



Investment Profile


FABRICA DE STICLĂ DIN CHIȘINĂU

Chisinau, Moldova, 2024



Guvernul Republicii Moldova
Agenția Proprietății Publice





Fabrica de Sticla is a well-known local enterprise that offers a compelling investment opportunity in the glass manufacturing sector in Moldova with its established market presence, strong commercial connections and strategic location.

Corporate Overview

Name of the Enterprise:

Întreprinderea de Stat "Fabrica de Sticlă din Chișinău"/State Enterprise „The Chisinau Glass Factory” (hereinafter referred in this document as Fabrica de Sticlă)

Industry Sector:

Glass manufacturing

Legal Status:

100 % State-owned enterprise undergoing privatization

State's Representative Body:

Public Property Agency of Moldova

Year Established:

1970

Registered Capital:

403.6 million MDL

Strategic Location:

In the industrial sector of the municipality of Chisinau, Republic of Moldova, with a land surface of 14.4 hectares and owning 31 constructions. The factory is about 8 km from the city center, served by a railway siding operated by Moldovan Railways.

Operations and Market Presence

Product Portfolio:

Fabrica de Sticla produces about 300 types of various bottles and jars including glass bottles (0.1-3.0 litre capacity) and jars (0.1-5.0 litre capacity), suitable for a wide range of uses including beverages, canned fruits and vegetables, and others.



Production Capacity:

The enterprise is one of the leading Moldovan glass manufacturers and a key supplier to local and foreign markets (Greece, Spain, Great Britain, Romania, Italy, Bulgaria, others), particularly catering to the wine-cognac, liquor-vodka industries, and food processing sectors.



Modernization and Certifications:

The factory has undergone significant modernization, including the introduction of new packing technologies and processing techniques that meet European standards. It has been certified according to the ISO 9001:2000 quality management system and ISO 22000:2018 food safety management system.



Assets

The structure of the company's assets, determined by the nature of its activities, is dominated by **fixed assets**, whose value has reached **140 million MDL**. These fixed assets include over 31 constructions, machines, and equipment.

Net assets, million MDL



Financial Performance

As of the latest fiscal period, the company has maintained a stable financial performance with positive growth in production and sales, driven by a robust local and export market presence.



Revenue, million MDL

2021	374.6
2022	534.6
2023	569.5

Cost of Sales, million MDL

2021	272.5
2022	437.6
2023	481.3

Gross Profit, million MDL

2021	49.4
2022	49.9
2023	36.6



Workforce Overview



Total Number of Employees:
401



Management and specialists:

15% of the workforce are managers, responsible for strategic decision-making and overseeing all operational activities and specialists including engineers, technicians, who ensure the technical proficiency and innovation within the operations.



Operational Staff (Workers):

85% of the workforce are operational staff.

Potential for Investors

Growth Opportunity:

Significant potential for growth and expansion through technological advancements and market penetration.

Strategic Location:

Positioned in Chisinau, the company benefits from logistical advantages in serving both Eastern European and broader European markets.

Sector Outlook:

The glass packaging industry is anticipated to grow, driven by increasing consumer demand.

Investment Appeal:

The privatization process offers potential investors a chance to capitalize on the enterprise's established infrastructure and market connections to further enhance its productivity and market reach.



Privatization Current Status

The enterprise is in the preparatory stages of privatization, with the government seeking to transition ownership to private investors to infuse capital, technology, and management expertise.

Interested investors are encouraged to monitor the specified below websites for informative announcements and opportunities to participate in the privatization.



Invest Moldova Agency
www.invest.gov.md



Public Property Agency
www.app.gov.md



Fabrica de Sticlă
www.glass.md



Official Gazette
<https://monitorul.gov.md/>



Contacts

For any information on investment opportunities in Moldova please contact:

Invest Moldova Agency



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Website:

www.invest.gov.md

For any information on privatization procedures please contact:

Public Property Agency



Guvernul Republicii Moldova

Agenția Proprietății Publice

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For more detailed inquiries on Fabrica de Sticla, interested parties are encouraged to contact Fabrica de Sticla directly:

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