

I. FACTS



Background

When established: «ZAW ENERGY» is a young company founded in November 2016 with an ambitious idea to contribute to the development of the renewable energy sector in the Republic of Moldova.

- **Provided services / goods:**
- Construction of photovoltaic systems
- Consulting
- Development of a technical documentation.
- Services for coordination of Development, Erection, Commissioning and Service of the Hydroelectric Systems and High Voltage Substations in cooperation with STE ENERGY company (Italy).
- **Value proposition:** The company is specialized in the construction of photovoltaic parks, hydroelectric power plants, industrial installations, medium and high voltage electrical substations
- **Main competitive advantage:**
- The company have high qualified engineering staff.
- Is one of the pioneers on the renewable energy market in Moldova and is close to reach an important goal of 10MW of PV installations within 2022. Currently the company has already implemented about 5 MW projects of photovoltaic systems.

General info

Sector: Electrical Works

Sub-sector: Construction of Photovoltaic Parks,
Hydroelectric Power Plants, Industrial Installations,

Location: Chisinau, Republic of Moldova

Management and ownership

CEO: Zveaghintev Vitali

Ownership: Zveaghintev Vitali (100%)

General background of the management

- **Who is who?** The management of the company is ensured by the Founder of the company Zveaghintev Vitali.
- **Project owner (s):** The company is the sole owner of its solutions.
- **Zveaghintev Vitali – General Director** has more than 12 years of experience in this business and is responsible for coordination of Development, Erection,

commissioning and Service of photovoltaic systems.

- **Cusnir Anastasia – Executive Director** studies in Business and Administration, Economic Law, and is responsible for General Management.
- **Zveaghintev Vladimir** – development of construction drawings, order management, work process management.

Location

- Office address: șos. Muncești 77, Chișinău, Moldova
- Facilities address: șos. Muncești 77, Chișinău, Moldova
- Warehouse address: or. Stefan Voda, s. Semiomovca

Local vs Export market (2019 year).

-Main serviced markets, share (%)

Local market: 50%

Export market: 50% Italian

-Working and Serviced languages: Russian, Romanian, English, Spanish

ACEM¹:

- The company is not a member of ACEM.

Key-numbers

	2017	2018	2019	2020	2021 (01.01-30.06)
Turnover	200.000 LEI	2 .117.847 LEI	2.651.969 LEI	10.317.157 LEI	16509616.75 LEI
Profit	11044 LEI	1.424.895 LEI	1.610.831 LEI	3.625.863 LEI	
No. of employees	1	3	5	8	19

II. SUCCESS

Technical qualifications

¹ Association of Companies in the Electronics Industry of Moldova <https://www.eliri.md/news/ACEM>



Infrastructure:

- Office space: 70 m²
- Workstations: 8+
- Production space: The company have

available extension.

- Main infrastructure: (Office, Warehouse)

Technical skills/Expertise

- Engineering tools & skills: Installation tools, electrical tools for the commissioning and service, different skills accumulated with the abroad experience related to the design, sizing, troubleshooting, etc.
- Software tools & skills: Microsoft Office (Excel, Word, Power Point, Project, One Note) 1C, Adobe Illustrator, etc.
- Design tools & skills: AutoCad, EPLAN (Electrical design), PVSyst (PV plant design), etc.

E.g. Electronics manufacturing services (EMS): Through-hole technology (THT), Surface-mount technology (SMT), manual assembly (hand placement) or by automated insertion mount machines; PCB layout programs: Altium Designer, Autodesk, Proteus Design Suite etc.

Quality policy (Quality Assurance, Certifications)

- Management involvement and commitment: The head of engineering is responsible for Quality, technical design, coordination of the projects.
- Quality Assurance process: Director is managing all main processes as:
 - o Meetings, Offer Preparation, Negotiations and contract signature
 - o Technical design overview and approval
 - o Material orders and store availability monitoring
 - o Installation process monitoring
 - o Testing and Commissioning

COMPETITIVE ADVANTAGE OF <i>ELECTRONICS</i> COMPANIES				
No	Asset	Topic on competitive advantage	Check list (YES/NO)	If YES - company's specific description on the topic
1	Offer	Product design & offerings (diversified services)	Yes	<ul style="list-style-type: none"> - Construction of photovoltaic systems - Consultation - Development of a technical documentation

				<ul style="list-style-type: none"> - Services for coordination of Development, Erection, Commissioning and Service of the Hydroelectric Power Plants and High Voltage Substations in cooperation with STE ENERGY company (Italy).
2	People	Talent (highly skilled professionals)	Yes	<p><u>KEY-personnel:</u></p> <ol style="list-style-type: none"> 1. 1 Project manager (12 + years' experience, technical studies) 2. 2+ Team leads (5-12 + years' experience, technical studies and Management) 3. 2 +Engineers (12+ years' experience, Engineering) 4. 1 + QA Specialist (12 + years' experience)
3	Process	Integrated/standardized /unified process framework	Yes	<p>Project management methodology:</p> <ul style="list-style-type: none"> - The company is using a Excel and customizable business process management system - an integrated soft 1C.
4		Manage complex e-commerce systems & platforms	No	<ul style="list-style-type: none"> - The company is developing a new web page that support e-commerce.
5	Price	Price positioning	Yes	<ul style="list-style-type: none"> - Proposed price – Middle-High segment of the market oriented on high qualified service and staff.
6	Agile	Adaptability (to customer needs and market), agile approach	Yes	The company adapt very quickly to any customer needs which are part of company specialization.
7	Client	Customer-facing (strong client-oriented relation and communication)	Yes	<ul style="list-style-type: none"> - The management of the company is responsible for communication with clients and project management.
8		Ability to innovate quickly (customer-centered innovation, adapted solutions)	Yes	<ul style="list-style-type: none"> - The company is an integrator of new and innovative solution for renewable energies.
9		Success stories (BIG & RELEVANT client cases)	Yes	<p>Story 1. PDG FRUCT SRL. The 100 kW photovoltaic plant was built to cover the energy consumption of the industrial cool store.</p> <p>Story 2. „ ARIVAPROD SRL” The 100 kW photovoltaic plant was built on land to provide electricity to a large agrocomplex.</p> <p>Story 3. GRIGOCRIS COM SRL The 60 kW photovoltaic plant was built to cover the energy consumption of the industrial cool store</p> <p>Story 4. TECO ST SRL The 400 kW photovoltaic plant was built on land as an investment project.</p> <p>Story 5. TOP VALDAR SRL The 1MW photovoltaic plant was built on land as an investment project.</p>

III. SAMPLES OF THE WORK DONE

Client groups:

- Agricultural sector
- Commercial
- Governmental
- Household
- Others

References:

Story 1. PDG FRUCT SRL

See the Annex to this Letter with recommendations

Story 2. ARIVAPROD SRL

Story 3. GRIGOCRIS COM SRL

Story 4. TECO ST SRL

Story 5. TOP VALDAR SRL

Story 6. REGINA NATURII SRL

Story 7. MEMILIT SRL

Story 8. EUROLUMINA SRL

Story 9. VICTORIA MARKET SRL

Story 10. DEONER EXIM SRL

IV. INVESTMENT OFFER

Project Description:

- Goal, objective (investment attraction OR partners' finding)
 1. The company is interested in finding new partners working in the energy sector including field of renewable energies.
 2. Finding investors in construction of new photovoltaic stations.
 3. Finding investor for the development of new production related to PV panels and/or Lithium Battery Technology

- Why invest OR why collaborate with; Investing in solar power plants is a way to significantly optimize energy costs through the "Net Metering" principle, from a business perspective there is an opportunity to sell energy at a fixed tariffs. For the foreign investors there is a possibility to invest in bigger than 1MW PV plants (up to 25MW for 2020) through the tenders.

At the same time, because of reduced cost of man power and geographic position, Moldova is attracted for the foreign investors in order to establish production of the parts/equipment related to renewable energy sector.

- Competitive advantage (market description, competitors, market target groups, etc.).
 - The company have high qualified engineering staff.
 - Is one of the pioneers on the renewable market in Moldova and is close to reach their first 1 Megawatts of photovoltaic stations.

Market description: The renewable energy sector is quite new for the Republic of Moldova. The market is just being formed, and we are directly involved in its formation. Development of RES sector depends strongly of the subsidies and support schemes from the Government

Competitors:

There are different companies offering similar services. Is difficult to trace/verify their capacity and technical preparation in this specific field because of their wide specialization in different sectors (civil works, general construction, resellers, etc.)

Investment Offer/ Types of Collaboration (if applicable)

- Proposed capital / equity structure
- Investment schedule
- Proposed exit policy
- Pricing methods

Contact Details (director & team leaders):

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