



MINISTRY OF AGRICULTURE AND FOOD INDUSTRY OF THE REPUBLIC OF MOLDOVA

CONSOLIDATED UNIT FOR IMPLEMENTING AND MONITORING
THE WINE SECTOR RESTRUCTURING PROGRAM



WINE SECTOR RESTRUCTURING PROGRAM “FILIER DU VIN”

PROGRESS REPORT

(For period April 01 – June 30, 2012)

Date of submission to EIB: 30 July, 2012

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Abbreviations

CLD	Credit Line Directorate
CEED II	Competitiveness Enhancement and Enterprise Development II
ECCYSA	Entidad de Promoción, Certificación y Servicios Agroalimentarios
EIB	European Investment Bank
EUR	EU currency
FB	Final Beneficiary
GRM	Government of Republic of Moldova
LPAs	Local Public Authorities
LLC	Limited Liability Company
M&E	Monitoring and Evaluation
MIS	Management Information System
MoAFI	Ministry of Agriculture and Food Industry
MoF	Ministry of Finance
MDL	Moldovan Lei
OM	Operations Manual of the Program
PB	Potential Beneficiary
PDO	Protected Designation of Origin
PED	Program Executive Director
PFI	Participating Financial Institution
PGI	Protected Geographical Indication
PIU	Program Implementation Unit
TA	Technical Assistance
USAID	United States Agency for International Development
WSRP	Wine Sector Restructuring Program

INTRODUCTION

The Wine Sector Restructuring Program (WSRP) has been launched on the 23rd of November, 2010 and is expected to be finalized on the 31st of March 2016. From EIB sources EUR 75 million has been allocated for the implementation of activities envisaged under the Program being operational for almost 4 years.

The WSRP aims to contribute to wine sector recovery and develop the production of bottled wines of “Protected Designation of Origin” (PDO) and/or “Protected Geographical Indication” (PGI), by (i) restructuring the wine industry, (ii) improving the quality and consistency of wine produced in Moldova from the quality of vineyards to the final packaging and dispatch of products, and (iii) diversifying the country’s export markets.

In order to achieve the Program’s goal and objectives Program Implementation Unit (PIU) will act through **5 Program components**:

- i. **Winemaking enterprises development** - upgrade the equipment and facilities, establish new winemaking enterprises, or expand the activities of the existing ones;
- ii. **Viticulture sector development** - restructure and revitalize the old and un-productive vineyards, introduce new growing technologies (drip irrigation, other protection systems) and upgrade the viticulture equipment at the farm level;
- iii. **Associated industries enterprises development** - upgrade the equipment and facilities;
- iv. **Promote quality control bodies, education and research** - acting through:
 - a. National Laboratories Network Development – establishment / development of the relevant control bodies and testing wine quality at national level;
 - b. Promotion of pro-wine policies and institutions – support the introduction of the system of PDO and PGI for Moldovan wines; organize trainings for students; create working laboratories or update the equipment in the existing laboratories in four affiliated educational institutions.
- v. **Program management** – PIU operations undertaken for the Program implementation.

The Program Components will be financed through four **financial instruments**, which are the Credit line, Leasing, Loan guarantees, and Capital investments.

This Report has been elaborated by the PIU in accordance with Article 12.06, Schedule A (Reporting), point 3 of the Finance Contract Serapis № 2010-0484, and reflects the evolution of Program’s performance during April 01, 2012 – June 30, 2012.

I. PROGRAM PERFORMANCE EVOLUTION

In the reported period, PIU activities were based on continuing implementing and developing the “Credit Line” and “Leasing” financial instruments, as well as continued offering its support to ECCYSA, EIB Technical Assistance Team.

The total amount of expenditures related to all activities implemented under the Programme during the 2nd quarter 2012 represent 5,884,060 Euro, including 2,930,000 Euro from the EIB loan as well as financing obtained from the Republic of Moldova Government, from the Italian Government and the contribution of Final Beneficiaries for co-financing the sub-projects, as indicated in the table below:

Table 1. Total Program Expenditures, Euro

Program Component	EIB loan	Beneficiaries co-financing	GRM	Italian Grant	Total	Weight, %
Winemaking enterprise development	2,438,209	2,438,209			4,876,418	83
Viticulture sector development	420,584	420,584			841,168	14
Program Management			79,198	16,069	95,267	2
PIU Euro account (<i>remaining balance</i>)	71,207				71,207	1
Total	2,930,000	2,858,793	79,198	16,069	5,884,060	100

The EIB loan in the amount of **2,930,000 EURO** disbursed in the reported period was allocated to the PFIs in proportion of **97.57 %** or **2,858,793 EURO**. The remaining amount of 71 207 EURO or 2, 43 % of the disbursed amount represents the remaining balance of PIU EURO account and will be allocated within the next tranche. The sub-sector distribution of the first tranche allocations is indicated in the table below:

Table 2. Allocation distribution based on sub-sector, EURO

Sub-sector	maximum amount	%	Allocated I tranche	Disbursement rate, %	Available amount
<i>Winemaking</i>	37,500,000.00	max 50	2,438,209.00	3.25	35,061,791.00
<i>Vineyards</i>	26,250,000.00	max 35	420,584.00	0.56	25,829,416.00
<i>Support industries</i>	15,000,000.00	max 20	0.00	0.00	15,000,000.00

<i>Loan guarantees, mezzanine and equity activities</i>	15,000,000.00	max 20	0.00	0.00	15,000,000.00
<i>For laboratories, training, education and development of food security</i>	3,750,000.00	min 5	0.00	0.00	3,750,000.00
Total	75,000,000.00	100	2,858,793.00	3.81	72,141,207.00

The disbursement rate from the total Loan amount of the above mentioned period is 3.81 % that figure out a satisfactory Program implementation process, both physical and financial aspects.

During the reported period through the **Credit Line** PIU registered 5 Applications from Final Beneficiaries, provided assistance in the development of 9 business plans, issued PIU eligibility notice for 2 sub-projects (“API-Orehi” JSC and “Migdal-P” LLC) that are now examined by PFI and DLC.

Three sub-projects (“DK-Intertrade” LLC, “Alianta Vin” LLC and “Asconi” JSC) received EIB No objection and were financed from EIB sources. One Final Beneficiary (“Euro-Alco” LLC) dropped out the EIB financing sources due to lengthy review process.

Table 3. Summary performance on Credit Line Component as of 30.06.2012

	Informed and consulted PB	Registered applications	Developed Business Plans	PIU eligibility notice	PFI / CLD approval	EIB NO Objection (pending)	EIB financed sub-projects
	<i>Annex 1</i>	<i>Annex 2</i>	<i>Annex 3</i>				<i>Annex 4</i>
Cumulative	84	23	7	6	4	3(2)	3
II quarter, 2012	12	5	3	2	2	(2)	3

For defining the **Leasing instrument** PIU continued to elaborate the Operations Manual Annex D. *Leasing Instrument* and elaborated additional drafts of procedures/ templates/ documents for leasing operations.

The **collaboration with the Technical Assistance** was finalized on the 30th of May, 2012. PIU supported and organized for ECCYSA 23 meetings, 2 working groups, 5 informative seminars and 10 site visits with different representatives from the wine sector. At the same time, analysed and proposed comments on 12 reports, including the Final Report.

A. Credit Line Instrument

From the “Credit Line” launching till the end of the second quarter of 2012, 19% from the total “Credit Line” implementation/disbursement period (02 December 2011 – 31 December 2014) has elapsed. In the reported period, through the “Credit Line” were allocated **2,858,793 Euro** to Final Beneficiaries, as indicated in the table below:

Table 4. Allocation distribution based on Final Beneficiaries, EURO

Final beneficiary	I tranche amount		
	<i>disbursed</i>	<i>allocated</i>	<i>allocation rate, %</i>
“DK-Intertrade” LLC	600,000	600,000	20.48
“Alianta-Vin” LLC	600,000	600,000	20.48
“Asconi” LLC	1,658,793	1,658,793	56.61
PIU EURO account, <i>remained balance as of 01.07.2012</i>	71,207	0.00	0.00
Total	2,930,000	2,858,793	97.57

For the winemaking sector were allocated 2,438,209 Euro for increase in medium and long working capital and for purchase of winemaking equipment and for the viticulture sector 420,584 Euro for purchase of viticulture machinery and planting vines, as follows:

Table 5. Sub-sector distribution of the 1st tranche, Euro

Sub-sector	Sub-sector description	Amount, Euro			
		DK-Intertrade	Alianta-Vin	Asconi	Total
Winemaking	<i>increase in medium and long working capital (maximum allocation amount EUR 600 000)</i>	600,000	600,000	311,185	1,511,185
	<i>purchase winemaking equipment</i>			927,024	927,024
Viticulture	<i>vineyard establishment and purchase viticulture machinery</i>			420,584	420,584
Total	-	600,000	600,000	1,658,793	2,858,793

For a more detailed sub-sector distribution of the 1st tranche allocation please see Annex 4.

During the reported period PIU has conducted several actions in order to promote the Credit Line and to help Potential Beneficiaries to access EIB sources more easily, as follows:

- 1) Informed 12 potential beneficiaries at their request by e-mail on EIB requirements and procedures, procurement rules and other issues in order to access the Credit Line sources, received and registered their applications (*Please see Annex 1*);
- 2) Registered 5 Applications from Final Beneficiaries (*Please see Annex 2*);
- 3) Analysed and reviewed 9 business plans of potential beneficiaries (*Please see Annex 3*), of which:
 - 3 business plans ("Migdal-P", "API-Orhei", "Suvorov Vin") were finalized;
 - 2 business plans ("Fautor", "Tomai Vinex") were finalized, but need to be completed with procurement documents;
 - 4 business plans ("Agrovin Bulboaca", "Vinaria din Vale", "Vinaria Tiganca", "Wine International Project") are in process of development. Additionally, "Agrovin Bulboaca" received CEED II Project financing of 50 % of business plan cost and contracted a local consulting company ("ProConsult") to development the business plan. "Vinaria Tiganca", from its own sources, contracted a local audit company (Auditexpress) to develop the business plan.
- 4) Signed and submitted the PIU Eligibility Notice for the following 2 sub-projects: "Migdal-P" LLC and "API-Orhei" LLC. All the above mentioned beneficiaries are eligible for financing and their sub-projects correspond to all eligibility criteria mentioned in the OM and Side-Letter;
- 5) Provided support (as requested) to Credit Line Final Beneficiaries in organizing procurements according to EIB requirements. Reviewing procurement documentation of Credit Line Final Beneficiaries (*Please see Annex 5*).
- 6) PIU has elaborated templates of the documents to be used by Final Beneficiaries to benefit of the tax incentives within the Program „Filiere du Vin”, as follows:
 - Guidelines for tax incentives within the Program „Filiere du Vin”;
 - Final Beneficiary’s Letter to PIU for soliciting the tax incentives;
 - Confirmation Letter for application of tax incentives by Final Beneficiaries financed from EIB sources.
- 7) Established partnership relations with SACE Group, a major credit management company financed by the Italian Government. Within the Program, Sace Group expressed its willingness to participate as guarantor of potential beneficiaries that will purchase equipment from an Italian company (or its subsidiaries in other countries). Thus Potential Beneficiaes will be exempted from the requirement to submit additional guarantees to banks and will benefit of more favorable interest rates (individually negotiated with PFI’s). On May 17, 2012 PIU together with SACE Group organized a seminar in order to present to 35 Program beneficiaries the guaranty services provided by SACE Group.

During reporting period the PFI’s (*after receiving the PIU Eligibility Notice for the above mentioned sub-projects*) examined the potential beneficiary’s business, evaluated their payment capacity, estimated credit risk exposure level on each sub-project, made a positive credit decision and submitted to CLD the PFI request for Sub-financing, as follows:

Table 6. Beneficiary dossiers approval schedules

	Beneficiary Name	Date of submission		
		PIU Eligibility Notice	PFI approval	CLD approval
1	“Migdal-P” LLC	13.06.2012	20.06.2012	-
2	“API-Orhei” LLC	05.06.2012	22.06.2012	-

B. Leasing Instrument

During the 2nd quarter of 2012 PIU continued developing leasing operation procedures and elaborating supporting documents for the Leasing instrument.

During the reported period PIU have done the following activities:

- Prepared draft amendments to the PIU Regulation and submitted to MoAFI the adjusted version of the PIU Regulation which will permit to manage and accomplish leasing component of the Programme;
- PIU submitted to the Minister of Agriculture and Food Industry the leasing component documents elaborated by PIU for review and No-objection, including SWOT Analysis for leasing operations regarding Moldovan leasing market research “*Leasing activity implementing directly by PIU versus local leasing companies*”;
- PIU organized meeting with MoAFI representatives in order to inform and debate the PIU intention regarding leasing instruments and understand the MoAFI’s view and opinion regarding implementation process of leasing component;
- PIU continuously collects from potential beneficiaries data referring to winemaking and viticulture equipment they intend to procure in leasing;
- PIU have prepared new assignments for the next TA mission regarding leasing component of the Program;
- PIU continued to elaborate draft versions of annexes to the Program Operations Manual (OM) regarding the Leasing instrument through organizing several meetings within PIU in order to develop PIU leasing policy and leasing procedures. As a result of this activity, during the second quarter 2012, PIU elaborated following documents:
 - **Attachment D to OM** - Leasing Operations Procedures (*in process*);
 - **Annex D-1** List of eligible goods in leasing operations (*in process*);
 - **Annex D-2** Sub-Financing Agreement signed between MoF and PIU (*finalized*);
 - **Annex D-3** Lessee Application form (*finalized*);
 - **Annex D-4** Lease contract model: general and special conditions of the Lease Contract, Act of handover, Act of property transfer, Act of refund (*finalized*);
 - **Annex D-5** Special provisions for sale - purchase agreement and annexes to it (*in process*);

- **Annex D-6** PIU request for sub-financing leasing transactions to MoF (*finalized*);
 - **Annex D-7** Presentation report form of a sub-project (*finalized*);
 - **Annex D-8** The Flow of the Leasing process presented in two phases: pre-financing and post-financing phase of financial leasing (*finalized*);
 - **Annex D-9** Risk management scheme for leasing operations (*finalized*).
- **PIU Risk management policy for leasing** to identify, evaluate, treat, monitor, quantify and report significant risks associated to leasing transactions (*in process*).

C. Collaboration with ECCYSA, EIB TA

The PIU team continued offering all necessary support to the EIB hired TA – the Spanish Consultant ECCYSA. Taking into account that the ECCYSA base office in Moldova was located at the PIU office premises, the PIU team had the chance to continuously contact, interact and share experience with ECCYSA Consultants. Discussions and opinion exchange took place on topics like: procurement modality within leasing operations, possibility to include certain tasks in the ToRs for the next EIB TA under “Filiere du Vin” Program, and others. Unfortunately ECCYSA team could not find an expert on leasing operations in order to consult the PIU team regarding the leasing aspects. At the same time, at elaborating the TORs for the next EIB TA, they didn’t took into account the PIU requirements and provided information on PIU necessities of Technical Assistance.

In addition, during its performance in Moldova, the ECCYSA team continued to be closely supported by a PIU hired local Winemaking Sector Advisor on several issues:

- facilitate interaction of TA experts with all involved parties and organize several meetings, informative seminars, round tables and site visits with requested official bodies and sector beneficiaries,
- contribute to furnishing of studies/reports/other documents (elaborated by Moldova), as requested by TA mission experts etc.)

PIU team and MoAFI wine sector representatives analyzed, within the established deadlines, the reports that have been elaborated by TA mission, including the inception report and draft of Final Report and presented various comments and adjustment proposals to it.

PIU team along with beneficiaries from the sector (MoAFI representatives and entrepreneurs from the wine sector) participated at the closing seminar organized by ECYSSA on the 30th of May, 2012. The presentations of Montserrat Íñiguez on wine quality control and the presentation of Enrique García-Escudero on vine yield control were highly appreciated both by PIU and by the rest of Participants.

D. Promote quality control bodies, education and research

In the reported period PIU in order to develop this Program Component has undertaken several actions, as follows:

- 1) PIU has presented to MoAFI and Ministry of Education the sub-projects prepared by the educational and research institutions with winemaking and viticulture profile, mainly State Agrarian University of Moldova, Technical University of Moldova, National College of vine and wine from Chisinau and Technical Practical Institute of Horticulture and Food Technologies. PIU solicited both Ministries to evaluate the institutions' sub-projects in order to determine the necessities that need implementation and to identify sources for co-financing the sub-projects.
- 2) The Ministries have no technical capacity for evaluating the sub-projects. The PIU cannot go further without an opinion of the competent bodies. PIU intends to create a working group consisting of MoAFI, Ministry of Education and PIU representatives in order to explain in details the working procedure within this component and to promote the development of the educational institutions and research.

E. Program Management Component

During the 2st quarter PIU managed to implement all the actions planned in the 1st quarter regarding the Program Management Component. PIU actions classified by categories are described below.

1. Management Information System elaboration

During the reported period the PIU together with contracted ICT service provider “Noi TI & Service” LLC finalized the development of the MIS component related to the *Credit Line operations* and the component on *Monitoring and Evaluation of Final Beneficiaries*. The recording and reporting documents used within both components were developed, tested and adjusted. These components are fully operational.

2. Reporting and Budgeting

During the reported period PIU prepared and submitted the following reports:

- Financial Reports due to deadlines and formats established by the national legislation to State Local Authorities (MoF, Fiscal Authority, social insurance authority, etc.);
- Progress Report for the 1st quarter 2012 to EIB, and PIU’ Council of Observers ;

According to the national legislation, PIU prepared for the MoAFI and MoF the following forecasts and plans:

- Disbursements and expenditures forecast of funds within the Program for the period 2014-2015;
- Program proposals for the State Budget Law 2013.

3. PR actions

During the reported period PIU along with the “BRV ISTCOM” SRL defined the design of the Program website and started to prepare the information for the website content.

PIU, at request of the “Profit” magazine, prepared an informative article regarding the Program “Credit Line” current situation and about Program future directions of development. The article was published in Number 6/2012, page 88.

In “Logos Press” newspaper N 23(951) from the 15th of June, 2012 appeared a notice stating that the first 3 Final Beneficiaries have received EIB approval for financing and are waiting their credits.

4. Procurement activities

During the 2nd quarter of 2012, after almost fully endowing the PIU with operational equipment, travel means etc., the Program procurement activities were oriented towards completing the implementation of the contracts started in the previous quarter with following the companies:

- “Daac-Auto” SRL for procurement (via shopping procedure) of 1 Program 4x4 vehicle. The vehicle was delivered, registered, and Casco insured and is being fully operational;
- “BRV ISTCOM” SRL for elaboration of the Program web page. The web page needs some minor adjustments (that will be included in an amendment to the contract) and is still under construction.

In addition, during the reported period PIU hired and restructured the following positions:

1. One local Consultant was contacted starting with 01/Aug/2012: Project Administrative Specialist. This position will be responsible for PR, procurement and M&E support.
2. Based on additional internal estimations and analysis, the PIU was decided to add accounting/finance management functions to Veronica Mirzac (former Credit Lease Officer) thus, transferring her to Finance Officer position, starting with 01/Aug/2012. Respectively – a new contract was signed.
3. Based on the above point, it was decided to exclude accounting responsibilities and re-hire Natalia Agapii (former Finance Officer) as Project Finance Specialist, starting with 14/July/2012. Respectively – a new contract was signed.

In total, during the reported period (April 01, 2012 – June 30, 2012) the PIU spent about **95.267 EUR** for goods, services, and consulting services (including salaries of PIU staff). This amount came as contribution of RM Government and partially as Italian grant contribution.

Table 7. Program Management expenditures, EURO

PIU Management	GRM	Grant	Total
2 nd quarter allocations	79,198	16,069	95,267

II. PROSPECTS FOR ALLOCATIONS WITHIN CREDIT LINE, IN THE COMING QUARTER

In the third quarter of 2012 the ***total planned cost of Credit Line*** investments constitutes around ***EUR 6,803,379***, which comprises 3 *sub-project investments* and the *second tranche of the “Asconi” LLC* approved sub-project (Please see Annex 6).

EIB sources. It is planned to allocate through Credit Line almost ***EUR 3,401,689.49*** from EIB loan.

Beneficiary’s contribution. It is envisaged that beneficiaries will contribute with the amount of around ***EUR 3,401,689.51*** which represents 50 % of the total Credit Line cost of investment.

Annex 1. Potential Beneficiaries that received PIU consultancy on different Program issues

No	Date	Beneficiary Name	No	Date	Beneficiary Name
1	31.10.2011	"Basvinex"	43	02.02.2012	Colegiul Național de Viticultură și Vinificație din Chișinău
2	03.11.2011	"Leovin"	44	02.02.2012	ÎM"Sălcuța"
3	11.11.2011	Victor Bădărău, directorul executiv al Asociației Producătorilor și Exportatorilor de Vinuri.	45	03.02.2012	SA"Fabrica de vinuri din Sângerei"
4	14.11.2011	"Asconi"	46	07.02.2012	D. Bratco, MAIA
5	14.11.2011	"Lion-Gri"	47	07.02.2012	"Migdal-P"
6	16.11.2011	"Agrosudresurse"	48	07.02.2012	"Fabso"
7	16.11.2011	"Agrogled"	49	10.02.2012	Svetlana Copanji, reprezentant ACSA în rl Ciadîr-Lunga
8	16.11.2011	"Vestresurs"	50	10.02.2012	Gheorghe Cainarean, director ACSA
9	17.11.2011	"Ghidighici-Vin"	51	13.02.2012	SRL"Carpeni"
10	18.11.2011	"Euroalco"	52	13.02.2012	SRL"Artvlad"
11	21.11.2011	"DK-Intertrade"	53	15.02.2012	"Atgaia-SU" (ambalaj)
12	21.11.2011	"Agrovin-Bulboaca"	54	15.02.2012	"Univers-Vin"
13	22.11.2011	"Vinăria Purcari"	55	15.02.2012	"Suvorov-Vin"
14	23.11.2011	"Naturvins"	56	20.02.2012	CP"Persavin"
15	23.11.2011	"Vineselect"	57	21.02.2012	"Wine International Project"
16	23.11.2011	"Tomai-Vinex"	58	21.02.2012	Ala Polustanova, reprezentant MAIB
17	25.11.2011	SRL"Simco-euro"	59	22.02.2012	Arcadie Guidea, director de filială "Moldindconbank"
18	28.11.2011	"Fautor"	60	27.02.2012	Vladimir Burnaru, reprezentant al unei întreprinderi
19	01.12.2011	GȚ"CVN-Chiosa"	61	27.02.2012	SRL"Maurt"
20	05.12.2011	Chioselia	62	02.03.2012	SA"Carahasani-Vin"
21	08.12.2011	"Alianța-Vin"	63	05.03.2012	Îl"Gavrilov Ion"
22	09.12.2011	SRL"Oztor"	64	06.03.2012	Lilia Ceban, reprezentant "Mobiasbancă"
23	09.12.2011	SRL"Moldnord"	65	07.03.2012	GȚ"Sadacagro"
24	12.12.2011	"Fabrica de vinuri din Vărzărești"	66	12.03.2012	SRL"Altes"
25	22.12.2011	"Tomai-Vin"	67	12.03.2012	SRL"Alimivino"
26	30.12.2011	Cătălina Spînu, Franța	68	21.03.2012	FPC"Vindicum"SRL
27	04.01.2012	Valeriu Cebotari (MAIA)	69	21.03.2012	SRL"Panasofion"
28	04.01.2012	"Vinăria-Căinari"	70	23.03.2012	SC"Viță-podgoreană"SRL
29	04.01.2012	Colța Vasile	71	27.03.2012	SRL"Saic-Dar-Vin"

30	12.01.2012	SA "Cricova"	72	28.03.2012	SA "Multitrade" ("Zolotoi Aist")
31	18.01.2012	A. Garștea	73	10.04.2012	SRL "Bravo Wine"
32	23.01.2012	SRL "Invinprom"	74	11.04.2012	"Pașcani agro" ("Pașcani Agro")
33	24.01.2012	"Vinăria Țiganca"	75	26.04.2012	"Vinuri de Comrat"
34	25.01.2012	Maximciuc Hatuna, director de filială "Mobiasbancă"	76	27.04.2012	"Grand Garanovschi"
35	25.01.2012	Cudlea Alexandru, reprezentant "Mobiasbancă"	77	03.05.2012	SA "Cimișlia"
36	25.01.2012	SRL "Maidan-Grup"	78	03.05.2012	"Basavin and Co"
37	25.01.2012	SRL "Leuntea-Vin"	79	03.05.2012	"Kazayak-Vin"
38	26.01.2012	"API Orhei"	80	07.05.2012	"Fabbri-Inox"
39	30.01.2012	SRL "Vinex-Victoria"	81	16.05.2012	GȚ "Vin Nobil"
40	30.01.2012	ÎM "Vinia-Traian" SA	82	16.05.2012	Andrei Lunganu (contandrey@gmail.com)
41	01.02.2012	"Vinăria din Vale"	83	27.06.2012	"Mileștii Mici"
42	02.02.2012	SRL "Podgoria-Vin"	84	29.06.2012	Rusu Ion

Annex 2. Potential beneficiaries registered as participants in the program till the 30th of June 2012

No	Application registration date	Application registration number	Beneficiary Name
4th quarter 2011			
1	12.12.11	Nr. 01 from 12.12.11	"Tomai Vin" JSC
2	12.12.11	Nr. 02 from 12.12.11	"Euroalco" LLC
3	15.12.11	Nr. 03 from 15.12.11	"Asconi" LLC
4	22.12.11	Nr. 04 from 22.12.11	"Vitalis Land" LLC
5	22.12.11	Nr. 05 from 22.12.11	"Fautor" LLC
6	22.12.11	Nr. 06 from 22.12.11	"Naturvins" LLC
7	23.12.11	Nr. 07 from 23.12.11	"DK Intertrade" LLC
8	23.12.11	Nr. 08 from 23.12.11	"Agrovin Bulboaca" LLC
9	23.12.12	Nr. 09 from 23.12.11	"Alianta Vin" LLC
1st quarter 2012			
10	10.01.2012	Nr. 10 from 10.01.12	"Agrosudresurs" LLC
11	13.01.2012	Nr. 11 from 13.01.12	"Agrogled" LLC
12	18.01.2012	Nr. 12 from 18.01.12	"Vest-Resurs" LLC
13	16.02.2012	Nr. 13 from 16.02.12	Colegiul National de Vinificatie si Viticultura din Chisinau
14	24.02.2012	Nr. 14 from 24.02.12	"Vinăria Țiganca" LLC
15	27.02.2012	Nr. 15 from 27.02.12	"Wine International Project" LLC
16	29.02.2012	Nr. 16 from 29.02.12	"Lion-Gri" LLC
17	01.03.2012	Nr. 17 from 01.03.12	"Atgaia-SU" LLC
18	26.03.2012	Nr. 18 from 26.03.12	"Vinăria din Vale și Co" JSC
2nd quarter 2012			
19	18.04.2012	Nr. 19 from 18.04.12	"Tomai-Vinex" JSC
20	20.04.2012	Nr. 20 from 20.04.12	"API Orhei" JSC
21	07.05.2012	Nr. 21 from 07.05.12	"Suvorov-Vin" LLC
22	11.05.2012	Nr. 22 from 11.05.12	"Fabso" JSC
23	11.05.2012	Nr. 23 from 11.05.12	"Migdal-P" JSC

Annex 3. Final Beneficiaries situation at 30th of June, 2012

No	Beneficiary Name	Program Component	PFI	EIB loan	Beneficiaries' co-financing	Total sub-project amount	Current Status
				EURO			
I Disbursed 1st tranche							
1	"Euroalco"	winemaking (working capital)	Energbank	0.0	0.0	0.0	Dropped out the EIB financing
2	"DK Intertrade"	winemaking (working capital)	Banca Socială	600.0	600.0	1200.0	Received EIB financing from the I tranche
3	"Alianta Vin"	winemaking (working capital)	Energbank	600.0	600.0	1200.0	
4	"Asconi"	winemaking (update plant equipment)	Moldova Agroindbank	1658.8	1658.8	3317.6	
II Forecasted 2nd tranche							
5	"Migdal-P"	winemaking (update plant equipment, renovate production buildings, working capital); viticulture (plant vines)	Banca Socială	600.0	600.0	1200.0	Waits CLD approval
6	"API-Orhei"	winemaking (update winemaking equipment, renovate production buildings, purchase transportation trucks, working capita); viticulture (plant vines)	Banca Socială	517.23	517.23	1034.5	
7	"Suvorov-Vin"	winemaking (update equipment, renovate production buildings, working capital); viticulture (plant vines)	Moldindconbank	2,000.16	2,000.16	4000.3	Waits PIU eligibility notice

III Forecasted future tranches							
8	"Tomai Vinex"	winemaking (update equipment, renovate production buildings, working capital)	Moldindconbank	624.60	624.60	1,249.20	Waits PIU eligibility notice
9	"Fautor"	winemaking (update equipment, renovate production buildings)	Moldindconbank	962.29	962.29	1,924.59	
10	"Alianța Vin"	winemaking (update production equipment)	Energbank	597.30	597.30	1,194.60	Develop the business plan
11	"Vinăria Țiganca"	winemaking (update equipment, renovate production buildings)	Moldindconbank	522.70	522.70	1,045.40	
12	"Agrovin Bulboaca"	winemaking (update equipment, renovate production buildings, working capital)	Moldova Agroindbank	1,362.68	1,362.68	2,725.37	
13	"Wine International Project"	winemaking (finance permanent increasing working capital)	Moldindconbank	514.53	514.53	1,029.06	

Annex 4. Allocation Report of 1st tranche from EIB loan, EURO

PFI	Sub-sector	Sub-project description	Final beneficiary	Approved amount by PFI	I tranche amount		
					<i>disbursed</i>	<i>allocated</i>	<i>allocation rate, %</i>
Banca Sociala	winemaking	<i>increase in medium and long working capital (maximum allocation amount EUR 600 000)</i>	“DK-Intertrade” LLC	600,000	600,000	600,000	20.48
Energbank	winemaking	<i>increase in medium and long working capital (maximum allocation amount EUR 600 000)</i>	“Alianta-Vin” LLC	600,000	600,000	600,000	20.48
MAIB	winemaking	<i>purchase of winemaking equipment and increase in medium and long term working capital</i>	“Asconi” LLC	3,672,347	1,238,209	1,238,209	42.26
	viticulture	<i>vineyard establishment and purchase viticulture machinery</i>			420,584	420,584	14.35
PIU EURO account, remained balance as of 01.07.2012		<i>future allocations</i>			71,207	0	0.00
Total				4,872,347	2,930,000	2,858,793	97.57

Annex 5. Consultancy and monitoring provided by PIU Procurement Officer on procurement aspects to Final Beneficiaries' sub-projects in organizing their procurements under Credit Line Component:

Final Beneficiary	Consultancy/Reviewing activities undertaken by PIU on procurements organized by FB:	Results
Asconi	PIU met and discussed with FB - on what documents should contain a procurement package, the format and correctness of these.	
	PIU met with FB and analysed the following procurement packages (Invitations to Quote / Price Quotations / Prices analysis / contracts): <ul style="list-style-type: none"> a) Autoclaves (company selected – Berhord SRL) b) Grape bunkers / Pneumatic Press (company selected – Berhord SRL) c) Grape internal metal poles (company selected – Berhord SRL) d) Malolactic fermentation equipment/inert gas equipment (company selected – Berhord SRL) e) Equipment for concentration/filters (company selected – Berhord SRL) f) Storage tanks(company selected – Berhord SRL) g) Oak barrels (company selected – Trust Hungary) h) Gape Seedlings (company selected – Vivai Cooperativi) i) Refrigeration unit (company selected – Berhord SRL) j) Bunkers for trailers (company selected – Berhord SRL) 	- FB procurement packages approved by PIU. - PIU approval letter issued
Fautor	FB requested and received PIU support - on what documents should contain a procurement package.	Procurements still in process of being organized
API Orhei	PIU met with FB - on what documents should contain a procurement package, the format and correctness of these.	
	PIU met with FB and analysed the following procurement packages (Invitations to Quote / Price Quotations / Prices analysis / contracts): <ul style="list-style-type: none"> a) Grape processing equipment (receiving and crushing / pressing / filtration / cooling units) (company selected out of 3 price quotations– Della Toffola Spa Italy) b) Construction of grapes processing building (company SA Cosmont from Moldova was directly contracted based on its previous satisfactory performance in providing similar services). Contribute to finalizing the FB's presentation report for EIB.	- FB procurement packages approved by PIU. - PIU approval letter issued
Migdal-P	FB called PIU requesting support - on what documents should contain a procurement package. FB was consulted on the way procurements should be organized, the content of the procurement package.	
	PIU received and analysed the following procurement documents (companies are from Moldova):	- FB procurement

	<ul style="list-style-type: none"> a) Steam generator & supplies (company selected – Piroterm-Service SRL) b) Cooling tower (company selected - Moldcablu SRL) c) Bottles (companies selected – Glass Container Company / GC-Prim / ICS "Cristal Impex" SRL / Natvex-Com SRL) d) Grapes (companies selected - "SLOBMAR-TOT" SRL / "Biruinta"COOP / "Azolux" SRL) e) Metal products for construction (company selected –Germes-Metal SRL) f) Bottle labels (companies selected – Estate-Design SRL / Proficon-Arh SRL) g) Construction materials (company selected – Casia Grup SRL / Cariera Cobusca SRL) 	<p>packages approved by PIU. - PIU approval letter issued</p>
Suvorov-Vin	<p>FB called PIU requesting support - on what documents should contain a procurement package, the way procurements could be organized. FB received PIU consultancy on the way procurements should be organized, the content of the procurement package.</p>	
	<p>Further explanations provided to FB by PIU on procurement activities. PIU explained that it is not acceptable to divide large procurement contracts into smaller ones for the sake to avoid specific procurement procedures (collect 3 offers from 2 different countries).</p>	
	<p>FB met with PIU in PIU's office and delivered for review the Procurement Documents. The procurements were made by FB based on PIU and EIB agreed procurement requirements under Credit Line Component and the PIU elaborated <i>Guide on Procurements for Credit Line Component</i>.</p> <p>A. Procurements that went above 100 thousand euros per one contract (or equivalent, but not above 5mln euros per 1 contract) have been reviewed by PIU (<i>where applicable, PIU reviewed: existence of price quotations from at least 3 companies from 2 different countries, selection argumentation, copies of signed contracts, etc.</i>), as follows:</p> <p><u>Working Material (all via direct contracting; PIU reviewed the signed contracts):</u></p> <ul style="list-style-type: none"> a) Bottles (contracts with Glas Container Company SA and Glas Container Prim SA, Moldova) b) Corks (contract with Amorim Irmaos, Portugal) c) Bottle stickers (contract with DARS, Bulgaria); <p><u>Winemaking equipment (selection was made out of 3 proposals with FB argumentation – all together with signed contracts - were reviewed by PIU):</u></p> <ul style="list-style-type: none"> d) Presses, crushers, pumps etc. (contracted company - Vaslin Bucher, France) e) Bottling Line for wine (contract with Gruppo Bertolaso, Italy) f) Wine storage equipment (contract with TM INOX, Romania); 	<p>- FB procurement packages approved by PIU. - PIU approval letter issued</p>

	<p><u>Construction and repairing of production buildings (all via direct contracting; PIU reviewed the signed contracts):</u> 4 contracts were signed directly with Recons-Prim SRL, Moldova, for providing the following repairs:</p> <ul style="list-style-type: none"> a) Capital repairing of production building b) Capital repairing of storage buildings c) Capital repairing of grapes processing building d) Reconstruction of artesian well. <p>B. The PIU has informed the Final Beneficiary that for several contracts (implementation), monitoring visits will need to be taken by PIU to document about procurement status, as follows:</p> <p><u>Winemaking equipment:</u></p> <ul style="list-style-type: none"> a) Bottling Line for wine (contract with Gruppo Bertolaso, Italy) b) Wine storage equipment (contract with TM INOX, Romania) <p><u>Construction and repairing of production buildings</u> - 4 contracts signed directly with Recons-Prim SRL, Moldova, for providing the following repairs:</p> <ul style="list-style-type: none"> a) Capital repairing of production building b) Capital repairing of storage buildings c) Capital repairing of grapes processing building d) Reconstruction of artesian well. 	
Tomai Vinex	<p>FB sent to PIU by email scanned copies of signed contracts for procurement of winemaking equipment and working capital. The procurements were made by FB based on PIU and EIB agreed procurement requirements under Credit Line Component and the PIU elaborated <i>Guide on Procurements for Credit Line Component</i>.</p> <p>A. There was only one contract that went above 100 thousand euros per one contract, for procurement of working capital – wine bottles (<u>via direct contracting; PIU reviewed the signed contract</u>):</p> <ul style="list-style-type: none"> a) Bottles (contract with Glass Container Company SRL, Moldova) <p>B. <u>Other contracts were below 100 thousand euros per one contract and these procurements have been made via direct contracting.</u> Most of these were for working capital. There also was a procurement of Winemaking equipment and the signed contract was reviewed by PIU:</p> <ul style="list-style-type: none"> a) Spiral heat exchangers, coolers, industrial gas heat boilers etc. (contracted company – Polisad SRL, Moldova – contract price 89160USD) b) Other contracts were for procurement of grapes and winemaking accessories. 	<p>- FB procurement packages approved by PIU.</p> <p>- PIU approval letter issued</p>

Annex 6. Forecasted request for disbursement of 2nd installment from EIB loan, EURO

PFI	Sub-sector	Sub-project description	Final beneficiary	Approved amount by PFI/CLD	Amount allocated	II tranche amount		
					<i>EIB I tranche</i>	<i>disbursed</i>	<i>allocated</i>	<i>allocation rate, %</i>
PIU EURO account, initial remaining balance after making first disbursement						71,207		
Banca Socială	winemaking	<i>update winemaking equipment, renovate production buildings and increase in medium and long term working capital</i>	"API Orhei" JSC	517,234	0	517,234	0.00	0.00
Banca Socială	winemaking	<i>update winemaking equipment, renovate production buildings and increase in medium and long term working capital</i>	"Migdal-P" JSC	600,000	0	600,000	0.00	0.00
Moldindconbank	winemaking	<i>update winemaking equipment, renovate production buildings and increase in medium and long term working capital</i>	"Suvorov-Vin" LLC	2,000,160	0	1,475,000	0.00	0.00
MAIB	winemaking	<i>purchase of winemaking equipment and vineyard establishment and purchase viticulture machinery</i>	"Asconi" LLC	3,672,347	1,658,793	831,689	0.00	0.00
PIU EURO account, final remaining balance						48,973	0.00	0.00
Total				6,789,741		3,401,689.49	0.00	0.00

Annex 7. Planned activities for the third quarter 2012

No	Activities	III quarter		
		July	August	September
I.	Credit Line			
1	To consult potential beneficiaries in filling in the "Questionnaire of the Program applicant" and Business plan elaboration.			
2	To consult potential beneficiaries on eligibility issues of the investment projects			
3	Continuous review of Procurement documentation of the Final Beneficiaries. Continuous consulting of potential beneficiaries on procurement rules/practices to be followed			
4	To finance sub-projects through participating commercial banks based on request of payment from CLD			
5	To analyse and review Business Plans of potential beneficiaries			
6	To submit to the MoF the disbursement request from EIB loan.			
7	To consolidate statistic and financial data on final beneficiaries.			
II	Leasing			
1	To define final version of Annexes to Program Operations Manual regarding the Leasing instrument			
2	To develop Leasing Policy and Client Evaluation Procedures			
3	To develop several specific to Leasing instrument documents, including Beneficiary Leasing Guide, Leasing Questionnaire and Business Plan template, etc.			
4	To elaborate the Accounting Policy and Financial Reporting procedures on Leasing operations in accordance with NAS and IFRS principles and rules			
5	To elaborate the Risk Management Manual			
6	To elaborate the Leasing Monitoring Policy			
7	To elaborate the Internal Security Policy			
8	To continue collecting from potential beneficiaries data referring to: type of equipment they intend to procure via leasing, the quantities and technical specification			
III	Capital Investments & Loan guarantees			
1	To contribute to the development of the TORs for the external consultancy offered by EIB on development of these financial instruments			
IV	Promote quality control bodies, education and research			
1	To work with MoAFI, Ministry of Education and education institutions and research in order to promote this Program component			
2	To prepare the TORs for the TA for developing this component and to help evaluate the received implementation projects from the educational institutions			
V	Project Management Component:			
A	<i>PIU operational activities</i>			
1	Continuously monitor implementation of goods/consulting contracts. Sign/extend new contracts for supply of goods and services			
B	<i>PR activities</i>			
1	To coordinate and approve the Program's website contents			

2	To maintain and update the website's content			
3	To write, edit and place several articles in national newspapers and magazines targeting the agriculture and wine industry			
<i>C</i>	<i>MIS elaboration and implementation</i>			
1	To apply the system for recording and reporting the credit application and documents within Credit Line			
2	To test and adjust documents and reports developed for Credit Line instrument			
<i>D</i>	<i>Budgeting and Reporting</i>			
1	To elaborate Program Progress report for the 2nd quarter, 2012			
2	To prepare all quarterly and monthly reports for relevant institutions (MoF, Fiscal Authority, social insurance authority, etc.) and other monthly and quarterly reports for 2012 required by national authorities			