

IT NEARSHORING MOLDOVA



Germany Roadshow



APRIL 21-24, 2026



Ministry of Economic
Development and Digitalization
of the Republic of Moldova



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IT NEARSHORING MOLDOVA

AGENDA

Hamburg, Thursday, April 23, 2026

Event venue: EuropaKontor Alsterarkaden, Jungfernstieg 7, 20354 Hamburg, Germany (tbc)

Registration: <https://oa-event.de/> (Code: ITMoldova)

Moderator: Veaceslav Sutchevici

15:30 – 16:00	Registration
16:00 – 16:20	Welcome & Opening remarks
	Andre Pilling , Honorary Consul of R. Moldova to Hamburg
	Michelle Iliev , State Secretary Ministry for Economic Development and Digitalization. President of the MITP board
	Oleg Popov , First Secretary, Economic Affairs, Embassy of the Republic of Moldova in Germany.
	Mihai Burunciuc , Deputy Director Invest Moldova Agency
16:20 - 16:35	Moldova as IT Nearshoring Destination Dan Moraru , Head of Investment Promotion Team, Invest Moldova Agency
16:35 – 17:00	Digitalization. Moldova IT Park – Legal & Fiscal Framework. Michelle Iliev , State Secretary Ministry for Economic Development and Digitalization
	Q&A
17:00 – 17:15	How to Start in Moldova, become a resident of MITP Olesea Prodan , MITP CFO
17:15 – 17:35	German Companies' Testimonials Dr. Roman Belter , COO AppsFactory Natalia Mogilda , General Manager SOPRIS
	Q&A and Networking

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INFORMATION. WHY ATTEND?

The Republic of Moldova presents a **growing and promising landscape for German investment**, with strategic opportunities in **IT, Engineering, R&D, Innovation, Creative, Business Service**. The IT sector is rapidly expanding, supported by a strong pool of young, tech-savvy professionals and government initiatives to foster innovation and digital transformation.

The Republic of Moldova was granted **EU candidate status** in June 2022, marking a historic step toward European integration. **Accession negotiations** officially opened in June 2024, with the first Intergovernmental Conference held in Brussels. Moldova has made significant progress in aligning its legislation with EU acquis in areas such as justice reform, anti-corruption, public administration, and the energy sector. The country benefits from visa-free travel to the Schengen Area since 2014 and deep economic integration through the EU–Moldova Association Agreement and Deep and Comprehensive Free Trade Area (DCFTA) since 2016. The European Union remains Moldova's largest trade partner and main provider of financial assistance, supporting reforms, energy security, and resilience against external challenges.

Full EU membership is a strategic priority for Moldova, with the government aiming to complete the necessary reforms within the coming years to advance toward accession.

Moldova's position as an **emerging hub for IT nearshoring**. Moldova combines a **highly competitive cost base**, strong engineering and IT talent, EU-aligned regulations, and a uniquely attractive fiscal regime through Moldova IT Park, positioning it as a reliable, scalable and **long-term nearshoring partner** for German SMEs seeking resilience, quality and sustainable growth in IT and R&D. The Republic of Moldova has rapidly emerged as one of Eastern Europe's **most dynamic and high growth IT markets**, making it an increasingly attractive destination for nearshoring IT services and innovation partnerships.

Republic of Moldova is the **nearshoring destination German Mittelstand** companies have not yet fully discovered — combining skilled IT talent, cost efficiency, and a stable, EU-aligned business framework for long-term partnerships.

Moldova's information technology sector has become a strategic pillar of the national economy, with strong contributions to GDP, exports and employment. In 2025, the sector accounted for **ca. 7.8% of the national GDP**, reflecting its accelerated growth and critical role in Moldova's economic development.

In 2025, resident companies of **Moldova IT Park generated \$1 billion in total sales**, reflecting rapid growth and strong international demand. This milestone underscores Moldova's emergence as a competitive and reliable IT nearshoring destination.

Moldova's IT industry has experienced rapid growth, quickly becoming one of the country's most dynamic economic sectors. The share of IT in Moldova's GDP has more than tripled since 2016. Thanks to the joint efforts of Moldova IT Park (MITP) and the Moldovan Government, boosting the tech sector is a national priority, driving economic growth, exports, innovation, and high-paying jobs.

German companies are increasingly recognizing **Moldova's strategic advantages for IT nearshoring**:

- Incentives via Moldova IT Park – including a **single 7% tax** on eligible activities
- **Competitive operating costs**, and **highly skilled talent** in IT, engineering, R&D, and business services
- Strategic location in Europe, cultural and **time-zone proximity to Germany**
- Supportive ecosystem for innovation and digital transformation

Educational institutions in Moldova contribute to R&D and connect academia with market needs. **Moldova HiTech Park**, focused on AI, deep tech, and enterprise software, positions Moldova as a regional hub for technology-driven economic growth.

Attendees will have the opportunity to:

- Connect and **interact directly with Moldovan IT companies** and Government agencies
- Explore **business, investment and collaboration** opportunities
- Exchange and learn from German companies already operating in the Republic of Moldova
- Understand the practical steps to start business operations in Moldova and become a resident of the MITP
- Understand the legal, fiscal, and operational advantages of nearshoring to Moldova
- **Explore sourcing opportunities** to Moldovan IT Companies

Be part of the IT Nearshoring Moldova Workshop. Together, we strengthen collaboration and convert challenges into scalable business opportunities.

OBJECTIVES:

Position the Republic of Moldova as a **competitive and reliable IT nearshoring destination** for German companies, with a particular focus on SMEs and technology-driven enterprises.

- To increase awareness among German IT, tech, engineering and R&D companies of Moldova's IT ecosystem, talent base and investment framework
- To generate qualified business leads and concrete cooperation opportunities between German and Moldovan IT companies, potential investment
- To showcase the advantages of Moldova IT Park, including its fiscal regime, regulatory framework and support services for foreign investors
- Share success stories from German companies operating in Moldova
- Showcase Moldova's IT ecosystem, including talent availability and infrastructure
- Facilitate direct networking and B2B cooperation opportunities

TARGET ACTORS AND AUDIENCE:

- German companies: **Tech, IT, Engineering, R&D, and Innovation** sectors interested in relocation or sourcing opportunities;
- German companies looking for **new investment projects**, interested in sustainable business partnerships;
- Moldovan companies: Interested in **partnerships or market entry to Germany**;
- Public authorities & government representatives: Open to dialogue with the business community to attract FDI investments and foster partnerships.

FORMAT:

The workshops will be organized as compact, interactive business-oriented formats, combining targeted presentations, peer testimonials from German companies, moderated discussion and structured B2B exchange.

LANGUAGE: English

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