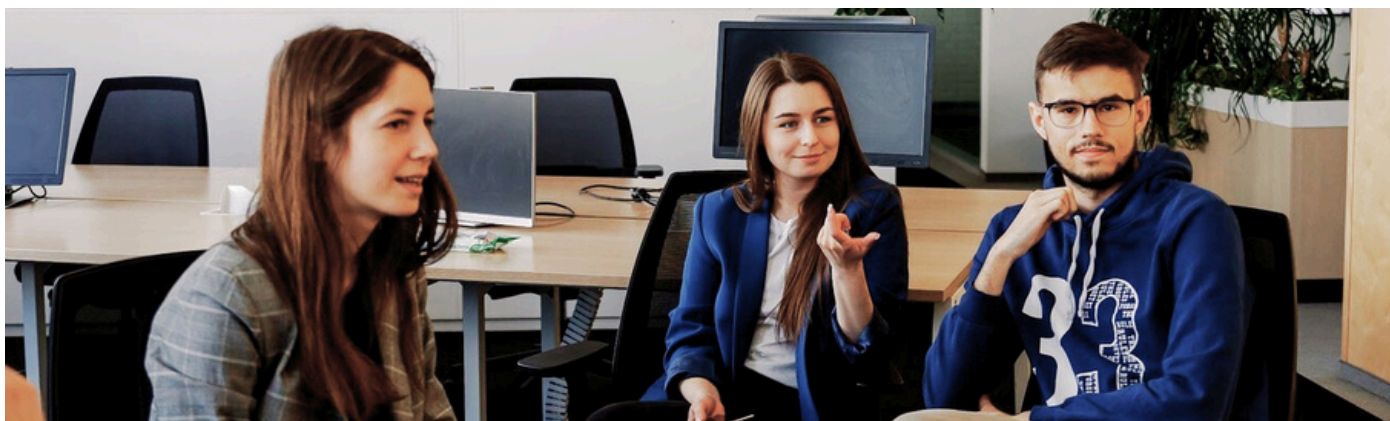


# ANNUAL REPORT

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# 2023





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# Table of contents

1. The 2023 year summary
2. About Startup Moldova: team and board members
3. Startup Community: ecosystem dynamics
4. Our Donors, Sponsors, Partners
5. Projects started in 2023
6. Online and offline events
7. Study visits and international events
8. Media Coverage
9. Interviews with Founders
10. Lobbying and advocacy in 2023
11. Mentorship for startups in 2023
12. Attachment: Financial Report 2023



# The 2023 year summary

The annual report is a comprehensive report on the activities of Startup Moldova throughout 2023. It is intended to give stakeholders and interested people transparent information about Startup Moldova activities and financial performance.

For Startup Moldova, 2023 was an important year, as the team grew with the coming of the new executive director, Natalia Bejan, and hiring of further personnel, but also with some changes in the board. The Foundation developed all basic needed regulations and procedure manuals, which were further checked during the internal audit run by an external audit firm.

In 2023, the team started projects of considerable size, largest of all being Digital Impact for Cahul with a grant budget of 7.800.000 MDL.

In 2023 the ecosystem of startups grew as well. 11 Moldovan tech startups raised 11 mil USD worth of private investments, mostly from foreign venture capital firms, but also 550.000 EUR from the business angel community, Mozaic.

## 2023 in numbers:

**250**

Startups Tracked

**9**

Founders  
interviews

**90+**

Investible  
Startups

**24**

Partners Perks

**16**

Offline Events

**3**

Online events



## Foreword from Natalia Bejan

Startup Moldova CEO, February 2022 - January 2023

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2023 has been a **year of growth** at Startup Moldova. The most important word of the year was: **the team**. This year we finally grew from 3 to 7 FTE and several part-time colleagues who instantly amplified the efforts of Startup Moldova.

Ilinca, Doina, Olesea, Mircea-Florin, Mircea, Artiom, as well as Catalina, Ligia, Denis - these names aren't just colleagues; **they're change-makers**.

2023 was also the year of some new **strategic partnerships**.

We are proud to be running the Digital Impact program with the EU Delegation, Sweden and ATIC support. 12 companies from Cahul region & Chisinau get our support and enable communities for a tech transformation.

In 2023 we also received the core funding support from USAID, Sweden and UK Aid, through the Future Technologies Activities program. Core funding for a non-profit organisation is an incredible support, but also a sign of trust and validation - which we cherish and value.

Startup Moldova Summit - another milestone of 2023. We dared to bring our community together and were amazed to see a positive and empowering response from many countries in the region, and hundreds of people engaged.

Last, but perhaps even the most important: **founders**. All we do at Startup Moldova is led by a strong belief in the potential of the Moldovan innovators. Getting to know new names, leaders, winners - is always the biggest motivator.

I am hopeful about the future of the Moldovan startup ecosystem. It takes a village, and a little more. And I am confident that we got it.

Thank you,  
Natalia







**Foreword from Olga Melniciuc**  
Startup Moldova CEO, January 2024 - Present

**Startup Moldova is ready to reach new heights in 2024.**

This year, we're committed to delivering even more results to our startups. We want every startup to have the support and tools they need to succeed both here in Moldova and around the world. To achieve this, the Startup Moldova Foundation will be focusing on the following areas:

**Investments:** We will be bringing in more financial resources and ensuring that local startups can access affordable capital. In 2024 we will also lay the foundation of the Startup Moldova Fund to help startups secure the funding they need at every stage - from early development to growth and expansion.

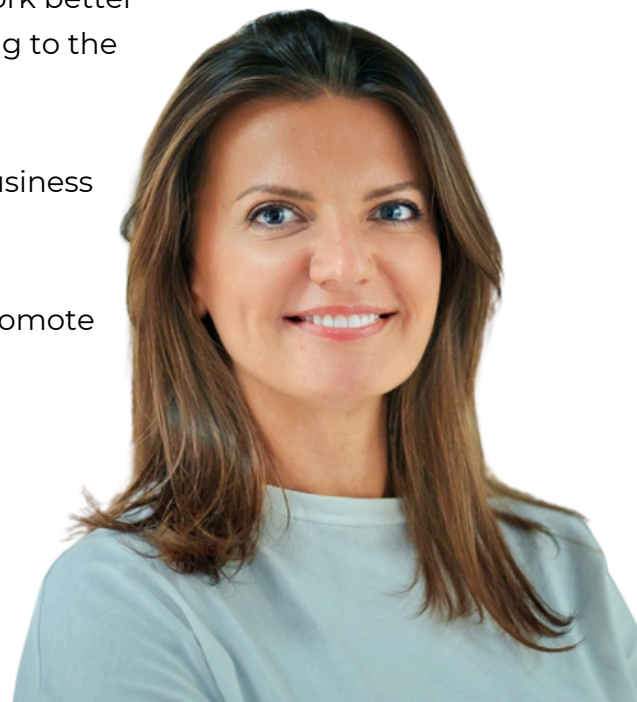
**Spotlight:** We're going to make our startups well-known both locally and, especially, overseas. By showcasing our entrepreneurs on the global stage, we aim to help them open up new markets and create opportunities for networking with international investors and partners.

**Community:** Indeed, it takes a 'village' to raise a startup! We will ensure that all parts of the startup community work better together and support each other's efforts, contributing to the success of the Moldovan startup ecosystem.

**Advocacy:** We remain dedicated to improving the business environment. We will continue to work closely with government bodies to influence policies that support economic growth and technological progress, and promote the culture of entrepreneurship and innovation.

Join us on this adventurous, challenging, yet incredibly rewarding journey!

Sincerely,  
Olga Melniciuc





# About Startup Moldova

## Who we are?

Startup Moldova is a private non-profit organization, founded by the National Association of ICT Companies (ATIC) and led by a Board, which approves the strategic directions of development, the foundation's priorities, activities and budget.

The team, led by the Executive Director, ensures the implementation of these directives and priorities through its events, programs and activities.

Startup Moldova Foundation is an active enabler of the Moldovan startup ecosystem, a partner and supporter of the startup community and individual startups.

## Our mission

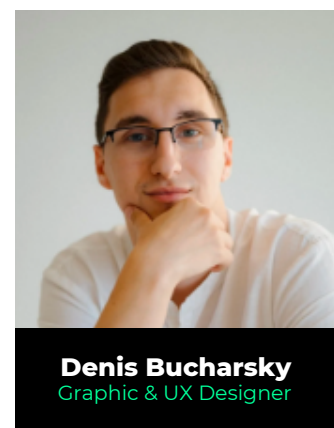
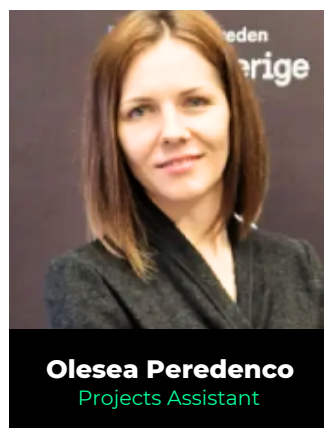
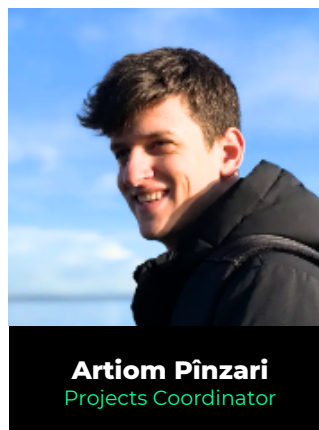
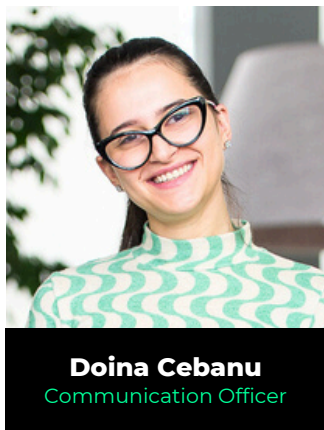
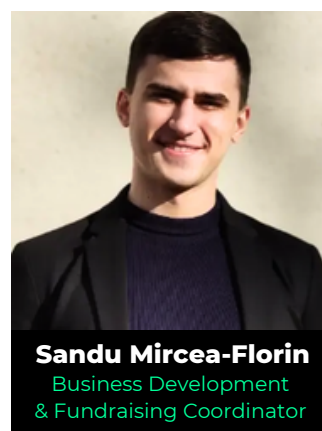
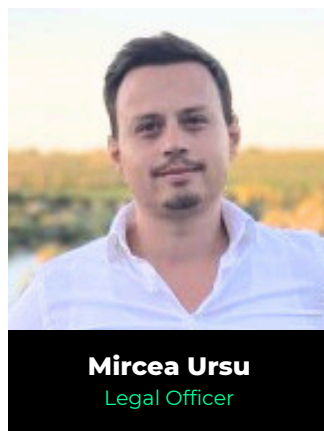
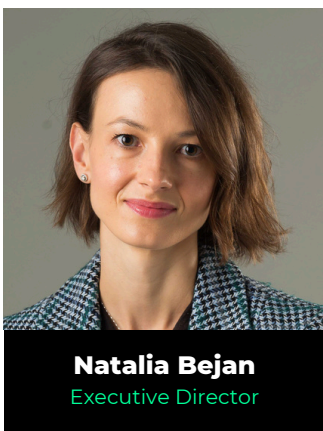
The Startup Moldova Foundation is dedicated to fostering innovation, entrepreneurship, and digital transformation in the Republic of Moldova.

Our mission is to empower startups, entrepreneurs, and innovators by providing them with necessary resources, support, and opportunities they need to thrive and to contribute to the economic growth and prosperity of our nation.



# Team

In the year 2023, the team at Startup Moldova was composed of six full-time professionals holding diverse roles: Executive Director, Community Manager, Business Development & Fundraising Coordinator, Communication Officer, Projects Coordinator, and Projects Assistant, complemented by three part-time team members. Throughout the year, we recruited five full-time members, each contributing their distinct skills and expertise to advance our mission of nurturing innovation and offering unwavering support to entrepreneurs.



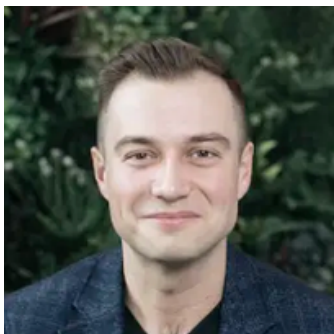


# Board Members

In 2023, Startup Moldova experienced noteworthy changes in its board structure. We bid farewell to Mr. Tarlev Vitalie after his dedicated 2-year term. In his place, we welcomed Roman Stirbu, as a delegate of Tekwill - one of the organizations holding 1 seat in the Startup Moldova board, and Vasile Tofan, Senior Partner at Horizon Capital, both bringing valuable expertise to our board. Additionally, Natalia Donțu, Administrator of Moldova Innovation Technology Park, joined us, enriching our tech and innovation focus.

Notably, Nikolay Manolov and Vitalii Petrosyan, both delegated by ATIC, along with Vasile Granaci and Eugene Tsyркlevich, remained active board members. Their continued contributions have been instrumental since the inception of Startup Moldova in 2021.

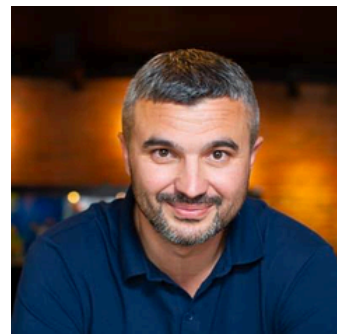
These changes reflect our commitment to diverse and expert-driven leadership, guiding the strategic direction of Startup Moldova. Anticipate further developments in the board as we progress in 2024.



**Vasile Granaci**  
Head of EMEA at Oyster



**Nikolay Manolov**  
Founder XOR



**Vitalii Petrosyan**  
CEO, Founder Langly Ou



**Natalia Donțu**  
Administrator – Moldova  
Innovation Technology Park



**Eugene Tsyркlevich**  
Founder & CEO Parkopedia



**Vasile Tofan**  
Senior Partner  
– Horizon Capital



**Roman Stirbu**  
CEO Simpals





# Startup Community

The database of Moldovan tech startups tracked by Startup Moldova at the end of 2023 included over 90+ tech startups ready to attract investment, mature startups that already have a full-time involved team, MVP and (in most cases) traction.

However, Startup Moldova also keeps track of teams that are just at the beginning of their journey, supporting them in the process of growth and development.

## Community size

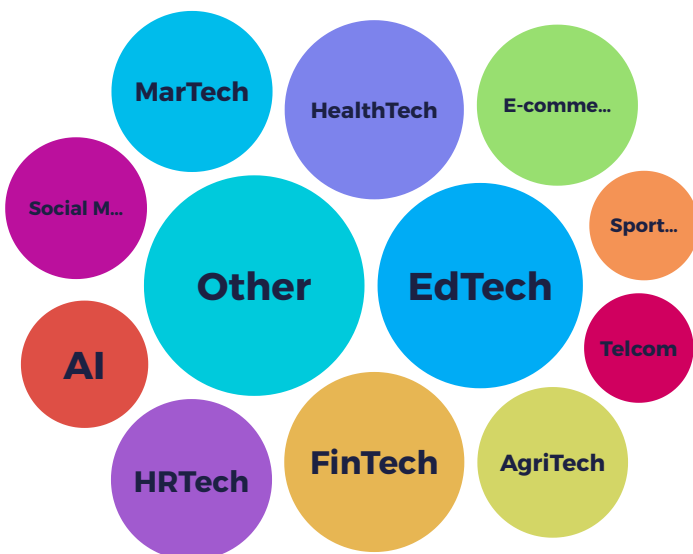
**+250**

Startup Ideas & Teams

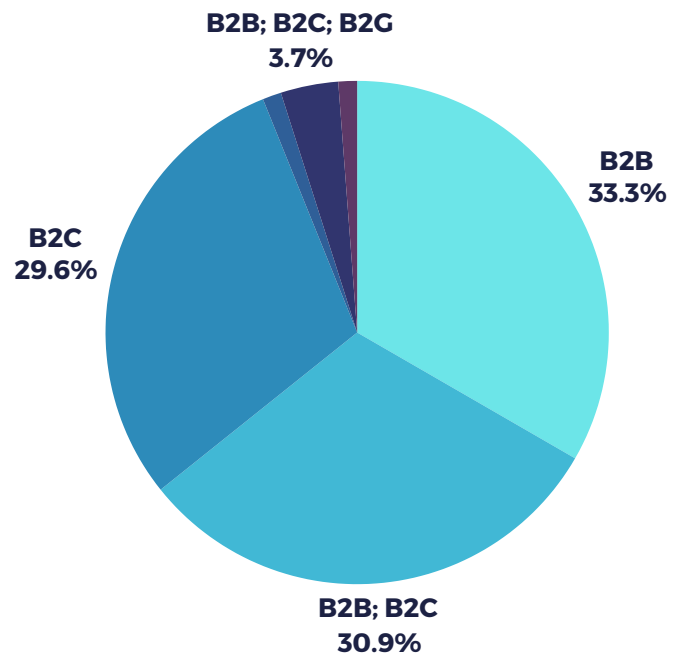
**90+**

Actively Fundraising Startups

### Verticals:



### Business Model:





# Startup ecosystem dynamics

80%

STARTUPS ARE LEGALLY REGISTERED IN  
COUNTRIES, BESIDES MOLDOVA



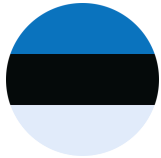
Romania



UK



Singapore



Estonia



US



Kazakhstan

15+  
mil USD

RAISED IN 2022-2023  
BY 25 STARTUPS

80%

PLANNING TO FUNDRAISE  
IN THE NEXT 18 MONTHS

22%

WOMEN FOUNDERS



# Our Donors and Sponsors

In 2023, Startup Moldova received strategic backing from numerous local and international partners. Each of these organizations played a pivotal role in advancing our mission to help and valorify the expansion and progress of the local startup landscape. We express profound gratitude for their alignment with our mission, as it contributes to our commitment to construct a resilient ecosystem for startups in our region.

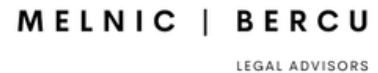




# Partners

## Local Partners

Our mission is inherently inclusive, and while we remain open and supportive of the efforts of all community and ecosystem builders in Moldova, the ones listed below are the ones with whom we actively organize events or programs in partnership in 2023.



## International Partners

In 2023, we expanded our network of partnerships with organizations beyond Moldova, drawing inspiration from some of the most influential partners in the region and globally to glean insights on fostering a thriving tech startup ecosystem within our local context.







# Partners Perks

We established partnerships with 24 global companies. These cooperative alliances led to a multitude of benefits for startups from Moldova, and we are excited to maintain this ongoing collaboration. These partners have reaffirmed their support, providing a diverse array of resources to our local startup community.





# 2023 Projects: Digital Impact: Phase I

**DIGITAL IMPACT  
PROGRAM** CAHUL 2022-2024

STARTUPS FOR CAHUL

## Digital Impact Program for Cahul Region

**Implementation period:** October 2022 - May 2024

**Donors:** EU Delegation, Embassy of Sweden, ATIC

**Project scope:** Offering financial and mentorship support to 12 companies from Cahul region in their journey to digitalize an initiative with strong local impact. The project is managing a total grant fund of 7.800.000 MDL.



In Progress

### Cahul Museum

The project will digitize the museum heritage, which will lead to increased interactivity with the objects exhibited at the museum, raising the number of visitors and promoting the tourism in the Cahul region.



Completed

### Association of Grape Producers

Members of the Association will now use digital traps, weather stations, and other installed equipment to monitor important field indicators. With this support, they can schedule their workdays, harvest collection, taking into account weather indicators or those analyzing insect norms.



In Progress

### GAL "Lunca Prutului de Jos"

The project will develop a platform to promote the Lunca Prutului de Jos destination, with e-commerce and booking functionality included.



Completed

### SRL Svirol-Agro

The project set out to implement systems to optimize agricultural production processes by implementing a Cloud-type Farm Management System. Svirol-Agro can also now benefit from GPS units, trackers for the people who use them, and digitalized fuel meters.



Completed

### SVC INTER

SVC INTER can now benefit from an app allowing its users to rate and buy wines during tasting. The app also allows users to stock and monitor wines' conditions placed at Rizov Family.



In Progress

### Palace of Culturelui de Jos"

The project aims to create a digital platform called CahulActiv for the administration and promotion of all extracurricular and cultural activities carried out in the municipality of Cahul.



# 2023 Projects: Digital Impact: Phase II



STARTUPS FOR CAHUL

## Digital Impact Program for Cahul Region

**Implementation period:** October 2022 - May 2024

**Donors:** EU Delegation, Embassy of Sweden, ATIC

**Project scope:** Offering financial and mentorship support to 12 companies from Cahul region in their journey to digitalize an initiative with strong local impact. The project is managing a total grant fund of 7.800.000 MDL.



In Progress

### Bend Technologies

The project is an innovative low-code tool in the Embedded Analytics field designed for SaaS solutions. It connects to the client's SaaS database, allowing any user, even without advanced database knowledge, to build interactive analytical reports



In Progress

### Euroalun

Euroalun seeks to digitalize at least 30 agricultural businesses in the region. The project will span at least four sectors of agriculture: fruits, winemaking, vegetables, and annual crops.



In Progress

### Ecar Concept

"The Echarge Moldova Project" is a local software-based initiative aimed at monitoring and installing fast charging stations for electric vehicles in the Cahul Region and the Republic of Moldova. With its innovative features, it will offer 24/7 access and support.



In Progress

### Bloomcoding

The project is designed to have a profound impact on the Cahul region by generating training and employment opportunities. It will focus on two main activities: a talent training program and the introduction of virtual and augmented reality technologies in Cahul schools, while also promoting online programming lessons at Bloomcoding.



In Progress

### Best of You

OTO will develop interactive digital menus in multiple languages and introduce features such as requesting a waiter with a simple click, instant bill payment with an indication of the payment method (card or cash), and real-time customer feedback.



In Progress

### Rocketminds

Rocketminds will develop an innovative trading platform for the apicultural industry. Platform's objective is to streamline and optimize the buying and selling of apicultural products, initially focusing on honey and later expanding to cheese, milk, and wine.



# 2023 Projects: Joboteca & ESTDEV



## Future Founders Hackathon

**Implementation period:** February 2023 - July 2023

**Donors:** European Union in Moldova

**Project scope:** The Future Founders Hackathon complements the optional subjects "Fundamentals of Entrepreneurship" and "Personal Development and Career Design" by introducing pupils to the world of startups - innovative technology companies that are changing the way we operate and work.

### Activities:

1. Organization and running courses for teenagers for 10 schools and more than 100 kids
2. Holding online mentoring sessions for teams participating in the Hackathon, 3 sessions
3. Planning and organizing a Hackathon for about 50 young people
4. 3 donation contracts and 3 handover-receipt agreements with the winning institutions



## Wellbeing Hackathon and Trainings for teachers

**Implementation period:** October 2023 - December 2023

**Donors:** The Estonian Centre for International Development & Triumf Health

**Project scope:** The project focused on supporting the development of digital educational technology applications, learning materials, and organizational solutions in the general educational ecosystem of the Republic of Moldova.

### Activities:

1. 5 Partnerships with schools: Da Vinci lyceum, Heritage International School, Prometeu ProTalent, Spiru Haret Lyceum, Pro Succes Lyceum
2. An online training with 90 teachers and 2 on-site visits to schools
3. Wellbeing Hackathon with 70 kids





# Offline Events run in 2023



## Founders Meetup with Dumitru Alaiba

**Date:** April 11, 2023

**Event description:** The the startup community had a chance to address concerns and challenges and present ideas for improving the ecosystem development alongside the Deputy Prime Minister. Moreover, they shared their vision of the future of entrepreneurship in Moldova and highlighted the potential of the country.



## Startup Weekend Energy Tech

**Date:** April 28 - 30, 2023

**Event description:** During the 54-hour event, 7 teams were formed and worked on a range of topics related to EnergyTech. From agricultural support to energy efficiency and bill management to monitoring of underground water resources, the ideas generated were truly impressive.



## Demo day, #WMF2023 Festival

**Date:** May 3, 2023

**Event description:** Moldova's startup ecosystem has reached a new milestone as six promising startups participated in the prestigious WMF Festival in Rimini, Italy. The event provided a unique platform for these entrepreneurs to showcase their ideas, receive valuable feedback, and connect with potential partners and investors.



## Community events, 2023

### We are Tech

**Date:** May 27, 2023

### How to Pitch with Tal Catran

**Date:** June 12, 2023

### Media and Startups Speed Dating

**Date:** August 25, 2023



**Events description:** Community events are a powerful tool for startups to establish themselves, build relationships, and grow within their industry and the local community. Through such events, Startup Moldova offers this tool, bringing together diverse businesses and professionals, and believes that engaging in local or industry-specific events fosters a sense of community.



## Founders Meetup: Arcadie Albul and Vadim Jealeascov

**Date:** September 26, 2023

**Event description:** The “Founders Meetup: A Dialogue with Banking Leaders” united entrepreneurial intellects and banking experts for an evening of informative discourse, professional connections, and collaborative knowledge-sharing.



## Techstars Startup Weekend

**Date:** October 20-22, 2023

**Event description:** The October 2023 edition of Startup Weekend Chişinău was a remarkable event that brought together 79 participants, making it one of the biggest startup weekends in Chişinău’s history. The event featured an impressive total of 11 pitches, showcasing a wide range of innovative and ambitious ideas, making it a vibrant platform for entrepreneurial creativity.



## Dead Startups Gala

**Date:** October 31, 2023

**Event description:** The Dead Startups Gala brought together entrepreneurs, innovators, and business enthusiasts to reflect on the stories of failed startups. The event featured six speakers, each sharing the journeys of their failed ventures. These stories spanned a diverse range of industries, from technology to IT, and lost innovations.



## Talk to an Investor: Vladimir Gidirim

**Date:** November 7, 2023

**Event description:** Startup Moldova hosted a captivating event featuring Vladimir Gidirim, co-founder of Garage Syndicate. During this two-hour workshop, attendees had the unique opportunity to gain insights into Vladimir’s extensive portfolio of investments, which totals an impressive 350+.



## Investment policy decisions: workshop with Vladimir Gidirim

**Date:** December 7, 2023

**Event description:** Vladimir Gidirim’s portfolio is a testament to his keen eye for promising startups. During the workshop, he shared insights into the ups and downs of various startups he has invested in, offering attendees a rare glimpse into the decision-making process of an experienced investor.





# Flagship events in 2023

## Energy Tech Forum

**Date:** July 14, 2023

The Energy Tech Forum – Powering Moldova served as an essential platform for bringing together energy experts, government officials, representatives of the private sector, and technology pioneers, with the aim of developing a constructive dialogue about the future of sustainable energy in the country.



What became clear is that the future depends on cooperation between various actors, innovation, and a deep understanding of the needs and aspirations of consumers.

## Conference

**Alternative Financing Methods for Startups and SMEs**

**Date:** December 8, 2023

Organized through a collaborative effort by Startup Moldova, Fagura, Investitii.md, Innovate Moldova, USAID Moldova, and the embassies of Sweden and the UK in Chisinau, this conference illuminated the path to innovative financial solutions. At the heart of this movement is the recognition of various alternative funding instruments that can power the growth of Moldovan startups and SMEs.





# Startup Moldova Summit, 2023



**320+**

Offline participants

**6700+**

People joining us online

**60+**

Co-founders of Startups

**19**

Countries  
represented

**20+**

VCs and investors

**50+**

One-to-one meetings  
with investors

Held on March 17 in the vibrant city of Chisinau, the 2023 edition of the Startup Moldova Summit stands as a testament to Moldova's burgeoning tech and entrepreneurial spirit.

At Startup Moldova Summit 2023, we aimed to foster relationships and networking within the Moldovan community, while also facilitating connections with international resources: **investors, community builders, partners, and mentors.**

Participants delved into illuminating discussions, hands-on workshops, and networking sessions that fostered collaboration and innovation. As we reflect on the event's highlights and successes, it's clear that the future of tech entrepreneurship in Moldova is brighter than ever.

Moldova has a growing base of tech startups. The Startup Moldova Summit 2023 served as the platform where we showcased these startups and connected them to opportunities for growth and scale.





# Online Events run in 2023

**TALK TO AN INVESTOR**

**W. Benson Metcalf**

Managing Partner & CEO  
at 2.0 Ventures  
(Former Bain & Co. Former Pluralsight)

10 July, ONLINE

6 PM  
(Eastern European Time - EET, Moldova)

## Talk to an Investor: Benson Metcalf

Date: July 19, 2023

**Event description:** A former Bain consultant, Metcalf is known for his unique '2.0' approach to venture capital, which has successfully propelled numerous SaaS and e-commerce businesses to new heights. One of the highlights of the event was the participation of several promising startups from Moldova, including unde.io, Renter, Selftalk, and Redu. These teams exchanged insights and communicated directly with Mr. Metcalf, gaining invaluable lessons to apply to their own ventures.

**MICROSOFT FOR STARTUPS**

Founders HUB

## Workshop: Microsoft for Startups

Date: November 3, 2023

**Event description:** Startup Moldova hosted an online workshop featuring Adrian Gheorghe, Partner Development Advisor Partner & ISVs at Microsoft CE1. The workshop provided valuable insights, tips, and tricks on Microsoft for Startups Founders Hub. One of the unique features of Microsoft for Startups Founders Hub is the level of technical support and guidance it offers.

STARTUP MOLDOVA ESTDEV Triumf Health

TRAINING 28 NOIEMBRIE 16:00 ONLINE,ZOOM

**Căutăm profesori cu cunoștințe în limba engleză**

Pasionați de sănătatea mintală a copiilor pentru a participa la un training de **calificare cu certificat**, oferit de un startup din Estonia susținut de ESTDEV

## Training for teachers on mental health

Date: November 28, 2023

**Event description:** 90 Teachers attended an essential training session exploring brain development and the impact of mental health in education. This training provides an opportunity to gain an in-depth understanding of the complexities of brain development in the context of education and how teachers can help support the mental health of pupils.

The training was facilitated by:

- Merilin Reede, an expert in inclusive education, and
- Dr. Kadri Haljas, a psychologist with extensive experience working in the field of mental health.





# Study visits and events in 2023

## Study visit to London

with community builders

Period: 27 - 29 June, 2023

Study visits to:

1. Founders Factory
2. Atomico
3. Eden Base
4. Parkopedia
5. Techstars
6. Antler Global
7. Embassy of Moldova in London

The impact of this study visit is sure to be felt as these individuals return to their homeland, armed with newfound knowledge and a shared vision for the growth and advancement of Moldova's tech startup ecosystem.

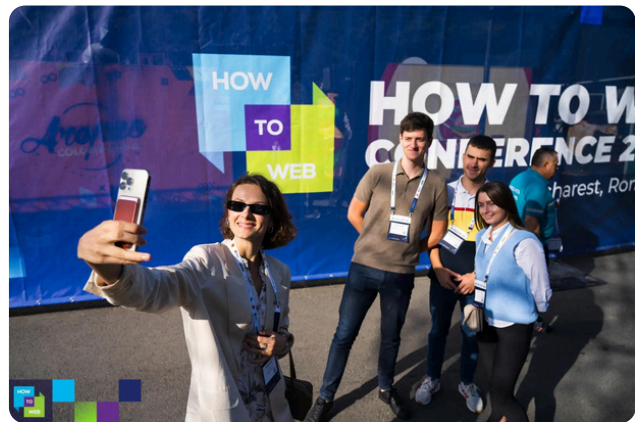


## Startup Moldova

### at How to Web

Period: 5 - 6 October, 2023

Startup Moldova team, alongside community colleagues from Dreamups, Yep Moldova, XY Partners, and several founders of 12 startups from the Republic of Moldova, participated together at How to Web in Bucharest. The event provided excellent networking opportunities, enabling us to establish connections with potential partners and investors.



## We make Future, Rimini

Period: 15 - 17 June, 2023

6 Moldovan Startups Pitch Innovative Ideas at WMF Festival - Largest Digital Innovation Festival On The Planet. The startups showcased a diverse range of ideas, from cutting-edge technology solutions to social impact projects that aim to make a positive difference in society. The event provided a unique platform for these entrepreneurs to showcase their ideas, receive valuable feedback, and connect with potential partners and investors.

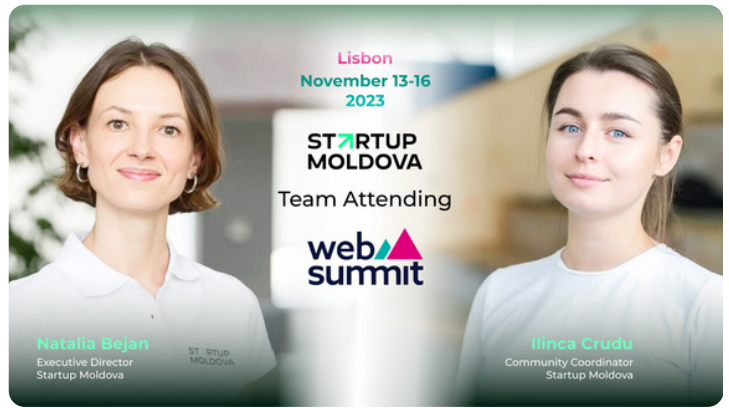


We are proud to announce that 6 Moldovan startups pitched at WMF in RIMINI

## Web Summit, Lisbon

Period: 13 - 16 November, 2023

Web Summit is crucial for community builders as it offers unparalleled networking opportunities, access to the latest industry trends and innovations, and a global perspective on community-building strategies.



## Latitude 59, Tallinn

Period: 13 - 16 November, 2023

Achievements:

1. Knowledge and insights
2. Learning from success stories
3. Networking opportunities
4. Ecosystem engagement
5. Strategic partnerships



## Surge Summit, Georgia

Period: 5 - 7 September, 2023

Achievement:

Startup Moldova as one of the community partners for the Surge Summit.



## Sweden, 2023

Qualification trainings:

Results Based Management, org. by SIDA

Period: 30 May - 1 June, 2023

Trade Academy Trade Promotion, org. by

Kommerskollegium, National Board of Trade Sweden

Period: 14 - 21 November, 2023



## The next Web, Amsterdam

Period: 15 - 16 June, 2023

## Startup Without borders, Cairo


Period: 10 - 11 February, 2023





# Interviews with Founders

In pursuit of our mission, Startup Moldova is dedicated to uncovering the journeys (and products) of local startups. We actively engage with their narratives, comprehend their endeavors, and champion their innovative products. Throughout 2023, we did and shared 9 insightful interviews featuring the visionary founders behind Moldovan tech startups.



Get to know the community  
roborex docs

**#GetToKnowTheCommunity**  
**Roborex Startup, Transforming Legal Documents experience for Everyone.**


In our rapidly evolving world, the legal landscape is no exception to the transformative power of technology. roborex, a Moldovan startup, has emerged as a key player, utilizing advanced technology to streamline the process of legal document generation. This article ...



**3 Mental Health Startups**  
A Path To Emotional Well Being

**#DigitalHealth**  
**Innovative Mental Health Startups Transforming Well-being: A Closer Look**

In today's fast-paced world, where stress and anxiety seem to be constants in our lives, the importance of mental health has never been clearer. According to NHS England, one in 4 adults and one in 10 children experience mental illness. ...



**#GetToKnowTheCommunity**  
**Langly startup: Revolutionizing English Language Learning method**

Revolutionizing English: Langly, a dynamic startup, was born from a compelling vision rooted in the power of English language proficiency as a universal tool for global communication. With approximately 60 million non-English speakers in the United States alone,

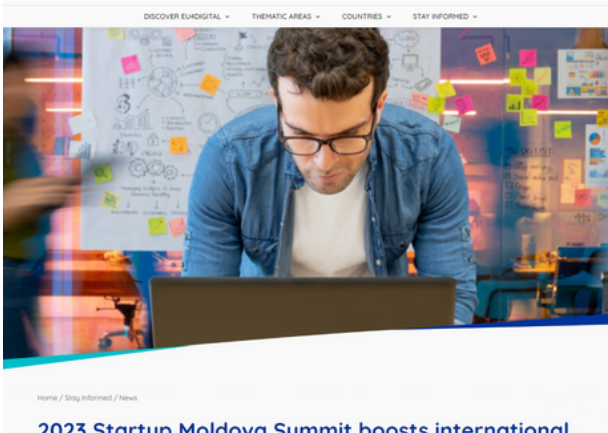
9

interviews posted  
and promoted in  
2023



# International Media Appearances in 2023

# 10+



## Startup Moldova Summit 2023 - 17 martie - startup-urile din Moldova se întâlnesc cu investitorii

Viad Andriescu

Abonată pe Google News | Urmăriți

Cel mai mare eveniment dedicat scenei de startup-uri tech din Republica Moldova, Startup Moldova Summit 2023, va avea loc pe 17 martie la Chișinău. La eveniment vor fi startup-uri și investitori din regiune.



## The Startup Ecosystem of Moldova

Moldova has 1 city in the top 1000 and is ranked 22nd in Eastern Europe.

[Download the Global Startup Ecosystem Index 2023](#) →

## COUNTRY RANKING

Moldova's startup scene saw an increase in 2023 and jumped 3 spots from the previous year, outranking Panama.

Population

3.1

Million

Regional Ranking

22nd<sup>0</sup>

In Eastern Europe

Global Ranking

85th<sup>+3</sup>

Worldwide

## Synergia między Mołdawią a Polską w przestrzeni startupów technologicznych

Data publikacji: 03.11.2023, 12:48  
Artykuł sponsorowany

Na europejskiej scenie technologicznej Mołdawia czyni stale i znaczące postępy. Dzięki przyjaznej polityce podatkowej dla firm IT – 7% zryczałtowanemu podatki od przychodów oraz zobowiązaniu obecnego rządu do cyfryzacji 75% usług publicznych do końca 2024 r., Mołdawia wyraźnie pokazuje swoje zaangażowanie w budowanie cyfrowego ekosystemu. Część tego planu obejmuje wspieranie wzrostu startupów technologicznych i rozwoju innowacyjnych firm produkujących produkty technologiczne.



## Startup Moldova Summit 2023

Published: 9 martie 2023



Eveniment organizat de Startup Moldova Foundation, dedicat comunității startupurilor tech din Republica Moldova, care reunește alături de startupuri, fondatori de startupuri, investitori, precum și reprezentanți ai sectorului privat și public din Moldova și din strălămate. Pe lângă panouri și speech-uri din partea unor speakers internaționali, evenimentul include și o sesiune de pitch-uri ale unor startupuri din Moldova.

## An Exclusive Interview With Natalia Bejan – Executive Director At Startup Moldova

30 SEPTEMBER | JULY 21, 2023 | 12 MINUTE READ

come to our new series of insightful interviews where we engage with practicing PR professionals and experts to uncover the practical aspects of public relations. Today, we are led to have [Natalia Bejan](#), the Executive Director at [Startup Moldova](#), join us for an exclusive conversation.

Natalia brings a wealth of experience in fostering startup growth and creating a supportive system for entrepreneurs. As the Executive Director of Startup Moldova, she has been instrumental in connecting tech startups with mentors, investors, and partners, both within Moldova and internationally. Join us as we delve into Natalia's strategies, challenges, and successes, offering valuable takeaways for PR enthusiasts and aspiring entrepreneurs alike. Let's live into the world of public relations and startup development with Natalia Bejan.

## Startup-uri din Republica Moldova, la evenimentul „How To Web” din București

de [Natalia Zgherea](#) · 9 octombrie 2023 · Actual, Cultural, Economic



Innovative Funding Solutions Explored at “Alternative Funding for Startups and SMEs” Conference in Moldova





# Lobbying and Advocacy

5

Position papers

10

Model documents

10+

Mentorship sessions

STARTUP  
MOLDOVA



STARTUP  
MOLDOVA

Nr. 4  
20 septembrie 2023

To: STRIPE | Payment Processing Platform for Internet

On behalf of Startup Moldova Foundation, Moldova Innc Moldova Agency and the Economic Council to the Prim writing this letter to express our interest in having Strig and to highlight our openness to support along the way y Many Moldovan private entities, including e-commerce sta not only aware of the functionalities that Stripe brings to have expressed their active interest in making these fun too.

In this regard, we kindly request to initiate discussions opportunity to carry out your business activity in Moldova, the process.

Our proposal and intention is mirrored as well by changes through recently:

- The European Parliament voted on May 5, the resoluti country status for the Republic of Moldova.
- Moldova is aligning itself to the European developme fact supported by the Government's approval of the

DocuSign Envelope ID: A6381FDE-293D-4A8E-8AEF-EC02E8C4A2B8

STARTUP  
MOLDOVA

Nr. 3  
25 Iulie 2023

Domnului Prim-ministru al Republicii Moldova, Recean Dorin  
Domnului Viceprim-ministru și Ministru al Dezvoltării  
Economice și Digitalizării, Alalba Dumitru

Piața Marii Adunări Naționale, Nr. 1  
Chișinău, Republica Moldova

Scrisoare deschisa  
in vederea extinderii mandatului Moldova Innovation & Technology Park

Domnule Prim-Ministru, domnule Viceprim-Ministru,

Salutam si incurajam implicarea accelerata a guvernului din ultimele luni in imbunatatirea cadrului in care activeaza companiile din Republica Moldova, mai cu seama startup-urile. Ne bucuram mult de votarea legii crowdfunding, dar si pasii luati in vederea imbunatatirii semnificative a legii SRL.

Prin aceasta scrisoare, noi, Fundatia Startup Moldova, impreuna cu semnatarii alaturati, membri activi ai comunitatii de startup-uri tech din Republica Moldova, dorim sa exprimam sustinerea prelungirii mandatului MITP pentru un termen aditional de 10 ani, in formula si conditiile actuale, asa cum a fost promis public de mai multe ori de reprezentantii guvernarii.

Domnului Prim-ministru al Republicii Moldova, Recean Dorin

Domnului Viceprim-ministru și Ministru al Dezvoltării  
Economice și Digitalizării, Alalba Dumitru

Piața Marii Adunări Naționale, Nr. 1  
Chișinău, Republica Moldova

AVIZ

egii nr. 77/2016 cu privire la parcurile pentru tehnologia informației

omnule Viceprim-ministru,

sterului Dezvoltării Economice și Digitalizării al Republicii Moldova de a 6 cu privire la parcurile pentru tehnologia informației, echipa Fundației Startup ativ a VĂ comunica mai multe aspecte ce țin de activitatea MITP și schimbările

tup Moldova, considerăm aportul facilității fiscale implementate prin MITP ca oare enormă nu doar pentru dezvoltarea sectorului IT din Moldova per se, dar stițiilor de către startup-urile moldovenești, devenind o carte de vizită i ne bucurăm că un astfel de mecanism există și că rezultatele acestuia sunt

## Model documents

STARTUP  
MOLDOVA

LEGAL DOCUMENTS FO  
Termeni și condiții de utilizar

TERMENI ȘI CONDIȚII [WWW](#).

### 1. PREZENTARE ȘI DEFINIȚII

Site-ul [www](#) este deținut de către Societatea \_\_\_\_\_ cu sediul \_\_\_\_\_ înregistrată la ASP \_\_\_\_\_, societate deni urmează, în mod generic „Deținătorul” sau „Companie” site-ului.

Site-ul [www](#) prezintă serviciile oferite și activitatea derulată de către Deținător. Totodată, prin i ului se asigură posibilitatea de abonare în vedere primirii de informări periodice (newsletter), p de înscriere a participanților la diverse evenimente organizate, servicii supuse acestor termeni, nu vor fi stipulate condiții speciale pentru fiecare caz în parte.

Următorii termeni vor fi definiți după cum urmează:

- **Utilizator** – orice persoană care accesează site-ul sau care se va putea înregistra la un n fiind interesată de serviciile deținătorului site-ului, se abonează în vederea primii periodice (newsletter) sau se înscriere ca participant la evenimente organizate și care s să respecte prezentul set de reguli, fiind răspunzător pentru acțiunile sale pe site;
- **Serviciu** – furnizarea către utilizator a accesului la platforma prin intermediul căreia se vedere primirii de informări periodice (newsletter) sau se poate înscriere ca participan organizate de către companie.

1. Service contract for Startups
2. Service agreement for Startups
3. Shareholder agreement
4. Organization statute. Sole associate
5. Organization statute. Multiple administrators
6. Organization statute. Multiple associates
7. Not - disclosure agreement
8. Individual employment contract
9. Website terms and conditions
10. Code of ethics





# Mentorship for Startups

The primary objective of the mentorship sessions program is to support and guide startup entrepreneurs in their business journey. Mentoring sessions are designed for startup founders. Their purpose is to provide support, guidance & hands-on experience for entrepreneurs growing their businesses. Mentoring in this context involves collaboration between a startup founder (mentee) and a mentor, who is a person with extensive experience in business, entrepreneurship, or the specific field of the startup.

## Results of the year 2023:

Mentors

**15+**

Mentorship sessions

**85+**

Hours mentored

**140+**

Startups mentored

**40+**

Accesses to the mentoring page

**500+**

## Areas of mentoring sessions for startup founders:

- UX/UI product design
- Intellectual property rights
- Online/Offline marketing
- Backend development
- Pitch deck and pitching development
- Business model canvas
- Market analysis
- Sales and operations
- HR management
- Legal counselling
- Data analysis
- Accounting
- Coaching sessions
- Fintech
- Computer security
- Financial assessments of investment risks
- Go to Market Strategy

**SITUAȚIILE FINANCIARE**  
**ale organizației necomerciale**  
pentru perioada 01.01.2023 - 31.12.2023

**Date de identificare**

Entitatea: FUNDATIA STARTUP MOLDOVA

Adresa:

Raionul(municipiul): 106, DDF RASCANI

Sat(comuna/sector): 0150, SEC.RISCANI

Strada: SEC.RISCANI str. Studentilor nr.9 bl.11

Cod postal:

Cod CUIO: 39077898

Cod IDNO: 1021620002848

Activitatea principală: S9499, Activitati ale altor organizatii n.c.a.

Forma de proprietate: 18, Proprietatea organizațiilor și mișcărilor obștești

Forma organizatorico-juridică: 910, Fundații

Codul fiscal: 1021620002848

Conducătorul: Bejan Natalia

Executantul: ANA MARIA NICOLAESCU

Telefon: 068883777

E-mail: contabil2.nga@gmail.com

WEB:

Numele și coordonatele al contabilului-șef: DI (dna) Nicolaescu Ana Maria Tel. 068883777

Unitatea de măsură: leu

Anexa 3

**SITUAȚIA MODIFICĂRILOR SURSELOR DE FINANȚARE**  
de la 01.01.2023 pînă la 31.12.2023

Nr. d/o	Indicatori	Cod rd.	Sold la începutul perioadei de gestiune	Majorări	Diminuări	Sold la sfârșitul perioadei de gestiune
1	2	3	4	5	6	7
1	<b>Mijloace cu destinație specială</b>					
	Finanțări cu destinație specială din bugetul național	010				
	Finanțări cu destinație specială din bugetul local	020				
	Granturi	030	51871	123229	175100	0
	Asistența financiară și tehnică	040	531207	10693980	9742081	1483106
	Alte finanțări și încasări cu destinație specială	050				
	<b>Total mijloace cu destinație specială</b> (010 + 020 + 030 + 040 + 050)	060	583078	10817209	9917181	1483106
2	<b>Mijloace nepredestinate</b>					
	Donații	070				
	Ajutoare financiare	080				
	Alte mijloace nepredestinate	090				
	<b>Total mijloace nepredestinate</b> (070 + 080 + 090)	100				
3	<b>Contribuții ale fondatorilor și membrilor</b>					
	Taxe de aderare și cotizații de membru	110				
	Alte contribuții	120				
	<b>Total contribuții ale fondatorilor și membrilor</b> (110 + 120)	130				
4	<b>Fonduri</b>					
	Aporturi inițiale ale fondatorilor	140	17440			17440

	Fondul de active imobilizate	150			
	Fondul de autofinanțare	160	-234143	310112	75969
	Alte fonduri	170			
	<b>Total fonduri (140 + 150 + 160 + 170)</b>	180	-216703	310112	93409
5	<b>Alte surse de finanțare</b>	190			
	<b>Total surse de finanțare (060+100+130+180+190)</b>	200	366375	11127321	9917181 1576515

Persoanele responsabile de semnarea rapoartelor financiare ale entității\* Bejan Natalia

\* conform art.36 din Legea contabilității

## BILANȚUL

Anexa 1

la 31.12.2023

Nr. cpt.	ACTIV	Cod rd.	Sold la	
			Începutul perioadei de gestiune	Sfârșitul perioadei de gestiune
1	2	3	4	5
1.	<b>Active imobilizate</b>			
	Imobilizări necorporale	010		
	Imobilizări corporale în curs de execuție	020		
	Terenuri	030		
	Mijloace fixe	040		
	Investiții financiare pe termen	050		
	Alte active imobilizate	060		
	<b>Total active imobilizate (010+020+030+040+050+060)</b>	070		
2.	<b>Active circulante</b>			
	Materiale	080		
	Obiecte de mică valoare și scurtă durată	090		
	Producția în curs de execuție și produse	100		
	Creanțe comerciale și avansuri acordate	110		305526
	Creanțe ale bugetului	120	1059	1058
	Creanțe ale personalului	130	934	170
	Alte creanțe curente, din care	140		2750
	Creanțe privind mijloacele cu destinație specială	141		
	Numerar	150	551159	1672576
	Investiții financiare curente	160		
	Alte active circulante	170	30128	
	<b>Total active circulante (080 + 090 + 100 + 110 + 120 + 130 + 140 + 150 + 160 + 170)</b>	180	583280	1982080
	<b>Total active (070 + 180)</b>	190	583280	1982080
	<b>PASIV</b>			
3.	<b>Capital propriu</b>			
	Corecții ale rezultatelor anilor precedenți	200	X	
	Excedent net (deficit net) al perioadei de gestiune	210	X	310112
	Aporturi inițiale ale fondatorilor	220	17440	17440
	Fond de active imobilizate	230		
	Fond de autofinanțare	240	-234143	-234143
	Alte fonduri	250		
<b>Total capital propriu (200+210+220+230+240+250)</b>	260	-216703	93409	

4.	<b>Datorii pe termen lung</b>			
	Finanțări și încasări cu destinație specială pe termen lung	270		
	Datorii financiare pe termen lung	280	100000	
	Alte datorii pe termen lung	290		
	<b>Total datorii pe termen lung (270 + 280 + 290)</b>	300	100000	
5.	<b>Datorii curente</b>			
	Finanțări și încasări cu destinație specială curente	310	583078	1483106
	Datorii financiare curente	320		
	Datorii comerciale și avansuri primite	330	17363	273452
	Datorii față de personal	340		25607
	Datorii privind asigurările sociale și medicale	350		91315
	Datorii față de buget	360	2	15191
	Venituri anticipate curente	370	99540	
	Alte datorii curente	380		
	<b>Total datorii curente (310 + 320 + 330 + 340 + 350 + 360 + 370 + 380)</b>	390	699983	1888671
	<b>Total pasive (260 + 300 + 390)</b>	400	583280	1982080

### SITUAȚIA DE VENITURI ȘI CHELTUIELI

Anexa 2

de la 01.01.2023 pînă la 31.12.2023

Indicatori	Cod rd.	Perioada de gestiune	
		precedentă	curentă
1	2	3	4
Venituri aferente mijloacelor cu destinație specială	010	461282	4407169
Cheltuieli aferente mijloacelor cu destinație specială	020	461282	4405825
<b>Excedent (deficit) aferent mijloacelor cu destinație specială (010 – 020)</b>	030	0	1344
Alte venituri (cu excepția veniturilor din activitatea economică)	040	751	1077316
Alte cheltuieli (cu excepția cheltuielilor din activitatea economică)	050	223830	1142803
<b>Excedent (deficit) aferent altor activități (040 – 050)</b>	060	-223079	-65487
Venituri din activitatea economică	070	59124	374255
Cheltuieli din activitatea economică	080	69215	
<b>Rezultatul: profit (pierdere) din activitatea economică (070 – 080)</b>	090	-10091	374255
Cheltuieli privind impozitul pe venit	100		
<b>Excedent net (deficit net) al perioadei de gestiune (030+060+090–100)</b>	110	-233170	310112

**Documente atașate - Notă explicativă (fișierul pdf)**