

IAȘI

County for Business

www.icc.ro



Location and demographics - North-East Region

6 counties (Iași, Bacău, Botoșani, Neamț, Suceava and Vaslui)

3.26 million inhabitants

37,000 km² surface

Regional GDP - EUR 16.96 billion
contribution of 10% to Romania's GDP

North-East Region economic catchment area includes part of the neighbour counties (Vrancea, Galați), the Republic of Moldova and a part of Ukraine (over **5 million inhabitants**)



South - Eastern Europe

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Location and demographics - Iași County



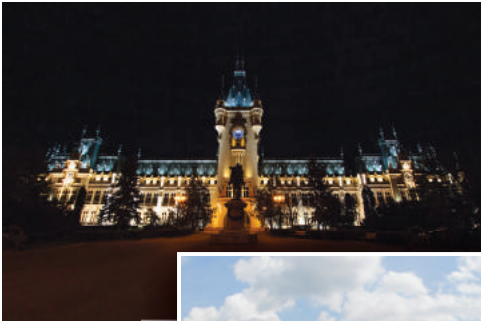
0.93 million inhabitants: 48.38% in the urban area and 51.62% in the rural area (the second most populated county in Romania, after Bucharest)

5,476 km² surface (2,3% from the Romanian territory, of which 69.45% is agricultural land, 17.81% woods and forest land area, 2.54% water and ponds and 10.19% lands with other destination)

2 municipalities (Iași and Pașcani),
3 towns and 93 communes

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Iași in Images



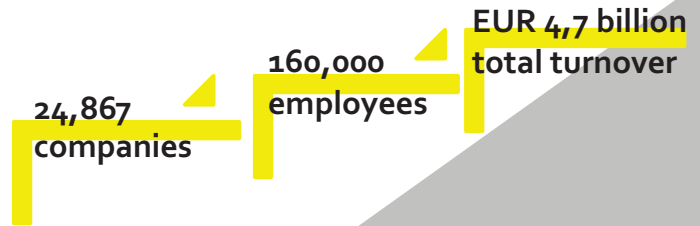
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Iași County Economy

Main industries:

- ▶ Services; ▶ Education;
- ▶ Healthcare and Pharmaceuticals;
- ▶ IT, Software & Electronics; ▶ Automotive, Metallurgy & Heavy-equipment manufacturing; ▶ Constructions; ▶ Textiles.

Regional **clusters** are in place in Iași to valorize the potential of the **IT&C and bio-medicines industries**.



Iași County – structure of economic activities				
Activity*	No of active local units (%)	Turnover (%)	Gross investment (%)	No of employees (%)
Industry	10,4	30,6	59,9	28,8
Constructions	9,2	11,8	15,6	13,1
Trade	41,6	43,4	10,0	23,6
Services	38,8	14,2	14,5	34,5

*excluding agriculture and social services

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Iași County – partner countries for import and export activities		
Countries	Exports	Imports
South Korea	23,8	0,4
Sweden	10,73	0,1
France	12,8	14,15
Germany	7,2	15,10
Belgium	4,8	3,0
Turkey	4,4	6,60
UK	5,1	1,8
Italy	3,9	13,73
Spain	3,2	4,3

Quality of life in Iași County

Over 100 Kindergartens and primary schools (English, German, French, Turkish)

✓ 15 Hospitals and medical centres of excellence

❑specialities: cardiology, neurology, emergency, recovery, infectious diseases, obstetrics and gynaecology hospitals etc.

✓ Parks, shopping centres and leisure facilities

❑Palas park & shopping center, Expo Park, Botanical Garden, 4&5 stars hotels, Palace of Culture, University Library.

✓ Universities and Culture Centres

❑5 state universities, German Culture Centre, British Council, French Institute, Cultural Centre of Latin America and the Carribean.

✓ Multicultural environment

- ❑Each years, the city of Iași hosts **students from over 80 countries**, enrolled in various study programmes (mainly in Medicine);
- ❑International conferences, workshops and scientific exchanges held annually by universities on Linguistics, History, International Relations etc;
- ❑Tradition festivals bringing together different nationalities.

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Iași – your business partner for today. And tomorrow.

Why choose IAȘI?

1. GREAT MARKET POTENTIAL

- Romania is the largest market in South East Europe and the 2nd largest in Central and Eastern Europe.
- IAȘI is the 2nd largest city in Romania.

2. STRATEGIC LOCATION

- Romania is set at the crossroads of 3 major markets: EU, Community of Independent States and Middle East.
- IAȘI is at the border of EU, neighbouring Ukraine & the Republic of Moldova.
- IAȘI ensures interoperability between the Russian railway track gauge and the European railway infrastructure.
- IAȘI is the boarding gate to the Eastern Europe for more than 5 million people.
- IAȘI International Airport is the largest in NE Romania, and has direct flight connections with some of the world leading business capitals: London, München, Tel Aviv, Istanbul etc.

3. STRONG LOCAL BUSINESS ENVIRONMENT

- IAȘI is the business location for global top players: Amazon, Delphi, Lear Corporation, TiVo, Continental, Microsoft, Xerox, Deloitte, Ernst & Young etc.
- Modern office spaces.

4. SUPPORTIVE & PARTICIPATIVE PUBLIC ADMINISTRATION

- IAȘI provides business infrastructure in place: Iași Industrial Park to be opened soon, TEHNOPOLIS Technology and Science Park, TRANSAGROPOLIS Park etc.
- IAȘI County is dedicated to implement PPP, according to the newly extended legal framework.
- IAȘI County is implementing the one-stop shop policy for major foreign investors.
- IAȘI County is committed to transparency & equality of treatment within its relation with part.

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Why choose IAȘI?

5. FINANCIAL INCENTIVES

- Romanian legislation supports foreign investments in all sectors, gives companies the possibility to freely manage the business with full ownership rights and allows full repatriation of capital and profits.
- IAȘI County administration facilitates investors' access to **state aid scheme**.
- State aid is provided for investments in electric and thermal energy production and consumption, renewable energy resources, industrial parks, RDI.
- Specific state aid scheme for investments between:
 - ❑ 5-10 million EUR and minimum 50 new jobs created;
 - ❑ 10-20 million EUR and minimum 100 new jobs created;
 - ❑ 20-30 million EUR and minimum 200 new jobs created;
 - ❑ over 30 million EUR and minimum 300 new jobs created;
 - ❑ over 100 million EUR and minimum 500 new jobs created.
- Support via grants, tax exemption, green certificates.
- **State aid intensity reaches 40-50%** of the total eligible cost of expenditure and may grow by 20% for small enterprises and 10% for SMEs.

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Why choose IAȘI?

6. LABOR FORCE

- IAȘI hosts 5 state universities (covering all scientific fields, including medicine, technical studies, architecture, agriculture, creative arts, social sciences and humanities).
- IAȘI delivers to the labor market 65,000 graduates per year.
- IAȘI has a young population (more than 50% under 40 years old).
- Pool of technical engineers and technically skilled professionals.
- IT&C talent pool.
- Cost advantage. Competitive prices of highly skilled labour force: **2nd lowest in the EU**.
- Particularly strong language skills of both management and technical staff (English, French, German, Italian).
- 95% of young Romanians speak English, 47% speak at least one other foreign language and 26% speak 2 foreign languages.



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Business opportunities in IAȘI, TODAY.

IT&C & outsourcing

- Romania is the regional pole for international IT&C companies, and **IAȘI is the 2nd top destination** (after Cluj-Napoca).
- Romania is EU leader and 6th in the world by the number of certified specialists, **exceeding U.S. and Russia**.
- 2nd lowest labor cost market.
- **Iași is in top 15 of the cities worldwide in terms of internet connection speed.**
- Over 2,900 companies (100 with more than EUR 250,000 annual turnover).
- Class A offices available in IAȘI.
- Top destination for outsourcing and custom software development.
- Access to EU structural funds (including HORIZON 2020, with a total budget of EUR 80 billion).
- Investments in technology and RDI are subject to additional fiscal incentives (20% deduction from the eligible costs for RDI).
- Fiscal incentives.
- Possibility to join the Regional Innovative Cluster EURONEST IT&C HUB, set up in 2013, at present gathering more than 50 companies, universities and administration units of the North-East Region of Romania.



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Business opportunities in IAȘI, TODAY.

CONSTRUCTION AND EQUIPMENTS

- Due to EU funds, Romania and Iași are growing rapidly. Therefore, **investment on rehabilitation of community infrastructure and facilities** can achieve the twin goal of increasing people access to basic services and utilities and supporting business development.
- PPP legislation was recently modified to facilitate large investment projects.
 - highways and regional road infrastructure;
 - irrigation systems for intensive agriculture;
 - broadband infrastructure.



ESTIMATIONS SHOW A TOTAL INVESTMENT VALUE OF OVER EUR 800 MILLION IN THE PRESENT EUROPEAN PROGRAMMING PERIOD, IN THE NORTH-EASTERN REGION.

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Business opportunities in IAȘI, TODAY.

AGRICULTURE

- Predominantly agricultural, due to its topography, IAȘI county is suitable for agriculture diversification.
- Excessive fragmentation of ownership has led to a decrease in the degree of mechanization and equipment, lower agricultural productivity and ultimately led to the practice of subsistence agriculture.
- Recently, associated systems were set up to operate larger area of land.



- Investments are needed especially in terms of:
 - agriculture mechanisation,
 - the biological material used,
 - the proper use of chemical fertilizers and pesticides,
 - irrigation.
- Foreign investors have access to **qualified human resources** and **EU funds** to develop agricultural potential and acquire technology.

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Investment opportunities in Iași County



Modernisation
of Iași
International
Airport
CARGO
terminal



Intermodal
Freight
Transport
Centre



Industrial
Park



TransAgropolis
(agriculture
park)



InnoTech
Moldova
Regional
Centre for
Technology
Transfer



Regional
Centre for
Technology
Transfer in
Agriculture
and Animal
Breeding

PROJECT PROPOSALS



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Iași International Airport

The Easternmost airport of the European Union, with 24 destinations in 2017.

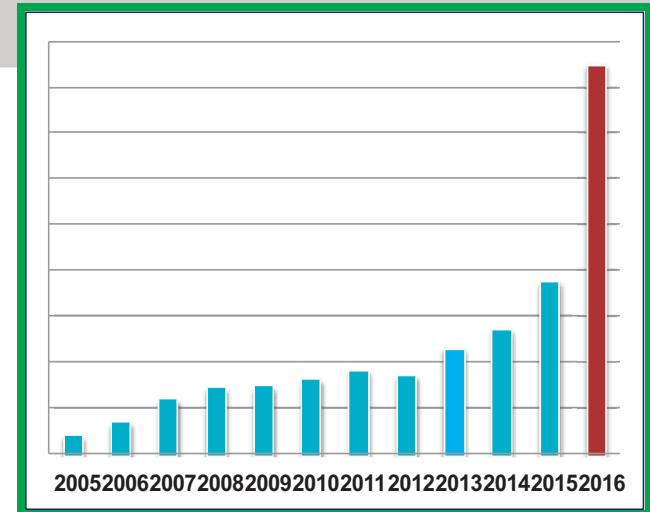
273.047 pax in 2014 – a growth of approx. 50 % comparing to 2012.

376.858 pax in 2015 – 38% growth compared to 2014.

881.157 pax in 2016 (as estimation shows) – 130% growth.

Iași Airport is ranked no. 7 in Anna.Aero Top 10 with European Airports growth, comparing 2012 to 2013.

JASPERS study shows potential to reach 1,088,953 pax in 2025



Modernisation of Iași International Airport directly contributes to the economic development of Iași and the North-East Region.

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Iași International Airport



2012	2017
2 destinations	24 destinations

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Iași International Airport

TERMINAL T 1

160 pax/hour | 4 check-in desks | 2 scanning gates

TERMINAL T 2

In service from July 2012, with 200 pax/hour |
4 check-in desks | 2 scanning gates

TERMINAL T 3

In service from September 2015 | 320 pax/hour |
6 check-in desks | 3600 sqm

Ground Handling Agent: MENZIES AVIATION

Rescue and Fire Fighting: RFF CAT.6

Fuelling issues:

Available suppliers – EUROSPEED | Fuel Type – JET A1
Refuelling Truck 19 to | Storage – 80 to

2,400 m new runway

suitable for Class C (Boeing B737, Airbus A320)
and D (Boeing B767, Airbus A310) aircrafts.

99/F/D/W/T

RWY designator: 14/32

The first & only flexible runway in Romania.



Iași International Airport – CARGO TERMINAL

In **January 2017**, Iași county administration decided to continue with the 2nd stage of the modernisation of Iași International Airport.

Iași County Council initiated the **concession** proceedings for a land surface to host a **hangar suitable to serve as an aircraft repair base for Boeing and Airbus**.

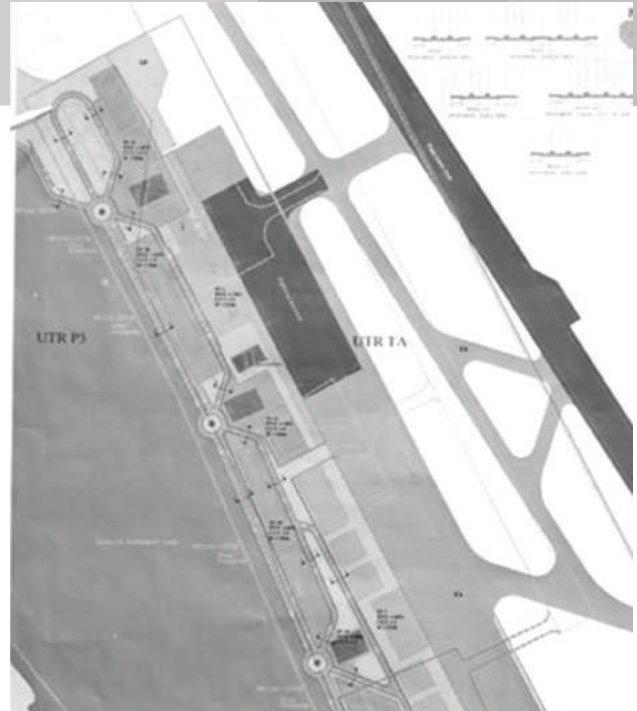
The investment is estimated at **EUR 10 million**.

An old building of the Utilitarian Aviation will be **renovated to set up a Cargo area on a surface of 3000 sqm**.

The Cargo Terminal is included in the **Romanian Transportation Masterplan 2015 – 2030**, but no funding is foreseen before 2023.

Therefore, Iași County Council is looking for private investment to build the CARGO terminal before this deadline.

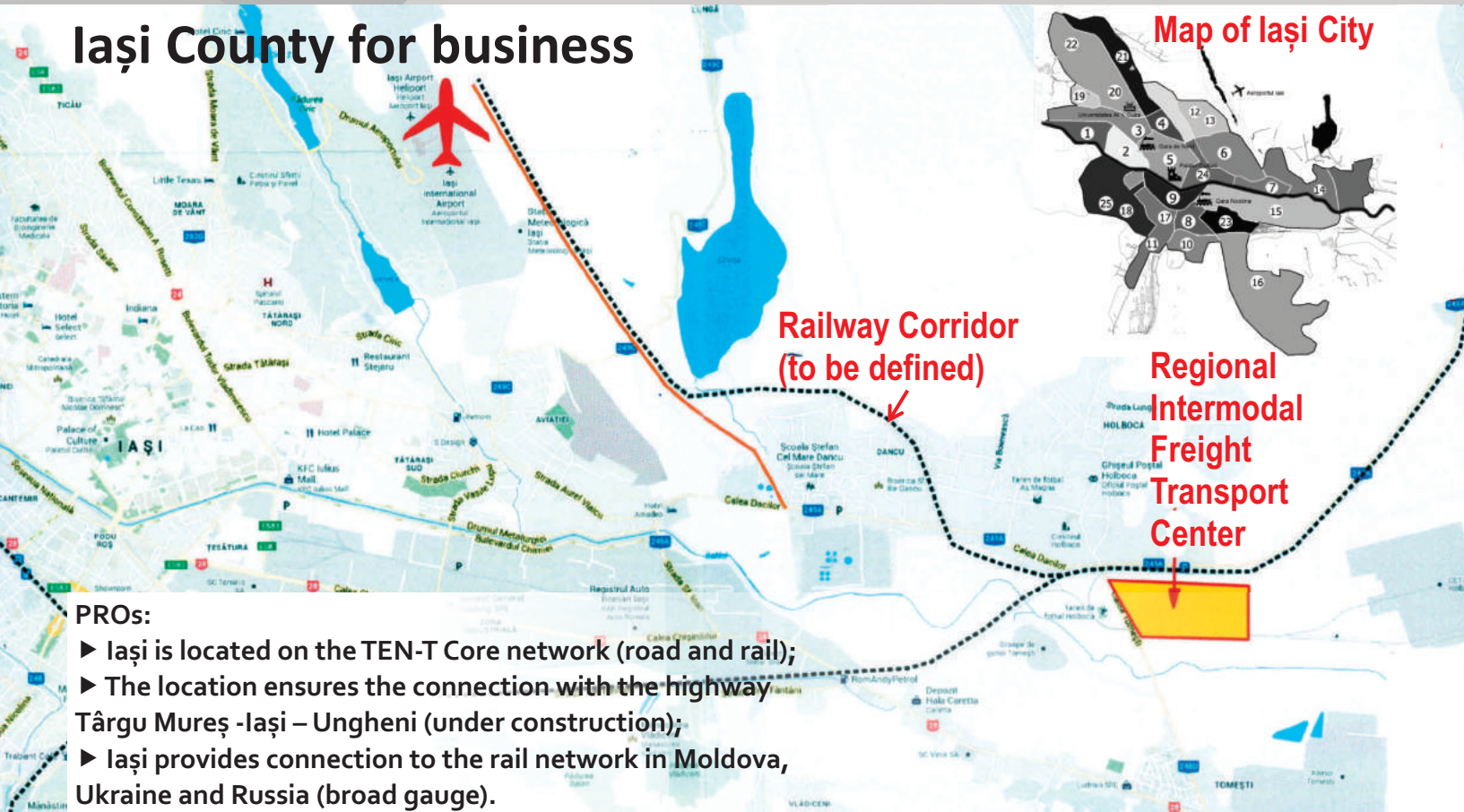
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The CARGO terminal is part of Iași Future Hub project, which also includes the Intermodal Center Iași – Holboca.

Regional Intermodal Freight Transport Centre

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PROs:

- ▶ Iași is located on the TEN-T Core network (road and rail);
- ▶ The location ensures the connection with the highway Târgu Mureș -Iași – Ungheni (under construction);
- ▶ Iași provides connection to the rail network in Moldova, Ukraine and Russia (broad gauge).

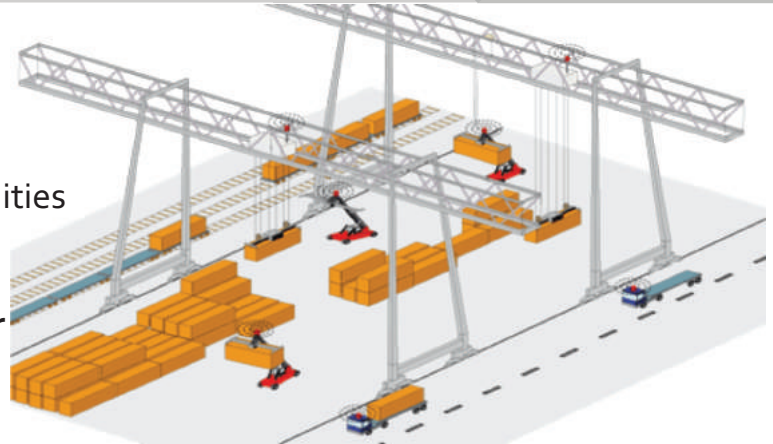
Regional Intermodal Freight Transport Centre Iași - Holboca

Context. Assessing needs and opportunities.

The Intermodal Centre is one of the key elements to transform Iași into a sustainable business hub.

Iași Future Hub aims to capitalize on opportunities and local infrastructure and build around their capabilities to enable the county to become a **prominent turntable for cargo and passenger traffic at the border of the European Union with the Republic of Moldova, Ukraine and Russia.**

Iași today hosts one of the **most dynamic regional international airports** in the Eastern Europe. The **proximity to major urban centres in the Region** creates the prerequisites for a sustainable development in the medium and long term, but only in conjunction with **the diversification of the services** provided and **the ability to ensure interconnection** of roads and railways.



IAȘI provides unique logistic facilities, ensuring interoperability between the Russian railway track gauge and the European railway system.

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Regional Intermodal Freight Transport Centre Iași - Holboca

Investment description.

The project consists in the execution of the **railway, road and parking infrastructure works**, thus ensuring the interconnection to the national railway and road network, as well as the connection to utilities.

The key elements of the targeted investment:

- temporary storage platform of intermodal freight units (especially containers); the platform will enable a height of 5 containers on an area of 6.4 hectares;
- provision of utilities (electricity, drainage, water supply, sewerage, etc.);
- communication, security system and rail access and related railway infrastructure;
- road and rail infrastructure within the terminal.

TECHNICAL DETAILS:

- ▶ Covered area: 24 ha;
- ▶ Platforms for Loading/Unloading containers: 6,4 ha;
- ▶ Container number: 1760 pcs.;
- ▶ Capacity: 100 trucks/ day (RO-LA);
- ▶ Transit: 21,900 trucks / year (RO-LA).

Iași Intermodal Centre is included as a strategic objective in the Romanian Transportation Masterplan 2015-2030, but no funding is provided.

The technical and economic documentation was finished this year and the procedure for the joint venture approval by the National Railway Company is ongoing.

Type of investment sought: public-private partnership (PPP - BPO) or concession.

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Industrial Park – Lețcani, Iași

Main road connections:

DN28 (E583), DJ248A, DJ248.

Railway connections with other functional areas of the country.

Iași International Airport - 15 km away.

Estimated value:

EUR 5 million.

2014, May:

Legal registration of the Industrial Park Management Company.

2017, August:

Granted the title of industrial park.

Incentives for industrial parks:

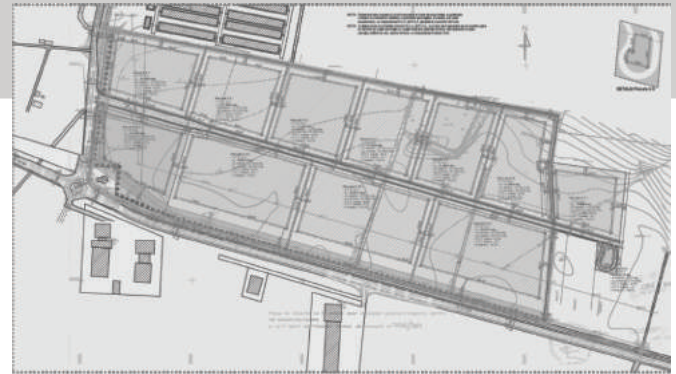
- deduction/exemption from fees charged for destination change or for removal from farm-use classification of the industrial park land;
- deduction/exemption from land fees related to the industrial park land;
- deduction/exemption from building tax on industrial park buildings;
- deduction/exemption, only with local public authority approval, from local taxes any taxes due to the local budget of administrative-territorial organizations for urban planning certificate issuances, building permits for the land and the buildings belonging to the industrial park area;
- any other benefits that may be granted by local public authorities in accordance with the law.



Industrial Park – Lețcani, Iași

PROs

- ▶ 18,6 ha land available;
- ▶ utilities in place (road access, water supply, gas, electricity, telecommunication);
- ▶ highly qualified human resources (a pool of 60,000 students in Iasi and surroundings);
- ▶ investments in technical fields of production could benefit from a **highly skilled labor pool available immediately** (professionals from communist companies – **FORTUS** - CUG, ȚESĂTURA - shut down after 1989 or later in siderurgy, metalurgy, electrotechnics, engines, textiles etc.);
- ▶ fiscal incentives according to Romanian law for industrial parks;
- ▶ investments in technology and RDI are subject to additional fiscal incentives (20% deduction from the eligible costs for RDI);
- ▶ larger investments can benefit from state aid schemes;
- ▶ possibility to get European Funds for the development of the company.



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TransAgropolis – Transfrontier Agribusiness Support

Objective:

Development of an agricultural marketing infrastructure in order to improve the economic situation in the frontier area.

Location:

Lețcani commune, 25.4 ha.

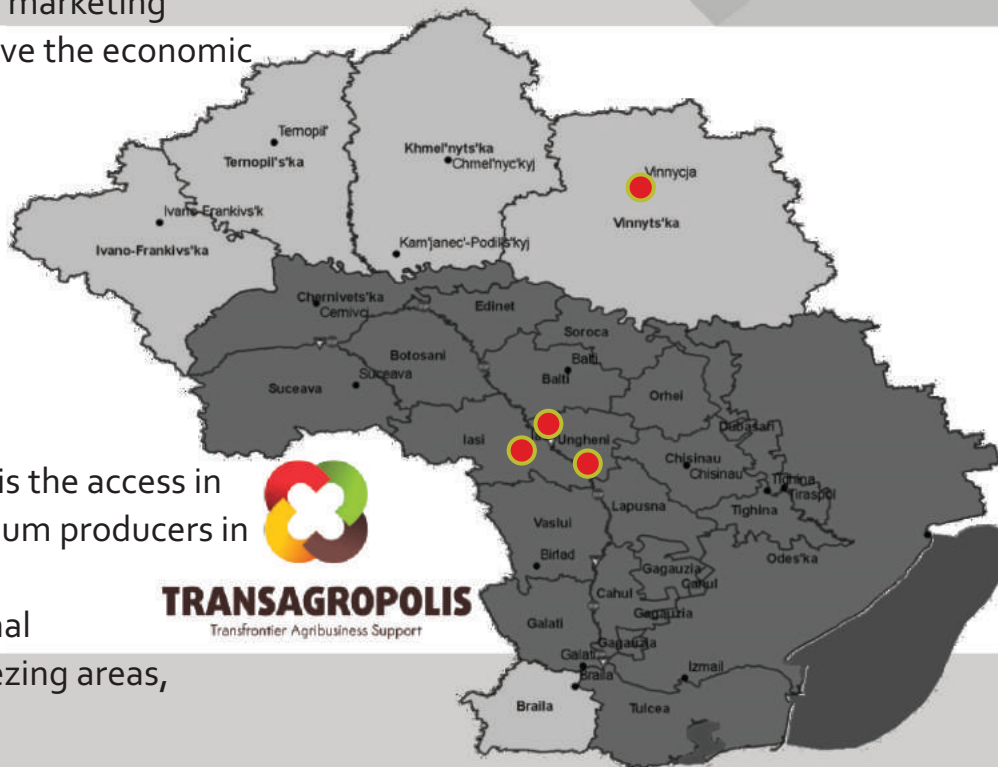
Value:

EUR 5 million.

One of the project's objectives is the access in the park for the small and medium producers in the entire cross-border area.

It offers storage spaces in normal conditions and cooling and freezing areas, office/commercial spaces.

Offices and storages available for rent.



Iasi County for business

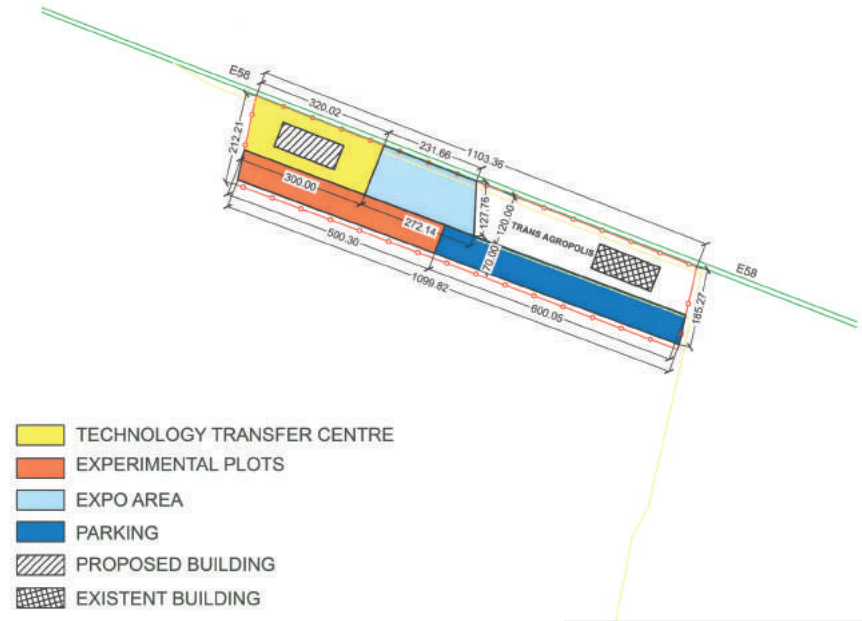
REGIONAL CENTRE FOR TECHNOLOGY TRANSFER IN AGRICULTURE AND ANIMAL BREEDING

General objective

business infrastructure to implement a package of services and training programmes in agriculture and animal breeding to increase competence and performance at regional level of the sector.

Specific objectives

1. support to SMEs on sustainable business, products/services and processes using academic innovation, offering consultancy and technical assistance;
2. identify and facilitate business projects based on research and technology development, as well as partnerships between businesses and RDI;
3. ensure qualified training in innovation and technology development.



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REGIONAL CENTRE FOR TECHNOLOGY TRANSFER IN AGRICULTURE AND ANIMAL BREEDING

Prerequisite conditions

- agricultural and animal breeding profile of Iași County and the North-East Development Region;
- studies and analyses identifying the sustainable areas of specialisation and the functional value chains of the region;
- existent infrastructure.



Long term objectives

- Stimulates innovation and technology development initiatives in agriculture and animal breeding, as well as business sustainability;
- Increases the number of enterprises using new clean production technology, innovative process and management methods;
- Channels academic research and technology development to the real needs of the business environment;
- Stimulates cooperation between business and academic environments by facilitating common projects.



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INNOTECH MOLDOVA - REGIONAL CENTRE FOR TECHNOLOGY TRANSFER

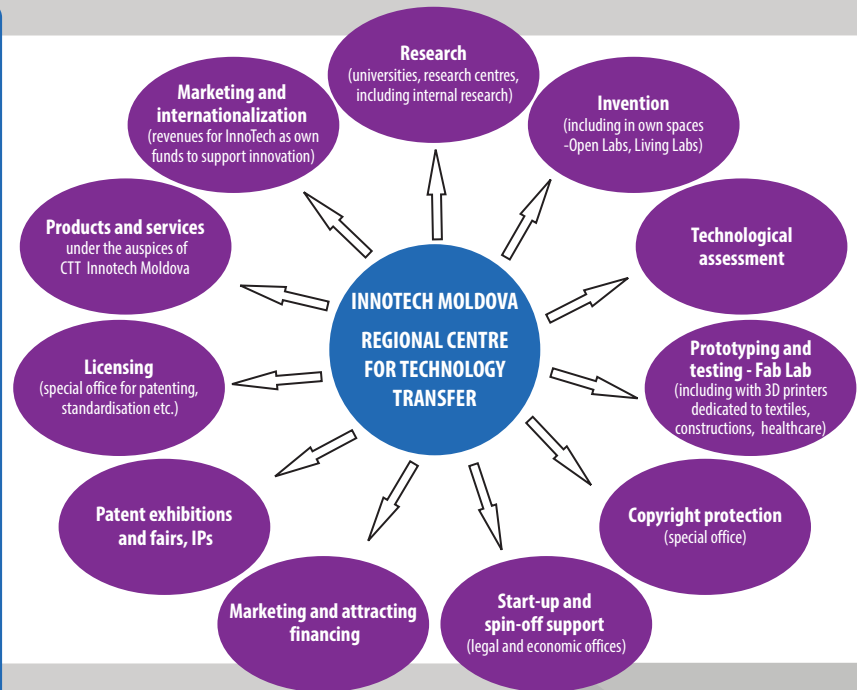
The project aims at the set up and development of the necessary infrastructure for innovation and technology transfer.

Services:

- support to companies to acquire know-how and new technologies;
- innovation support;
- marketing of know-how and new technologies.

The project consists of two components:

- component aiming at building the hardware and software infrastructure to allow development and integration of IoT (Internet of Things) services and technologies, set up of a high capacity data centre for the entrepreneurs interested in realising technology transfer through InnoTech Moldova;
- component aiming at developing services that facilitate and contribute to the commercialising of technologies.



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IT&C

TRANSPARENCY
KNOWLEDGE
SCIENCE
HI-SPEED INTERNET

TRANSNATIONAL MARKETS

PHARMA

LEAD
EDUCATION

OFFICES
FRIENDLY ADMINISTRATION

NATURAL RESOURCES

DIGITAL

APPLICATION

DESIGN

INFRASTRUCTURE

FACT

CAPITAL

WORLD
ENGAGEMENT

AGRICULTURE

INTERNET
DATA
TELEVISION
WEB
SPEED
DIVERSIFICATION

INFORMATION

DIGITAL

TRADITION UNITED

EXPAND

LOW COSTS

ACADEMIA

RESOURCE

YES

INDUSTRIAL
PARKS

MEDICAL

BUSINESS

NETWORK

STUDY

COMMERCIAL

FICTION

TRAINING

DATA

SOFTWARE

WEB
SMART

INDUSTRY

COMMERCIAL

IMPROVE

TOWER

ECONOMIC

CONSTRUCTION

LEAD

TALENT

LOW RISK

INTERNET

CREATIVE ART
ENGAGE

YOUTH

BUSINESS
CAPITAL

MULTICULTURALISM
DESIGN



Bd. Stefan cel Mare si Sfint nr. 69, Iasi, Romania
tel: 0040-232-210330 • fax: 0040-232-210336

e-mail: ghiseu.unic@icc.ro • web: www.icc.ro