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German Development Cooperation
GIZ Office Chisinau, Moldova

To whom it may concern

Thomas Foerch
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F
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Your reference
Our reference SBC 18/2022

02/11/2022

Project Completion Certificate

| | |
|---|---|
| Project (incl. project no. and contract no.) | Strong Businesses and Communities for Moldova project (Project No. 21.2228.1-001.00, Contract No. 83407289) |
| Lead executing Agency | Export Partners SRL |
| Country | Republic of Moldova |
| Client / Origin of funds | GIZ Office Chisinau, Moldova 73/1, Stefan cel Mare si Sfint Blvd. NBC, 8th floor MD-2001 Chisinau, Republic of Moldova |
| Contract value | 33,808.33 EUR |
| Contract duration | 17.05.2022 - 31.07.2022 |
| Service description | Background study for project interventions in selected locations: Edinet, Straseni, Leova, Soroca, Comrat Team of experts: Asetila Köstinger (Team Leader); Cornel Coser, Andrei Crigan, Sabina Crigan, Mariana Puzderi |

Deutsche Gesellschaft für
Internationale Zusammenarbeit (GIZ) GmbH

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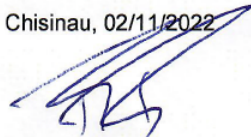
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Chairperson of the Supervisory Board
Jochen Flasbarth, State Secretary

Management Board
Thorsten Schäfer-Gümbel (Chair)
Ingrid-Gabriela Hoven

This is to certify that all services have been delivered to our full satisfaction and in line with the contractual terms.

Chisinau, 02/11/2022



Thomas Foerch
Head of Project



Gligor Stojkov
Head of Component



MINISTERUL AFACERILOR EXTERNE ȘI INTEGRĂRII EUROPENE
AL REPUBLICII MOLDOVA
DIRECȚIA COOPERARE BILATERALĂ
Serviciul Diplomatie Economică

Str. 31 August 1989 nr. 80, MD-2012 Chișinău • Tel.: (373 22) 578205 • Fax: (373 22) 232302 • <http://www.mfa.gov.md>

Chișinău, Moldova, April 2021

REFERENCE

The Ministry of Foreign Affairs and European Integration (MFAEI) of the Republic of Moldova confirms that company Gateway & Partners (headquartered in Riga, Latvia) has implemented the project „*Support MFAEI in prioritizing geographies with the highest potential for investment attraction and export promotion - Prioritizing the distribution of economic attachés in the Republic of Moldova*” that was financed by German Corporation for International Cooperation GmbH (The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH). The contract value of the project was 11,500 EUR (excl. VAT).

During the project, the Consultant conducted the following tasks:

1. Analysis of the current practice of geographic prioritization and allocation of Economic Attachés including the qualitative survey of economic attaches;
2. Assessment of the efficiency of the current investment attraction and export promotion efforts by the diplomatic missions;
3. Identification of the top macroeconomic indicators that make a geography (country/region/city) attractive in terms of investment attraction and export promotion potential for diplomatic missions;
4. Development of an unbiased methodology for prioritizing the distribution of Economic Attachés among Moldovan diplomatic missions;
5. Alignment of the methodology with key stakeholders involved (MFAEI, Moldovan Investment Agency).

Company “Gateway & Partners” processed and proposed substantiated data on 35 top countries with the highest potential for the placement of the Moldovan economic attaches in the Economic Commercial Bureaus (ECB). Among the top proposed countries there were USA, Italy, Germany, Russia, Romania, Netherlands, Great Britain, France, Spain, Switzerland.

The Consultant has provided the services and implemented the project in accordance with the agreed timeframe and in accordance with the contractual requirements and quality indicators.

The Ministry of Foreign Affairs and European Integration (MFAEI) recommends cooperation with Gateway & Partners in researching the market potential, in proposing policy measure and supporting state entities (agencies, ministries) in their efforts to prioritize public policy actions.

Digitally signed by Meșter-Balan Tatiana
Date: 2021.04.20 12:22:20 EEST
Reason: MoldSign Signature
Location: Moldova



Tatiana Meșter-Balan

Chief of Economic Diplomacy Division, Bilateral Cooperation Directorate
Ministry of Foreign Affairs and European Integration of the Republic of Moldova

Tel: +373 22578260

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Latvian Federation of Food Companies (LPUF)
Reg. no. 40008056587
Republikas laukums 2, 510. kab.,
Rīga, LV-1981

Rīga, 07.03.2016.

Reference

Latvian Federation of Food Companies (LPUF), its Board member Ligita Turnere, verifies that company SIA "GatewayBaltic" (reg. no. 40003703819), has implemented two group partner attractions projects in Sweden between January 2015 and December 2015 with a contract value greater than 20 000 EUR including VAT.

During the project following aims were reached:

1. identified and researched more than 60 partner companies in Sweden;
2. did market research about overall food market situation as well as particular sectors covered by Food Cluster members;
3. launched the communication with potential partners in Sweden and presented them the Food Cluster producers and their offers;
4. developed a written report, reflecting the overall situation of project implementation and gave recommendations for the next steps;
5. organized a 3-5 day business visit for the groups to Sweden where they met with 4-8 companies to discuss potential cooperation.

Company "GatewayBaltic" has provided the services and implemented the project in accordance with the agreed time frame and in accordance with the contractual requirements and quality indicators.

Latvian Federation of Food Companies (LPUF), recommends cooperation with SIA "GatewayBaltic" in attracting potential partners abroad, researching the interested markets and coordinating export sales.

Ligita Turnere
Member of the Board
Latvian Food Company Federation (LPUF)
Tel.: + 371 29485677
E-mail: ligita.turnere@lpuf.lv





**VINUL
MOLDOVEI**
O LEGENDĂ VIE

IP Oficiul Național al Viei și Vinului

”Export partners” S.R.L
Dlui administrator
COSER Cornel

24.06.2019

Chișinău,

Stimate dle Coser Cornel și echipa,

Prin prezenta, IP “Oficiul Național al Viei și Vinului” ține să vă mulțumească pentru buna organizare a evenimentului B2B matchmaking din Bruxelles, Belgia.

Urmare a discuțiilor avute cu companiile vinicole, dorim să menționăm interesul sporit față de formatul acestui eveniment, care ar putea fi replicat și pe alte piețe strategice.

Desigur, rămânem în așteptarea unor rezultate măsurabile din partea producătorilor, lucru ce se poate realiza într-o săptămâna sau poate 6 luni. Cert este faptul că toate companiile au avut întâlniri și discuții constructive pentru realizarea acestui obiectiv, iar succesul va depinde în mare parte de cooperarea mutuală între părți.

În speranța unei cooperări frumoase pe viitor, primiți stimate domn, cele mai sincere urări de bine.

Cu considerație,

Director
I.P National Office for Vine and Wine
Gheorghe Arpentin



Ex: Digolean Andrian
Tel:068263000



RECOMMENDATION LETTER

To whom it may concern:

Our company, "Regina Naturii" is one of the leading honey producer in the Republic of Moldova. Company produces several varieties of high-quality honey.

"Regina Naturii" used Gateway&Partners services for entering in German market in 2017, including marketing material preparation for Germany. We are strongly recommending Gateway&Partners as they demonstrated excellent working ethic and skill, which helped our product to start its first sales in German market.

Nicanor NEGRU

Owner and CEO of the company



Address: Costesti, Ialoveni district, Republic of Moldova
Tel: +373 69887768, +373 62189994
Email: info@reginanaturii.com

SCRISOARE DE RECOMANDARE

De la: *Agenția de Investiții din Republica Moldova*
Pentru: *Export Partners SRL (Gateway & Partners Moldova)*

Noi, Agenția de Investiții din Republica Moldova ne exprimăm aprecierea față de colaborarea instituției noastre cu compania Export Partners SRL (*Gateway & Partners Moldova*).

Am ales să colaborăm cu Gateway&Partners ca furnizor de servicii de instruire în domeniul dezvoltării exportului și analizei potențialului de piață, datorită calității deosebite a serviciilor prestate și a eficienței cu care echipa Gateway abordează proiectele propuse.

Am avut ocazia să colaborăm cu Gateway în patru proiecte de instruire/training în cadrul evenimentelor „Export Morning” (Exportul de Dimineață) unde echipa Consultantului a prezentat potențialul de export și perspectivele de dezvoltarea a relațiilor bilaterale dintre republica Moldova și: România, Polonia, Bulgaria, Germania (4 evenimente separate în perioada Mai 2019 – Martie 2020). Adicional, Gateway a organizat discuții cu speakeri care reprezintă companii cu istorii de export pe piețele respective, totodată moderând evenimentul de instruire cât și sesiunile de discuții.

Avem intenția fermă de a continua colaborarea cu echipa Gateway pentru încă cel puțin două evenimente de instruire similare dedicate Italiei și Cehiei, în lunile martie și aprilie respectiv.

În concluzie, recomandăm cu fermitate compania Export Partners SRL (*Gateway & Partners Moldova*) ca fiind un Consultant profesionist și de încredere pentru orice entitate care necesită soluții calitative de consultanță, inclusiv instruire/training în domeniul dezvoltării afacerilor.

Rodica Verbeniuc,
Director General al Agenției de Investiții





SCRISOARE DE RECOMANDARE

De la: Ygrick – Group (Biantti)

Pentru: *Export Partners SRL (Gateway & Partners Moldova)*

Ygrick-Group (marca comercială Biantti), producător local de produse ecologice, își exprimă aprecierea față de colaborarea companiei noastre cu compania Export Partners SRL (*Gateway & Partners Moldova*).

Cunoscând îndeaproape profilul companiei Gateway&Partners și înțelegând nivelul înalt de expertiză și experiență regională și internațională a companiei, am ales să colaborăm cu Consultantul pentru a realiza o vastă analiză de piață aferentă potențialului de export al produselor horticole pe piața europeană. Biantti a fost interesată să înțeleagă dacă potențialul de export de cătină este argumentat pentru piața Olandei, Belgiei, Franței și Germaniei. Astfel am solicitat Consultantului determinarea potențialului de export pe aceste piețe.

Gateway a venit cu o soluție foarte relevantă și argumentată – a propus realizarea unui studiu privind cerințele de piață/marketing, inclusiv prin realizarea unor interviuri cu personalul focusat pe achiziții de pomușoare în țările respective. În paralel, Consultantul a studiat cerințele de intrare pe piață (tehnice, comerciale, sezoniere) și a propus strategia de abordare a piețelor și de dezvoltarea a exportului.

Drept rezultat, Gateway a realizat un studiu complex, obiectiv și la zi care a furnizat companiei noastre o foarte bună înțelegere a pieței de pomușoare (în particular cătină) nu doar în baza surselor secundare, dar mai ales în baza interviurilor cu personalul comercial aferent domeniului!

Avem intenția fermă de a continua colaborarea cu echipa Gateway pentru alte proiecte într-o perspectivă apropiată, în special legat de strategii de export, competitivitate, potențial/studii de piață. Recomandăm ferm compania Export Partners SRL drept un Consultant cu înaltă expertiză și etică!

Director Ygrick – Group (Biantti)
Igor Golban



ZERNOFF VODKA

Seven Times Filtered

Nr. 103 din 20.03.2020

Ref: Recomandarea serviciilor de elaborare a Strategiei de dezvoltare a exportului de produse de vodcă **Zernoff** realizate de **Gateway & Partners** (Export Partners SRL).

Acest proiect a implicat cercetarea, identificarea, analiza și prioritizarea piețelor potențiale de export pentru produsele de vodcă **Zernoff**, ceea ce a permis focusarea activităților de vânzări pentru a încuraja exporturile companiei. **Zernoff** are o cifră de afaceri totală de 20+ milioane de euro și peste 200 de angajați. Informațiile despre companie și produsele sale se găsesc la www.zernoffvodka.com.

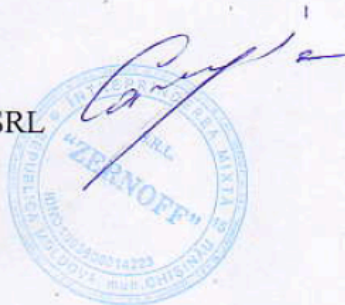
Vă scriu această scrisoare drept recomandare pentru serviciile furnizate de **Gateway & Partners** (Export Partners SRL). În ultimii ani am lucrat mână în mână cu echipa **Gateway & Partners** pentru a ne ajuta cu numeroase servicii, inclusiv dezvoltarea Strategiei de export, căutarea de parteneri, cercetări și analize de piață. Nu a fost nici un moment în care să dea greș și au livrat serviciile calitativ și la timp, fiind un partener de încredere pentru noi.

Strategia a fost realizată în 5 etape, începând cu analiza comerțului global cu vodcă, trecând la evaluarea individuală a 25 de țări selectate. A fost realizată analiza comparativă a celor 25 de piețe în baza unor criterii legate de cele mai bune condiții de cooperare pentru Zernoff în a începe exportul, urmată de o analiză aprofundată a 5 piețe de export prioritare. Raportul finalizându-se cu un rezumat al Strategiei și un plan de acțiune pentru dezvoltarea exporturilor pe 3 ani.

Aș dori să luați în considerare **Gateway & Partners** (Export Partners SRL) pentru nevoile dvs. de consultanță în afaceri. Am avut o experiență bună cu ei în ultimii ani pentru serviciile pe care ni le-au oferit. Prin urmare, recomand cu tărie serviciile lor.

Cu stimă,

Eduard DIACIUC
Director
IM "ZERNOFF" SRL





Enterprise Estonia (EAS)
Reg.no. 90006006
Lasnamäe 2, 11412, Tallinn

Tallinn, 05.01.2017.

REFERENCE

Enterprise Estonia (EAS), its Development Consultant Tiina Truuväart, verifies that company SIA GatewayBaltic (reg. no. 40003703819), has implemented four group partner attraction projects to Iceland, Austria, Kazakhstan and Turkey between March 2016 and December 2016. The projects were co-financed with a total contract value above 85 000 EUR.

In the project to Iceland there were 7 Estonian companies from different industries participating. More than 50 individual business meetings with companies from Iceland were organised.

In the project to Austria there were 10 Estonian companies from different industries participating. More than 40 individual business meetings with companies from Austria were organised.

In the project to Kazakhstan there were 10 Estonian companies from different industries participating. More than 50 individual business meetings with companies from Kazakhstan were organised.

In the project to Turkey there were 5 Estonian companies from different industries participating. More than 25 individual business meetings with companies from Turkey were organised.

During the all four projects SIA GatewayBaltic was assisting with the development of export strategy in the corresponding country – potential partners were found, seminars with local experts were organised and all the necessary practicalities during the projects were offered, including accounting tasks as preparation of contracts, invoices, travel reports etc. and administrative assistance as trip organisation, bookings, travel plans.

SIA GatewayBaltic has provided the services and implemented the projects in the accordance with the agreed time frame and in the accordance with the contractual requirements and quality indicators.

Tiina Truuväart
Development Consultant
Enterprise Estonia
Phone: [+372 6279 541](tel:+3726279541)
E-mail: Tiina.truuvaart@eas.ee

Reference signed with e-signature on January 5, 2017.

Rīga, 09.02.2016.

Reference

SIA "Premium Chocolate", its Director Laura Sebre, verifies that company SIA "GatewayBaltic" (reg. no. 40003703819), its Project Manager Dārta Dzērve, has implemented a project for company SIA "Premium Chocolate" during March 2014.

During the project following aims were reached:

1. identified and researched 29 potential partner companies in Iceland and their contact details;
2. launched in the communication with potential partners in Iceland and presented them the company and its offer;
3. developed a written report, reflecting the overall situation of project implementation and gave recommendations for the next steps in Iceland;
4. organized a 3 day business visit for SIA "Premium Chocolate" to Iceland where company met with 6 companies to discuss potential cooperation.

Company "GatewayBaltic" has provided the services and implemented the project in accordance with the agreed time frame and in accordance with the contractual requirements and quality indicators.

SIA "Premium Chocolate" recommends cooperation with SIA "GatewayBaltic" in attracting potential partners abroad and researching the interested markets.

Laura Sebre
Director
SIA "Premium Chocolate"
Tel.: +371 2642 8824
E-mail: laura.sebre@nelleulla.com



28/01/2015

Sofia, Bulgaria

Letter of Reference

CANADEAN of 12 Faraday Court, Rankine Road, Daneshill, Basingstoke, Hants. RG24 8PF, UK, hereby confirms that "GatewayBaltic" Ltd. has been conducting market research in the beverage industry of the three Baltic countries of Latvia, Lithuania and Estonia as a subcontractor for Canadean since January 1st, 2010.

The market research field work activities done on behalf of Canadean have included in-depth executive interviews, public data and information gathering, market statistics analysis, market pricing monitoring, forecasting for up to 5 years, as well as quarterly and annual beverage market monitoring.

The services delivered to date by "GatewayBaltic" Ltd. have been completed in accordance with the terms and conditions of the contract, and up to quality standards of content and delivery required by Canadean.



Ivan Kolarov
Regional Research Manager
Canadean

Vilnius, Lithuania, 18.01.2017

To whom it may refer

Reference

Enterprise Lithuania, on behalf of its Senior Project manager Rasa Narušaityte, confirms that "GatewayBaltic" SIA has been working on four months ongoing support in export related activities and face to face business meeting organization for six Lithuanian food producers.

During the four months project time, GatewayBaltic helped to develop export sales for two companies in France, two in Sweden and two in Germany. GatewayBaltic was assisting in export strategy development as well as finding and communication with potential cooperation partners. During project there were 30 warm sales leads generated for each of the company and organized several face to face meetings.

The project was co-financed with total contract value for the project – 84 390 EUR + 21% VAT. The project took place from 18th August 2016 to 18th December 2016.

"GatewayBaltic" SIA has provided the services and implemented the project in accordance with the agreed time frame and in accordance with the contractual requirements and quality indicators.

Company "GatewayBaltic" has provided the services and implemented the project in accordance with the agreed time frame and in accordance with the contractual requirements and quality indicators.

Enterprise Lithuania, recommends cooperation with SIA "GatewayBaltic" in attracting potential partners abroad, researching the interested markets and coordinating export sales.

Rasa Narušaityte
Senior Project Manager
Enterprise Lithuania
Email: r.narusaityte@enterpriselithuania.com
Phone: +370 5 219 4317



Jelgava, 03.01.2018

REFERENCE

Chocolette Confectionary Ltd, on behalf of it's sales director Guntars Dzērve, confirms that Ltd GatewayBaltic (Ltd), its Project Consultant Inese Andersone, has implemented a project for company Chocolette Confectionary Ltd (Reg.No. 40103992213) in Sweden.

During the project following aims were reached:

1. Organized 6 business meetings for Chocolette Confectionary representatives in Sweden on 8th – 10th May, 2017;
2. Created a detailed overview of the Swedish chocolate market and its trends;
3. Conducted in-depth interview with Chocolette Confectionary by identifying the most suitable products with which to enter Swedish market;
4. Researched potential partner companies (25 companies) and their contact details in the market which corresponds to the Chocolette Confectionary interests;
5. Launched in the communication with potential partners in Sweden and presented them Chocolette Confectionary products and services;
6. Developed a written report, reflecting the overall situation of project implementation and gave recommendations for the next steps in Swedish markets.

Company "GatewayBaltic" has provided the services and implemented the project in accordance with the agreed time frame and in accordance with the contractual requirements and quality indicators.

Chocolette Confectionary recommends cooperation with company "GatewayBaltic" in attracting potential partners and creating a detailed research in the interested markets.

Guntars Dzērve
Sales director
Chocolette Confectionary Ltd
Tel. +371 25779777
Email: g.dzerve@chocolette.com

Moldova, 29.01.2015

Reference

Moldova Investment and Export Promotion Agency ("MIEPO"), on behalf of its managing director, Dona Scola, confirms that "GatewayBaltic" Ltd (Reg. 40003703819) was conducting the advising project for MIEPO within assignment for World Bank CEP II programme for SME development in Moldova: "Analysis of Priority Export Markets and Instruments to Promote Moldova Exports to the EU and Other Markets and Preparation of a Two Year Interim Action Plan for Moldova Investment and Export Promotion Organization" starting from August 2014 – January, 2015.

Project included three phases – Audit of current Moldova export status and existing instruments, Recommendations for export development and investment attraction and development of the two year Action Plan.

Service delivered by "GatewayBaltic" was completed in accordance with the terms and conditions of the contract, and appreciated in adequate quality.

We recommend GatewayBaltic as market consultants for other assignments related to international business and investment attraction.

Sincerely yours,

Dona ŞCOLA
Director





Latvijas Investīciju un attīstības aģentūra
Investment and Development Agency of Latvia

Pērses iela 2, Rīga, LV-1442, Latvia, phone +371 67039400, fax +371 67039401, e-mail liao@liao.gov.lv, www.liao.gov.lv, www.exim.lv

10 March, 2016 Our ref: 1.1-15/426 Rīga

To whom it may concern

Reference

Dear Sir/Madam

Investment and Development Agency of Latvia (LIAA), verifies that limited partnership "Baltijas Konsultācijas un GatewayBaltic apvienība" (reg. no. 40103925778), which consists of 2 companies SIA "GatewayBaltic" (reg.no. 40003703819) and SIA "Baltijas konsultācijas" (reg. no 50103143091), has implemented a market research analysis of dairy industry in 4 different countries: United Arab Emirates, Kazakhstan, Azerbaijan and China. The research project was conducted during September - December 2015 and the total project sum was 156 090 EUR (including VAT). The research covered each of the 4 countries in equal amount, hence the total sum of project work per country exceeds 20 000 EUR (including VAT).

During the project the following was accomplished:

1. Completed analysis of 4 country dairy industry in division by specific product subcategories;
2. Executed evaluation of the export potential of Latvian dairy industry players towards the selected markets.

Limited partnership "Baltijas Konsultācijas un GatewayBaltic apvienība", which consists of 2 companies SIA "GatewayBaltic" and SIA "Baltijas konsultācijas" has provided the services and implemented the project in accordance with the agreed time frame and in accordance with the contractual requirements and quality indicators.

Yours sincerely,

A.Ozols

Director

Neimane, +371 67039414
jadviga.neimane@liao.gov.lv

REFERENCES



Gateway & Partners is a classes best consultancy firm, who has won Innovation Norway Associated Consultant agreement in Baltics. Gateway delivers a variety of services from market and partner searches, case-by-case enquiries for Norwegian companies, to working with public funding programmes and organizing events with different partners on behalf of Innovation Norway.



Gateway & Partners and its team carried out extensive research of Moldova economy resulting in an Export and Investment Strategy for Moldova, and a hands on export action plan for Moldova Investment and Export Promotion Agency. The Gateway & Partners team was highly professional and could deliver expertise and real value to the assignment.



M-Brain Group is a global information, technology and consulting services company offering market monitoring, intelligence and analysis services. M-Brain cooperates with Gateway & Partners for gathering of market intelligence or market monitoring services.



Over 6 years of cooperation, Gateway & Partners have been providing detailed beverages Baltic market researches for Canadean. During our cooperation Gateway & Partner team has always ensured high quality services taking into account project deliverables.



In our business before entering new market it is crucial to have in depth knowledge about the potential market expectations and risks and during the time Gateway & Partners have proved themselves as trustworthy partner. We highly advise companies to have a market research before entering new markets and use Gateway & Partners services to do so.

2000+ PROJECTS

