and Access within ATIC and Tekwill Programs and Initiatives
- ✓ Special ATIC and Tekwill discounts
- ✓ Opportunities. Connections. Community building
- ✓ Get access to ATIC Community
- ✓ Get access to ATIC discount opportunities
- ✓ Promote Your Company on ATIC website



Thank you.
