



**NATIONAL APEX CHAMBER**

# **Business Delegation to Moldova and Turkey**

**14-19 September 2019**

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**Report**

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**Moldova**



**Turkey**



**Prepaid by International Affairs Committee for Eurasia**





## INTRODUCTION

PHD Chamber mounted the business delegation to Chisinau, Moldova from 14-17 September 2019 and then proceeded to Istanbul, Turkey for business meetings from 17-19 September 2019. Mr. Purrshottam Bhaggeria, Chairman, International Affairs Committee for Eurasia, PHDCCI and Leader of the Delegation & Joint Managing Director, Filatex India Pvt Ltd. lead the delegation accompanied by the following members of the delegation representing various sectors of the economy including Poly Filament Yarns, Wine Importers, Mining, Food Processing, Steel, Paper and Aluminum Plants, Petrochemical - Refineries, Automobile, Textiles, Oil and Gas Industry, Hospitality and Real Estate.

1. Mr. Sandeep Jain, Director, Lanexis Enterprises (P) Ltd
2. Mr. Sanjeev Agrawal, Chairman, Seamac Ltd
3. Mr. Ajay Kumar Gupta, Managing Director, Kamtech Associates Pvt Ltd
4. Mr. Gurinder Singh, Partner, R G Trading Company
5. Mr. Rahul Rampuria, Director, Bohra Industrial Resources Ltd
6. Mr. Sandeep Goswami, Director, Garam Dharam Restaurants
7. Mr. Sushant Mishra, Director, Situs SNG Law Firm LLP
8. Mr. Anil Kumar, Director, Pooja Realcon Pvt Ltd
9. Mr. Sunil Kunj, Protocol Officer, Consulate of Moldova
10. Mr. Niraj, Secretary (International Affairs), PHD Chamber

The main objective of the delegation was to find business opportunities in Moldova and Turkey and interact with key decision-makers in the public as well as private sector to explore avenues and scope for the Indian businessmen.



## Chisinau, Moldova (14-17 September 2019)

A small landlocked country, the Republic of Moldova remains one of the poorest countries in South East Europe, with the economy showing continued dependence on low value-added manufacturing and agriculture along with remittances from workers abroad for income generation. The country is yet to reap the benefits of the intensive reform efforts, which have been consistently geared towards consolidating a market-based economy driven by trade and investment. Moldova has free trade agreements with the European Union, the Commonwealth of Independent States (CIS), and Turkey and is discussing a free trade agreement with EFTA (European Free Trade Association) countries - Switzerland, Liechtenstein, Norway and Iceland.

During the visit to Chisinau, Moldova, a series of meaningful and fruitful meetings were organized for the business delegates under the guidance of H.E. Mr. Gheorghe Leuca, Ambassador of the Republic of Moldova to Azerbaijan accredited to India and H.E. Mr. Thanglura Darlong, Ambassador of India to Romania concurrently accredited as Ambassador of India to Moldova and Albania. The delegation had several back-to-back business meetings with the senior representatives of the following agencies in Moldova which marked the success of the delegation:

1. Visit to the Moldovan historical and archaeological complex Old Orhei (Orheiul Vechi)
2. Visit to the Branesti Cellars – Stone Age
3. Visit to the Moldovan Winery Chateau Vartely
4. Visit to the Asconi Winery
5. Secretary of State, Ministry of Foreign Affairs and European Integration
6. Secretary of State, Ministry of Economy and Infrastructure
7. Minister of Agriculture, Regional Development and Environment
8. Moldovan Investment Promotion Agency
9. Business Forum on “Republic of Moldova – Republic of India: Opportunities for collaboration”
10. Visit to the Moldovan Winery Cricova





## Discussions and Takeaways

### 1. Visit to the Moldovan historical and archaeological complex Old Orhei (Orheiul Vechi)

H.E. Mr. Gheorghe Leuca, Ambassador of the Republic of Moldova to Azerbaijan accredited to India arranged visits to various wineries and historical places for the delegates on their arrival in Chisinau. The delegation visited the ancient city of Orheiul Vechi which is a natural and historical complex located in a narrow bend of the Raut River. The natural landscape of limestone rock, eroded by the river, is combined with archaeological vestiges of the ancient Trypillian civilization. Old Orhei complex contains traces of different civilizations, including the remnants of earthen and wooden fortresses of Geto-Dacian fortress, the Golden Horde fort Shehr al-Jedid, a Moldavian fort, an Orthodox monastery and the Moldavian town of Orhei. The Orthodox monastery is still inhabited by a handful of Orthodox monks, who maintain the church at the top of the hill. The caves are still functional as chapels. The caves contain an array of historical artifacts and Old Church Slavonic inscriptions dating from the 1690s, which testify that the Hajduk took shelter in the caves, hiding from the Ottoman Empire.





## 2. Visit to the Branesti Cellars – Stone Age

The PHDCCI delegation visited the underground kingdom "Pivnițele din Brănești" (Brănești Cellars) located in a scenic area in the coast of Orheiul Vechi. "Pivnițele din Brănești" have a total area of 75ha, stretching on a distance of 58 km at a depth of 60 m under the ground. "Pivnițele din Brănești" produce white and red wines, sparkling, dry, semi-dry and dessert. Particularly popular are the collection wines and the wines produced by special technology, such as Madeira, Marsala, pastoral wine.



## 3. Visit to the Moldovan Winery Chateau Vartely

The PHDCCI delegation visited the new winery "Chateau Vartely" that was established in 1996 and became the leader on the stage of national wine in 2004. The winery is located 50 kilometers from Chisinau city. The total area of Chateau Vartely vineland is 300 hectares, situated in the zone of Codru and Bugeac; and the vintage grown within this area is being bottled annually in more than 4.5 million of bottles.







#### **4. Visit to the Asconi Winery**

As a last visit of the day, the PHDCCI delegation visited the Asconi Winery which was founded in 1994. The foundation of its wines is built on French varieties such as Cabernet Sauvignon, Merlot, Chardonnay, Sauvignon Blanc and Muscat. They have also planted other varieties such as Riesling, Malbec, Pinot Noir and two local varieties of Feteasca Alba and Feteasca Neagra. They make a wide variety of wines ranging from dry reds, whites and roses to dessert Ice Wines and fortified wines. The red wines are full bodied and aged in 225 liter oak barrels or on oak staves.



#### **5. Meeting with Secretary of State, Ministry of Foreign Affairs and European Integration**

The PHDCCI delegation led by Mr. Purrshottam Bhaggeria Chairman, International Affairs Committee for Eurasia, PHDCCI & Joint Managing Director, Filatex India Pvt Ltd including H.E. Mr. Gheorghe Leuca, Ambassador of the Republic of Moldova to Azerbaijan accredited to India and H.E. Mr. Thanglura Darlong, Ambassador of India to Romania concurrently accredited as Ambassador of India to Moldova and Albania met Ms. Tatiana Molcean, State Secretary, Ministry of Foreign Affairs and European Integration of the Republic of Moldova. Ms. Tatiana welcomed the delegation and apprised the delegation about the MOU that was signed between PHDCCI and The Chamber of Commerce and Industry of the Republic of Moldova in May 2018 and the visit of this delegation as an outcome of the MOU. She outlined that the visit of Indian businessmen delegation confirms the development of the relations between Moldova and India, and stressed the interest in advancing the commercial-economic cooperation between the two countries by exploring the investment and export opportunities of the Republic of Moldova, but also by establishing and developing bilateral partnerships in fields such as agriculture and the wine industry, IT, medicine and pharmaceuticals, textile and production industry, etc.

H.E. Mr. Thanglura Darlong, Ambassador of India to Romania concurrently accredited as Ambassador of India to Moldova and Albania thanked the officials especially H.E. Mr. Gheorghe Leuca, Ambassador of the Republic of Moldova to Azerbaijan accredited to India for organising the various meetings and interactions for the delegation. He also thanked Mr. Bhaggeria for his efforts in leading the delegation of top businessmen from India. He mentioned that the last two decades have been very important and the visit of Moldovan Foreign Minister to India has further strengthened the ties. He emphasised that PHDCCI has been very important in this delegation and has provided impetus to further strengthen the



foreign relation. He apprised the State Secretary that the delegation had a very useful visit to various wineries and cross section of people and came across the various cultural aspects and the delegation now understand the culture of Moldova. He informed the officials that there are various companies in India who are looking forward to importing wines to India.

Mr. Purrshottam Bhaggeria Chairman, International Affairs Committee for Eurasia, PHDCCI and Leader of the Delegation & Joint Managing Director, Filatex India Pvt Ltd thanked Ms. Tatiana and Ambassador Leuca and expressed his pleasure to be in Moldova with the delegation. He apprised them that it is the first delegation organised by the chamber to the country. He insisted that the Indian Companies are very interested in importing wines to India which is very enriching. He expressed his desire to invite wine owners to India to offer them first hand information on the demand of wines in India. He also informed the State Secretary that initially there was a big problem in getting the visa of Moldova for Indians, but with the e-visa system now in place, it is much easier and time effective. He insisted that there is a need to have a direct flight from Delhi to Chisinau for the Indian Industry to have direct access to the Moldovan market and will impact the tourism business enormously in favour of both the countries. He suggested that the Government of Moldova should promote the country rigorously as there is a lack of awareness about the country in India.

The meeting concluded on the note that the Tourism is on priority and direct flight connectivity is being considered along with neighbouring countries of Moldova. The government invites a group of dedicated industries who can promote Moldova as Tourism. Investment is needed in the Food Processing, Harvesting, Food Parks and Agriculture sectors in Moldova.



## **6. Meeting with Secretary of State, Ministry of Economy and Infrastructure**

Ms. Ionela Costachi, State Secretary, Ministry of Economy and Infrastructure, Government of Moldova welcomed the delegation and expressed her willingness to assist the Indian industry with all the information they sought for their business in Moldova. She informed that Mr. Tudor Ulianoschi, Minister for Foreign Affairs and European Integration of the Republic of Moldova visited India in 2018 and as a first step in promoting agricultural trade between the two countries the first consignment of Moldovan Apple reached India this year which was very well accepted.





She informed the delegation about the Moldova IT Parks which is the main focal point of access for the best services and incentives in the IT sector, which has proven its uniqueness by being a virtual structure which operates in a multi-stakeholder governance model. Acting as a cluster facilitator, the Park provides organizational platform with a set of innovative tools and new approaches to accelerate, in a coordinated manner, the transformation of economy, streamlining corporate innovation practices, boosting the growth of the IT industry, supporting partnerships, creating new jobs and attracting local and foreign investment. She apprised the delegation of the favourable environment the IT Parks provides for foreign companies and over 500 companies can be accommodated in the IT Park. The objective is to attract more foreign business into BPO and other types of IT related services.

She updated the delegation about the Association of Consulting Engineers, a non-governmental, non-political, non-profit professional association grouping companies and representing the interest of consultant engineer's profession at national level. The members represent all fields of construction or infrastructure (roads, bridge, railways and airports), environment protection hydrotechnical construction, energy, civil, industrial, agriculture and irrigation, telecommunication, etc.

She informed the delegation that the government has liberalised the export of Metal Scrap including different types of alloys. The textile and apparel (T&A) sectors of Moldova are among the oldest branches of the national economy and are of critical importance because of the close ties to the labor force. The benefits of prosperous T&A sectors in Moldova are multifaceted, however enhancements were needed to reach full potential to preserve the maximum number of jobs and generate increased sales. There are big fashion chains in Moldova. She was proud of the wineries in Moldova and informed that the wine owners are very open to look at new markets and can increase their potential to import. She said that export of Moldovan Dry fruits to India is a huge potential.



## **7. Meeting with Minister of Agriculture, Regional Development and Environment**

Ms. Georgeta Mincu, Minister, Ministry of Agriculture, Regional Development and the Environment, Government of Moldova welcomed the delegation in her office. She informed that the trade between the two countries in agriculture and food processing is not significant as they import most of the items from neighbouring countries. She said that the Government of



Moldova is very keen in building a strong relation with India in agriculture and items such as wines, nuts, dry fruits, apple and grape concentrates from Moldova can be considered to be exported to India. She informed that the first consignment of Moldova Apples reached India this year and look forward to regular shipments from Moldova. Moldova has organic fruits and vegetables and very good quality of apples, plums, walnuts, and other types of fruits, sunflower oil, grains and cereals. The export of Moldovan agricultural products is a priority of the current government and India is a preferred market.

H.E. Mr. Thanglura Darlong, Ambassador of India to Romania concurrently accredited as Ambassador of India to Moldova and Albania thanked the Minister to receive the delegation and also on her visit to India last week. He said that the visit of the delegation to Moldova is a positive step. Processing of agricultural products and food processing can be area of cooperation between the countries. The training programs conducted by India are very useful for Moldova and many such trainees are received by India annually. He insisted that there were issues related to infrastructure as to how to export/import perishable goods between the two countries and the government is keen to find solutions. He invited the Moldovan companies to participate in the international trade fairs being organised in India to promote their products in India.



## 8. Meeting with Moldovan Investment Promotion Agency

Mrs. Rodica Verbeniuc, General Director, Moldovan Investment Promotion Agency welcomed the delegation and presented about the various opportunities of investment in Moldova. The Moldovan Investment Promotion Agency is the prime source of information and assistance for potential investors. The total volume of Moldovan Exports is USD 2706.9 mn and total volume of Moldovan Imports is USD5764.3 mn. The Moldova – India total trade is USD31.36 mn with Sunflower Seeds and Vegetables comprising major exports from Moldova and Pharmaceuticals, Fabrics, Insecticides, Tractirs and electrical items as major import items from India. India ranks 27<sup>th</sup> among the main trading partners of Moldova worldwide. Investment opportunities exist in sectors like Automotive, ICT, Livestock and Food Processing, Medicine, Renewable Energy Sources and Textile, Apprael, Footwear and Leather Goods.

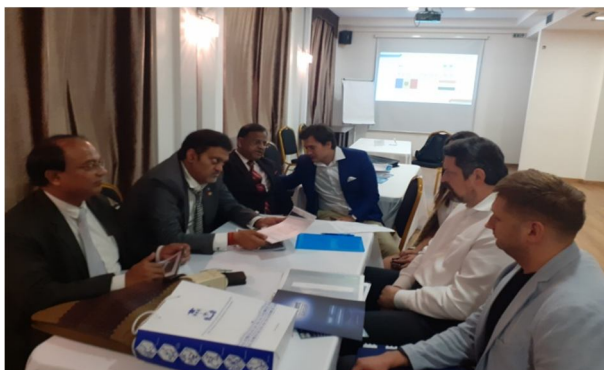


## 9. Business Forum on “Republic of Moldova – Republic of India: Opportunities for collaboration”

The Chamber of Commerce and Industry of the Republic of Moldova and The Moldovan Investment Promotion Agency organised a Business Forum on “Republic of Moldova – Republic of India: Opportunities for collaboration” which included various B2B meetings with the Moldovan industry. The forum was inaugurated by Ms. Georgeta Mincu, Minister, Ministry of Agriculture, Regional Development and the Environment, Government of Moldova. H.E. Gheorghe Leuca, Ambassador of the Republic of Moldova to India, Azerbaijan, Georgia and Iran, H.E. Mr. Thanglura Darlong, Ambassador of the Republic of India to the Republic of Moldova, Mrs. Rodica Verbeniuc, General Director of the Moldovan Investment Agency and Mr. Sergiu Harea, President of Chamber of Commerce and Industry of the Republic of Moldova addressed the participants and shared their views on the various opportunities of collaboration that exists between the two countries. Over 90 B2B meetings were held with Moldovan companies representing the Solar, Garments and Textiles, Wine, Meat, Bakery, Cheakpeas, Soft toys and others.







## 10. Visit to Moldovan Winery Cricova

A visit to the Winery of Cricova was arranged for the delegation before their departure to Istanbul, Turkey. The wine cellar of Cricova is the second largest wine cellar in Moldova. It boasts 120 kilometres of labyrinthine roadways, tunnels have existed under Cricova since the 15th century, when limestone was dug out to help build Chişinău. They were converted into an underground wine emporium in the 1950s. Half of the roadways are used for wine storage. The roads are named by the wines they store. This "wine city" has its warehouses, tasting rooms and other facilities underground. It goes down to 100 metres below ground and holds 1.25 million bottles of rare wine. The oldest wine dates back to 1902. The temperature is maintained at about 12 °C all year round (which is perfect for wine). The winery was used for hiding Jews in wine barrels during the Nazi invasion of the Soviet Union. The largest importer of Cricova wines is Kazakhstan. Previously Russia was the main importer, however this changed in 2014 when Russia imposed embargoes on Moldovan wine in retaliation for Moldova making moves towards joining the European Union.





### **Entrepreneurial Success Stories**

**Seamac Ltd** is considering investment in one of the wineries in Chisinau, Moldova

**R G Trading** is interested in leasing of 100 acres of land for Sugarcane farming near Chisinau. They have also met companies who are interested in importing garment and related textiles.

**Bohra Industrial Resources Ltd** are interested in importing wines from Moldova to Singapore and distributing the same to other countries in the region. They need samples of wine from various wineries for testing in Singapore before placing the orders.

**Kamtech Associates Pvt Ltd.** have received queries related to food processing especially export of frozen agro and horticulture produce.

**Lanexis Enterprises (P) Ltd.** will be interested in investing in case there is an opportunity for Steel, Paper and Aluminium Plants, Petrochemical - Refineries, Automobile, Food & Beverages, Power.

**Garam Dharam Restaurants** are keen to find a partner to build chain of Hotels and Casino in Chisinau.

**Pooja Realcon Pvt Ltd** are interested in importing wines to India from one of the wineries.



## Istanbul, Turkey (18-19 September 2019)

The business delegation travelled to Istanbul, Turkey led by Mr. Purrshottam Bhaggeria Chairman, International Affairs Committee for Eurasia, PHDCCI and Leader of the Delegation & Joint Managing Director, Filatex India Pvt Ltd. During the visit to Istanbul, a series of meaningful and fruitful meetings were organized for the business delegates under the guidance of Mr. J P Singh, Consul General, Consulate General of India, Istanbul with the support and cooperation of his colleague Mr. Purnojyoti Mukherjee, Consul, Consulate General of India, Istanbul. The delegation had several back-to-back business meetings with the senior representatives of the following agencies in Turkey which marked the success of the delegation:

1. Consulate General of India
2. Turkey – India Business Cooperation Seminar
3. Signing of MOU with DEiK
4. Istanbul Chamber of Commerce and Industry

## Discussions and Takeaways

### 1. Meeting with Consulate General of India

The PHDCCI delegation led by Mr. Purrshottam Bhaggeria Chairman, International Affairs Committee for Eurasia, PHDCCI & Joint Managing Director, Filatex India Pvt Ltd. called on Mr. J P Singh, Consul General, Consulate General of India and apprised him about the Chamber and its activities in the International arena. Mr. Singh welcomed the delegation and informed them about the trade relation between India and Turkey. He said that India tops the list of the countries identified by Turkey as preferred partner for trade. Bilateral India-Turkey trade has increased significantly in the preceding decade and a half. The major Indian exports to Turkey include: medium oils and fuels, man-made filaments and staple fibres, automotive spare parts and accessories, organic chemicals etc. Turkey's exports to India include: broken/unbroken poppy seeds; machinery and mechanical appliances, iron and steel articles thereof, inorganic chemicals, pearls and precious/semi precious stones and metals (including imitation jewellery), marble, etc.







## 2. Turkey – India Business Cooperation Seminar

The PHDCCI delegation participated in the Turkey – India Business Cooperation Seminar organised by Foreign Economic Relations Board (DEiK). Mr. Tevfik Donmez, Vice Chairman, Turkey – India Business Council, DEiK, welcomed the delegation and updated them about his own business relation with India for over 2 decades. The member of DEiK represented various sectors such as Agriculture, Machinery, Water Treatment, Rice importers, Logistics, Textiles and Chemicals. Mr. Donmez urged the Turkish companies to consider India as a long term partner to reap the benefits of trade.



## 3. MoU Signing between PHDCCI and DEiK

MoU was signed between PHDCCI and DEiK in the presence of Mr. J P Singh, Consul General, Consulate General of India. Mr. Purrshottam Bhaggeria Chairman, International Affairs Committee for Eurasia, PHDCCI & Joint Managing Director, Filatex India Pvt Ltd signed as witness on behalf of PHDCCI and Mr. Tevfik Donmez, Vice Chairman, Turkey – India Business Council signed on behalf of DEiK.





#### 4. Meeting with Istanbul Chamber of Commerce and Industry

B2B meetings were organised by Istanbul Chamber of Commerce and Industry for the PHDCCI delegation. Over 25 Turkish companies representing various sectors interacted with the delegation and shared their keen interest in exploring the business opportunities. They have shown interest in reciprocating a business delegation to India to identify and finalise the right business partners for their geographical expansion in South Asian market.





### **Leader of the Delegation**

**Mr. Purrshottam Bhaggeria**

**Chairman, International Affairs Committee for Eurasia, PHD Chamber of Commerce and Industry, Honorary Consul, Republic of Moldova in India and Joint Managing Director, Filatex India Limited**

Business Interest: Agencies dealing with Poly Filament Yarns

### **Members of the Delegation**

**Mr. Sandeep Jain**

**Director**

**Lanexis Enterprises (P) Ltd.**

Business Interest: Steel, Paper and Aluminium Plants, Petrochemical - Refineries, Automobile, Food & Beverages and Power

**Mr. Sanjeev Agrawal**

**Chairman**

**Seamac Ltd**

Business Interest: Soft Drink Manufacturing (Bottlers for Coca-Cola), Oil and Gas Industry, Hospitality and Real Estate

**Mr. Ajay Kumar Gupta**

**Managing Director**

**Kamtech Associates Pvt Ltd.**

Business Interest: Export of Frozen Agro, Horticulture produce, Parboil Rice and Global Consultants for ICT & ITES, Training and Skill Development, Start-up Incubation and others

**Mr. Gurinder Singh**

**Partner**

**R G Trading Company**

Business Interest: Sugarcane, Textile, Garments, Heena, Handicraft, items and Intimation Jewellery





**Mr. Rahul Rampuria**  
**Director**  
**Bohra Industrial Resources Ltd**

Business Interest: Mining, processing & exporting company that deals with the supply & export of Silica products, Wine Import

**Mr. Sushant Mishra**  
**Director**  
**Situs SNG Law Firm LLP**

Business Interest: Assistance in Legal Services

**Mr. Anil Kumar**  
**Director**  
**Pooja Realcon Pvt Ltd**

Business Interest: Real Estate and Hosuing Projects

**Mr. Sandeep Goswami**  
**Director**  
**Garam Dharam Resturants**

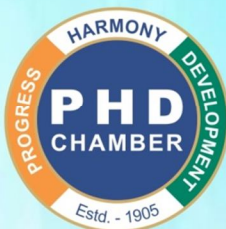
Business Interest: Hotel and Resturants

**Mr. Suni Kunj**  
**Protocol Office**  
**Consulate of Moldova in India**

### **Secretariat Member of the Delegation**

**Mr. Niraj**  
**Secretary (International Affairs)**  
**PHD Chamber of Commerce and Industry**





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