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ESOMAR member

Census Study of Moldova Innovation Technology Park Members

PREPARED FOR: MOLDOVA INNOVATION TECHNOLOGY PARK

IMPLEMENTED BY: S.C. MAGENTA CONSULTING S.R.L.

WITH THE SUPPORT OF: INNOVATE MOLDOVA PROGRAMME, FUNDED BY SWEDEN AND THE UNITED KINGDOM.

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LIST OF ABBREVIATIONS

AI - Artificial Intelligence

B2B – Business-to-Business

B2C – Business-to-Consumer

B2C – Business-to-Government

CATI - Computer Assisted Telephone Interview

DK/NR - Don’t know/No response

IT – Information Technology

MITP - Moldova Innovation Technology Park

N - Number of respondents

SUMMARY

This study was conducted by Magenta Consulting for Moldova Innovation Technology Park.

The primary aim of the study was to conduct a census-type exercise across the entire MITP resident community, in order to collect, update, and structure relevant data on company profiles and services provided.

To achieve this, a mixed survey was carried out on a sample of 1560 MITP residents, out of all of the 2798 residents that were contacted using the client's database. The data collection methods included telephone survey (CATI) and self-administered questionnaire (SAQ). The respondents were representatives who have a role in the decision-making processes of the company, such as director, founder, etc.

Data was collected during 9 April – 12 May 2026.

In terms of the profile of the companies that participated in the survey, a majority are active (97%), limited liability companies (92%), micro sized (80%), were founded in 2022-2026 (67%) and became MITP residents in the same period (76%).

The main three activities of the interviewed companies are custom software development (50%), IT consulting (14%) and contract centers for export (11%). A majority of the respondents indicated that they provided services, either exclusively (57%) or along with developing products (35%); those that provide both products and services mentioned that these take up roughly half of the companies' output each. The top five types of products or services provided by the companies are web development (62%), data analytics (50%), quality assurance / testing (48%), DevOps / cloud computing (44%) and artificial intelligence / machine learning (39%).

Companies use a variety of technologies and platforms on a regular basis – most often, companies indicated that they used data engineering/processing (69%), backend/server-side development (62%), frontend web (60%), system integration/API/middleware (56%), AI/automation (54%), quality assurance/testing (53%), support services/customer operation (52%), cloud/infrastructure/DevOps (52%) and web platforms/e-commerce (48%). The two main technological verticals in which respondents operate are AI (31%) and FinTech (29%). When discussing the sectors of operation, most often companies declared that they operated in trade/e-commerce (32%), transport/logistics (31%), finance/banking (24%) and media/entertainment (22%).

AI use is used partially or extensively by a majority of the surveyed companies (78%), and out of these circa half mentioned it was a central or secondary component of the products they offered to the clients. Most of the respondents test or use AI for software development / code generation / quality assurance (79%) and generating text/image/video/audio (63%). Among AI users, the following areas are most widespread: internal operations / productivity (80%), software development / testing / automation (77%) and data analysis / reporting / decision support (65%).

Most companies have B2B clients (97%) and are oriented towards external markets (84%); the main four markets of export include USA (45%), Romania (22%), Great Britain (15%) and Germany (13%).

Interest in development perspectives in specific areas varies; thus, 82% were generally interested in expansion into external markets, 63% - in diversification of products, 53% - in partnerships in Moldova and 48% - in attracting investments.

INTRODUCTION

This study was conducted by Magenta Consulting for Moldova Innovation Technology Park.

I.1 PURPOSE OF THE STUDY

The primary aim of the study was to conduct a census-type exercise across the entire MITP resident community, in order to collect, update, and structure relevant data on company profiles and services provided.

The study objectives include the following:

1. Update and validate the company profile information for all resident companies, including contact details, operational status, size indicators, markets served, and strategic positioning.
2. Identify and classify in detail the exact services and activities provided by each company, using a refined and structured taxonomy of IT and digital services. This will allow a clear differentiation between coding, creative production, platform development, infrastructure services, consulting, product development, R & D, and other specialized outputs.
3. Determine the geographic orientation of service delivery, namely the proportion of services provided within Moldova versus those delivered to external markets. This will enable a better estimation of export intensity and international integration of the sector.

I.2 APPLIED METHODOLOGY

For this research a quantitative method was used.

Data was collected during 9 April – 12 May 2026.

Data collection method: CATI (computer assisted telephone interview) and SAQ (self-assessment questionnaires)
Universe size: 2798 companies
Collected sample size: 1560 companies
Respondents: representatives who have a role in the decision-making processes of the company (e.g. director, financial director, founder, etc.)
Geography: national

The company database was provided by the beneficiary. All companies were contacted to participate in the study, with the aim of collecting as many questionnaires as possible.

The interviewers invited a company representative who has a role in the decision-making processes of the company, such as the owner, director, or administrator, to participate in the survey.

Data collection process

Data collection contained multiple stages.

Questionnaire elaboration

An initial questionnaire was designed by the client. Based on this, a questionnaire was prepared by Magenta. All comments and requirements to the questionnaire were implemented.

Questionnaire translation and testing

Magenta translated the questionnaire into Romanian and Russian.

The questionnaire was tested on four respondents. During the testing attention was drawn to several aspects: order of the questions, wording and understanding of the questions by the respondents, instructions and skips for the interviewer, codes assigned to each response options, questionnaire length, etc. After each interview the respondent was asked how some of the questions were understood. Based on the test, the content of the questionnaire was adjusted. After each test, the questionnaire was adjusted according to the testing results. The questionnaire was tested in Romanian and English.

After the pre-testing questionnaire had been fully synchronized in all three languages and sent to the beneficiary for approval.

Selection and training of interviewers

A team of 9 interviewers were involved in this survey, each receiving comprehensive training to ensure high data quality and adherence to survey protocols. The training program covered essential topics such as survey methodology, questionnaire content and the use of data collection tools.

Fieldwork

All interviews were conducted in the language requested by the respondent – Romanian, Russian or English.

Data were collected using the CATI method. Before the start of data collection, the client informed all of the companies via official communication channel (email and Telegram group) about the survey, with an invitation to participate.

Every contact attempt was registered, with the interviewer writing down the attempt number and the status of every contact. At least 4 attempts were made to contact each company. Table i.1 contains the final statuses of the calls.

Table i.1: Statuses of contact attempts

	Number
Completed via telephone	1367
Completed individually via email	193
Refusals / Incomplete interviews	370
No answer / Disconnected	607
No contact / Respondent not available	406
Invalid number	44

A total number of 8416 calls were made during the data collection period, and a response rate of 50% was registered for the project. The refusal rate was 13%.

Data input

The questionnaire was programmed on a platform which was used for data collection.

Responses were entered into the database immediately upon completion, streamlining the data management process. This approach minimized the risk of errors, eliminated the need for double entry, and improved the efficiency of data processing.

Quality control procedures

At least 50% of audio recordings of each interviewer were verified and a back check report was completed. The report contained several variables such as date, long pauses, specific questions notes, interviewers' performance etc. In case of any kind of suspicion towards the work of an interviewer all audio recordings were evaluated.

Database with all completed questionnaires was exported daily and following aspects were verified: demographic data, consistency checks through the questionnaire, interview length per interviewer, response rate per interviewer, non-attitudes per interviewer, incomplete data, skips in the questionnaire trend per interviewer (skips usually shorten the duration of the interview), main questions responses per interviewer, the correctness and clarity of completing the open-ended questions etc. Data from quality control reports with all the checks from the database was triangulated with back check reports generated after listening to audio recordings to have a complete picture of the data collection process. Reports present triangulated checks both on the whole sample and at the level of each interviewer. Approximately every two weeks, the quality control reports in XLSX format were sent to the project lead and consultants involved in the project with all the checks.

During quality control procedures the following cases were removed after cleaning the data:

- Surveys that have a very short or very long duration
- Mid-terminates
- Non-attitudes (50% or more of variables with no response or “don’t know / do not respond” option selected)
- Logic checks are done to ensure validity of the interviews.

In case of errors or suspicions where audio recordings do not provide an answer, call backs were done.

Data analysis

Survey data analysis was conducted using SPSS statistical software. The results were visually represented through graphs and tables, accompanied by analytical commentary to highlight key findings. The percentages presented in the report are rounded: the sum of rounded values may vary +-1 p.p.

I.3 Research limitations

In the process of fieldwork, the reduced availability of key company members to participate in the survey was a limitation.

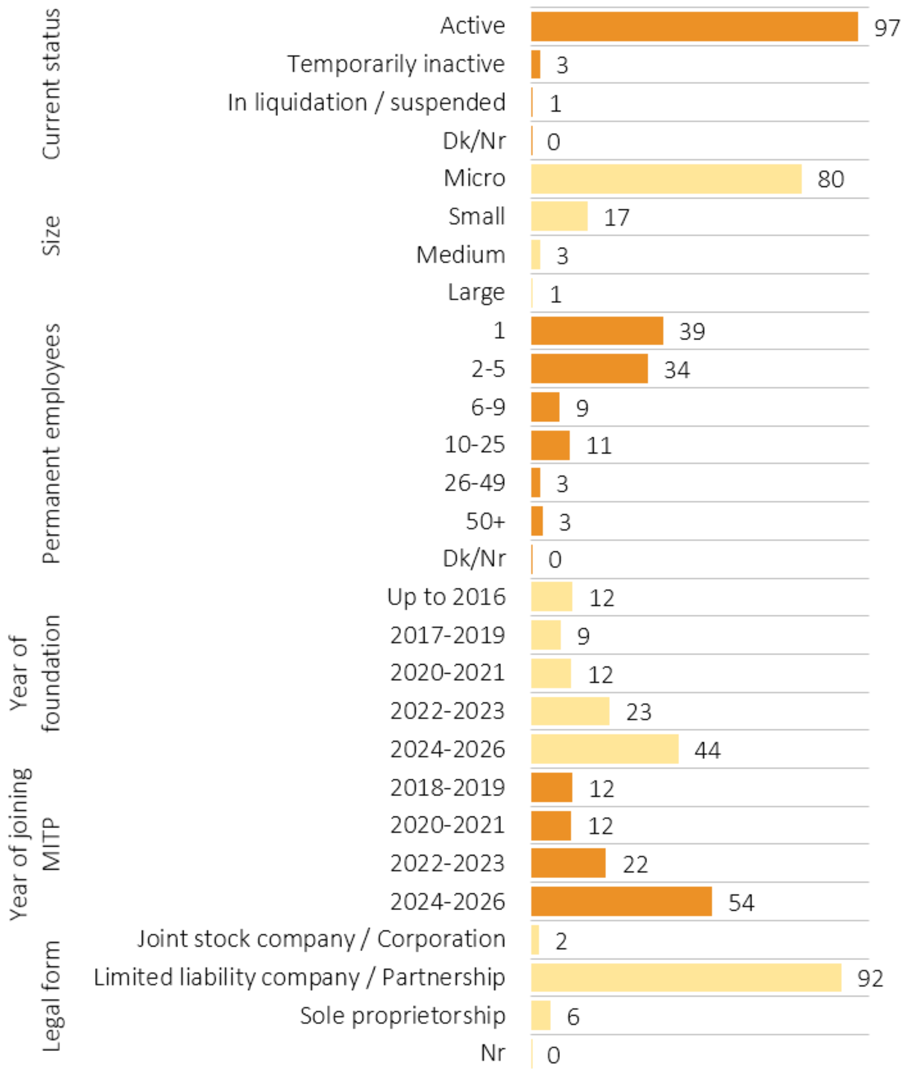
RESULTS OF THE MITP MEMBERS' CENSUS

This chapter includes the analysis of the data collected during the study, structured in the following subchapters: company profile, company activity, artificial intelligence and market and revenue.

1.1 Profile of Companies and Respondents

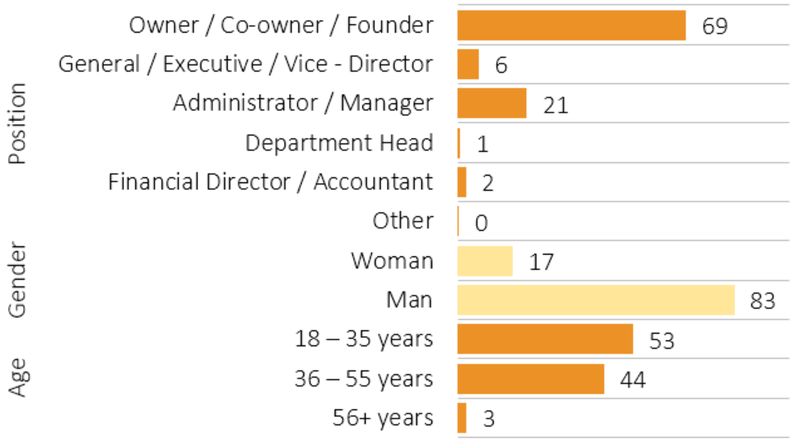
Most of the companies that participated in the survey are active (97%). The collected sample mostly includes limited liability enterprises (92%) that are micro sized (80%) and have up to 5 permanent employees (73%). A majority were founded in 2022 and later (67%) and about half became members of MITP since 2024 (54%).

Figure 1.1.1. Surveyed companies' profile, N=1560, %



The majority of the company representatives that participated in the survey are owners/founders (69%) and are men (83%) under the age of 55 (97%).

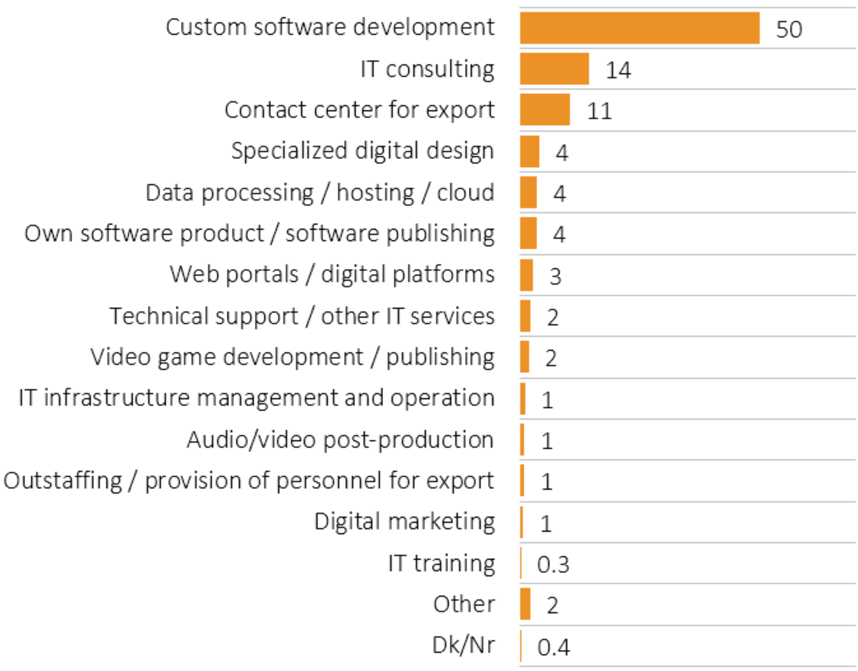
Figure 1.1.2. Respondents' profile, N=1560, %



1.2 Company Activity

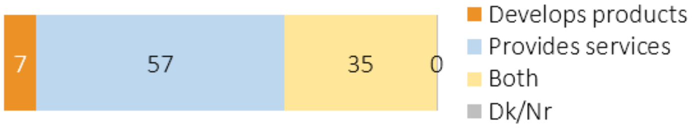
The main activity of half respondents is custom software development (50%), followed by IT consulting (14%) and contract centers for export (11%). Companies that became MITP residents in 2024-2026 and companies with more than 5 employees more often mentioned that their main activity was contact center for export (*Annex*).

Figure 2.1. "*Q13. What is the main activity of your company? By main activity is meant the activity that generates at least 70% of the company's turnover. (one answer)*", N=1560, %



Most respondents mentioned they provided services, either exclusively (57%) or along with products (35%). Share of companies that provide both products and services increases with company size and age (Annex).

Figure 2.2. "*Q14. Does your company develop products, provide services, or perform both activities? (one answer)*", N=1560, %



The distribution of product and service provision of the interviewed companies that provide both is roughly equal (Annex).

Figure 2.3. "*Q15. Approximately what percentage of the company's activity is product development and what percentage is service provision? (open-ended)*", N=523, % out of companies that both develop products and provide services

In terms of products and services provided by the respondents, the top 5 includes: web development (62%), data analytics (50%), quality assurance / testing (48%), DevOps / cloud computing (44%) and artificial intelligence / machine learning (39%). Video and audio post-production / editing is the service that the companies provide least often. Medium and large companies reported to a greater extent that they provided the listed products/services. Companies with more than 25 permanent employees mentioned more often that they provided UX/UI design (Annex).

The following were mentioned spontaneously most often among other responses: dispatch (4%), call center (4%), software development (3%) and IT consulting (2%).

Figure 2.4.1. "*Q16. What types of products or services does your company provide? (multiple answer)*", N=1560, %

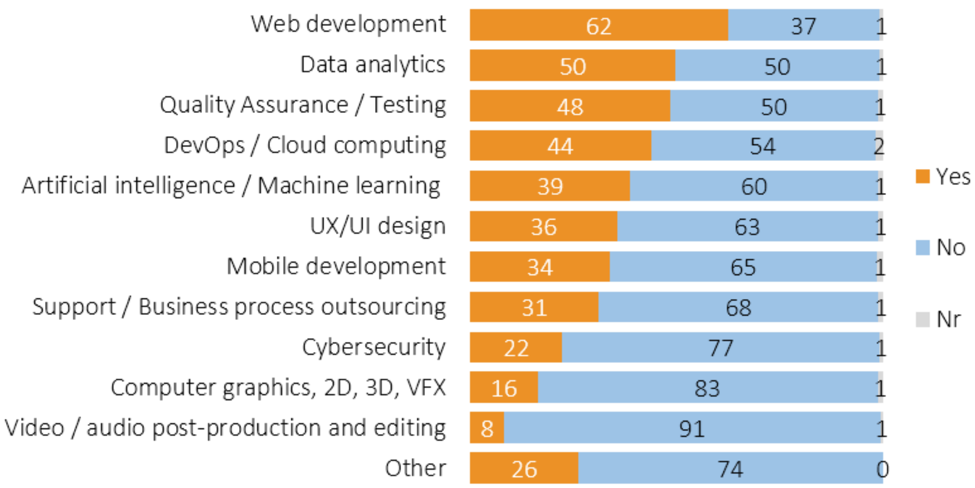
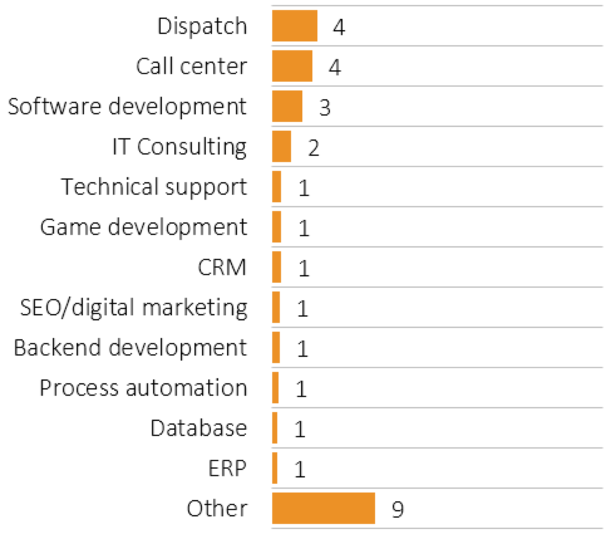
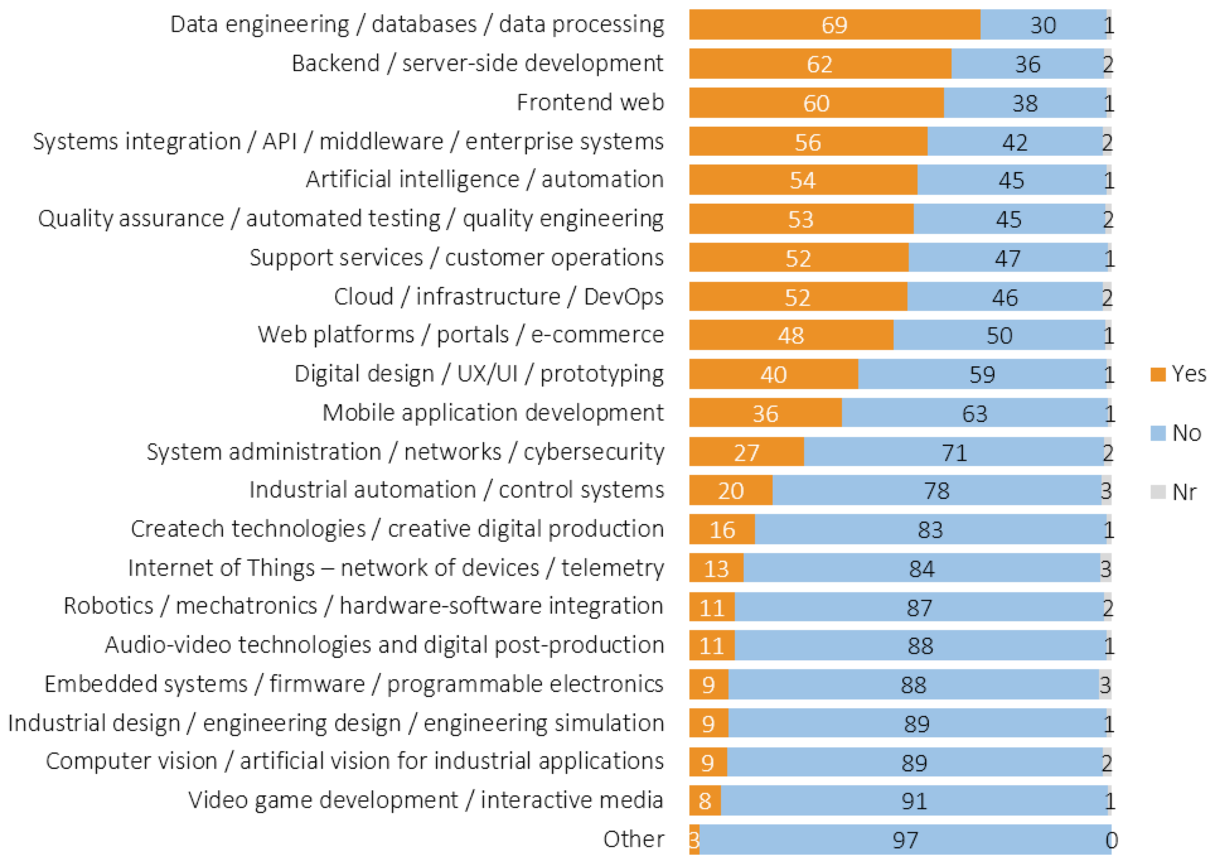


Figure 2.4.2. "*Q16. What types of products or services does your company provide? (multiple answer)*" – Other responses, N=1560, %



At least half of the survey companies reported they were currently using the following technologies/platforms: data engineering/processing (69%), backend/server-side development (62%), frontend web (60%), system integration/API/middleware (56%), AI/automation (54%), quality assurance/testing (53%), support services/customer operation (52%), cloud/infrastructure/DevOps (52%) and web platforms/e-commerce (48%). Medium and large companies mentioned to a larger degree using the listed technologies. Use of frontend web technologies increases with the age the company (*Annex*).

Figure 2.5. "*Q17. What technologies, platforms or digital capabilities does your company currently use on a regular basis? Please name all that are actually used by the company, not those that are only known by the team (one answer per row)*", N=1560, %



Among the companies interviewed during the survey, 31% mentioned that their main technological vertical was AI, while 29% specified FinTech (29%). Almost half of the companies mentioned operating in a different technological vertical, than those specified in the list, such as transport/logistics (11%), e-commerce (4%) and media/entertainment (3%). The prevalence of most technological verticals increases slightly with the age of the company ([Annex](#)).

Figure 2.6.1. "*Q18. What is the main technological vertical in which your company operates? By technological vertical we mean adaptation of products or services to the needs of a specific sector. (multiple answer)*", N=1560, %

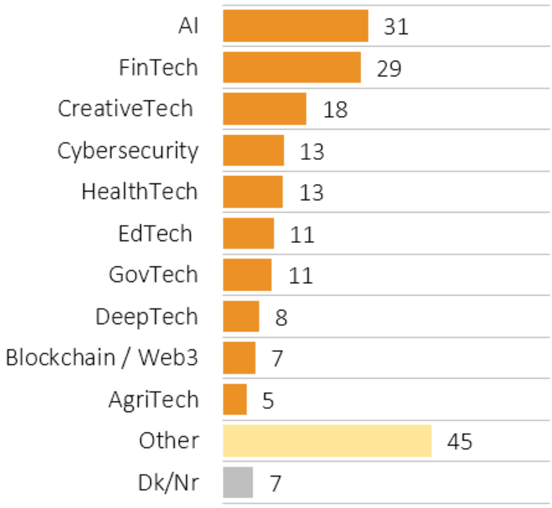
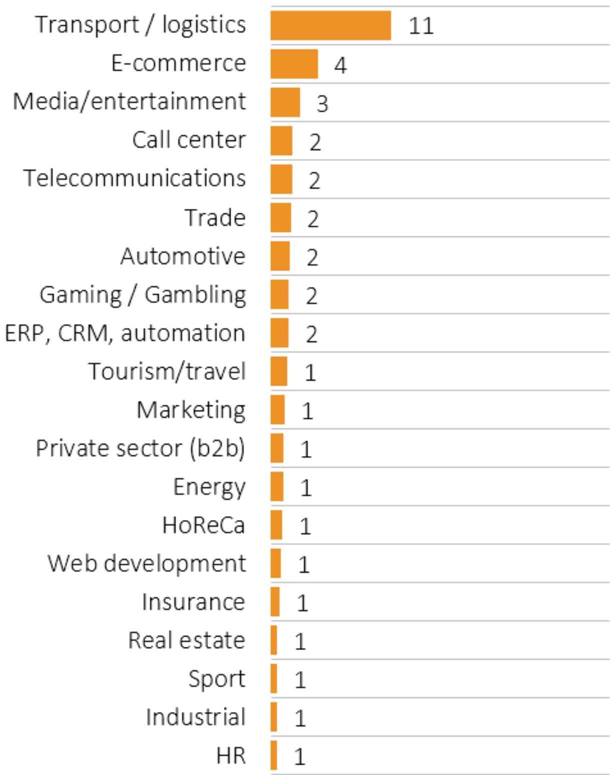


Figure 2.6.2. "*Q18. What is the main technological vertical in which your company operates? By technological vertical we mean adaptation of products or services to the needs of a specific sector. (multiple answer)*" – Other responses, N=1560, %



Most often, respondents specified that they operated in trade/e-commerce (32%), transport/logistics (31%), finance/banking (24%) and media/entertainment (22%). The diversity of sectors in which companies operate generally increases with the size of the company (Annex).

Figure 2.7.1. "*Q19. In which sectors / industries do you currently operate? (multiple answer)*", N=1560, %

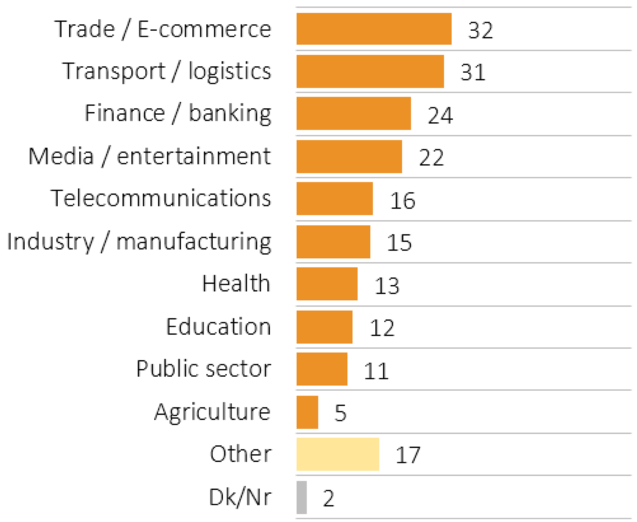
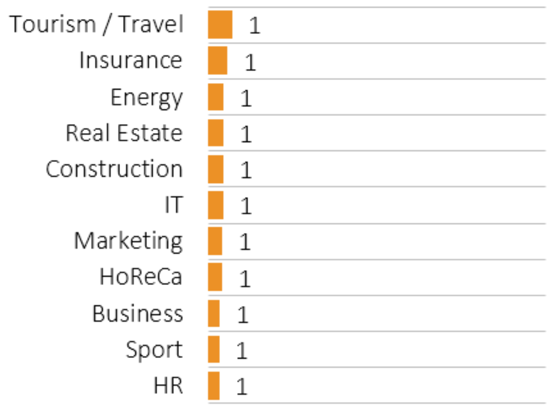


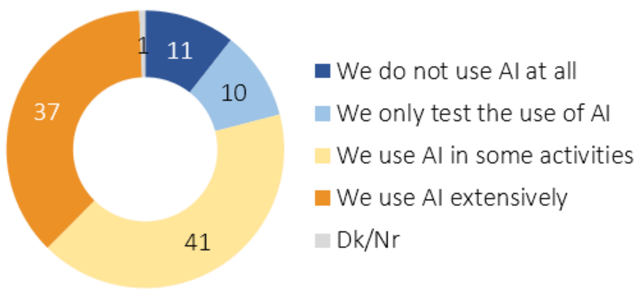
Figure 2.7.2. "*Q19. In which sectors / industries do you currently operate? (multiple answer)*" – Other responses, N=1560, %



1.3 Artificial Intelligence Use

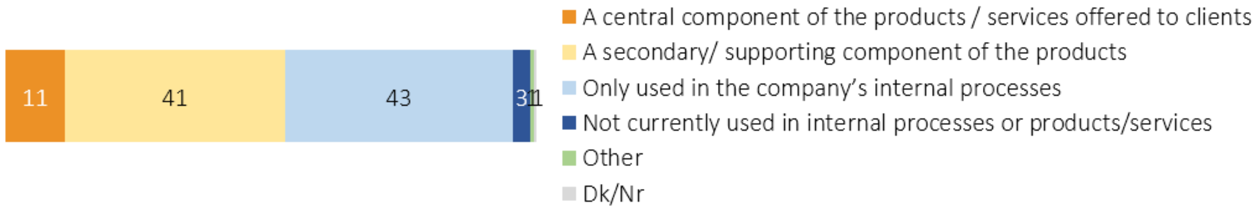
Respondents indicated that their companies at least partially used AI solutions / technologies; 37% are using AI extensively and 41% - in some activities. About one in ten companies is not using AI at all (11%). Use of AI appears to slightly increase with company age. Companies that develop products use AI to a somewhat larger degree, compared to companies that provide services (Annex).

Figure 3.1. "*Q20. To what extent does your company currently use AI solutions / technologies? (one answer)*", N=1560, %



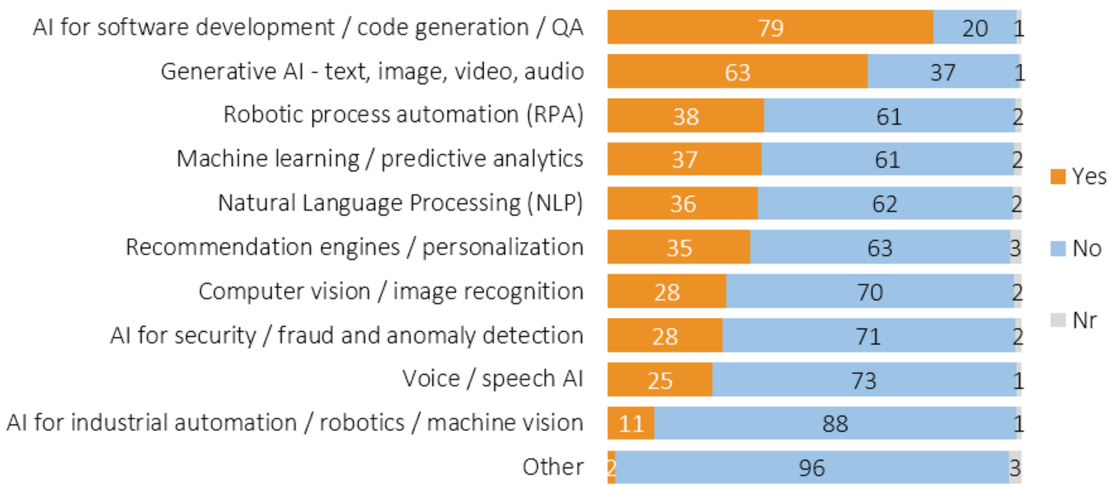
Approximately half of the companies that are currently using or testing the use of AI specified that it was a central or secondary component of the products offered to clients (52%), while 43% mentioned that AI was only used in the internal processes (*Annex*).

Figure 3.2. "*Q21. Which statement best describes the current level of AI use in your company? AI is... (one answer)*", N=1384, % out of companies that are currently using or testing the use of AI



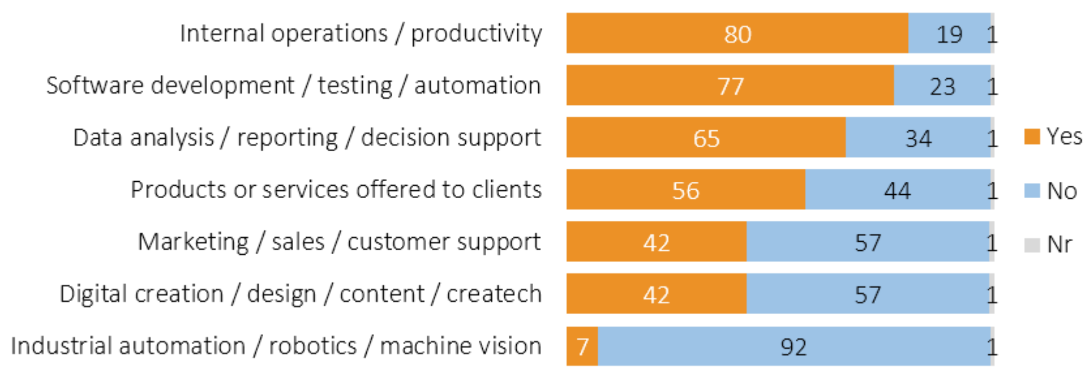
A majority of the companies test, use or integrate AI for software development / code generation / quality assurance (79%) and to generate text/image/video/audio (63%). Use of the listed AI technologies increases with the number of permanent employees (*Annex*).

Figure 3.3. "*Q22. What types of AI technologies do you test, use or integrate? (multiple answer)*", N=1384, % out of companies that are currently using or testing the use of AI



The top three areas in which the respondents use or test the use of AI include internal operations / productivity (80%), software development / testing / automation (77%) and data analysis / reporting / decision support (65%). Use of AI for data analysis and marketing/customer support is more prevalent among companies that provide both services and products, and appears to increase with the number of employees (*Annex*).

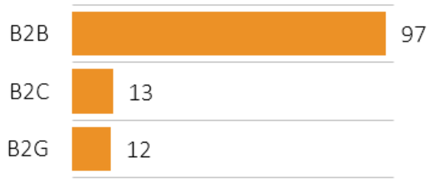
Figure 3.4. "*Q23. In which areas do you use or test the use of AI? (multiple answer)*", N=1384, % out of companies that are currently using or testing the use of AI



1.4 Market and Revenue

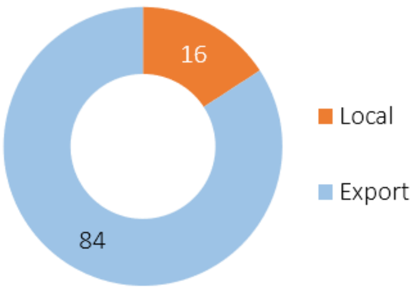
Most interviewed companies have B2B clients (97%). The companies are more likely to have government structures for clients with the increase in company age and age of MITP residency (*Annex*).

Figure 4.1. "*Q24. What types of clients does your company have? (one answer per row)*", N=1560, %



A majority (84%) of the companies' products/services are oriented toward exports, while 16% - target the local market. The younger the company the more likely it is to be oriented towards exports (*Annex*).

Figure 4.2. "*Q25. Please estimate what percentage of your company's products / services are oriented toward the local market (Moldova) and what percentage is exported outside the country. (open-ended)*", N=1560, %



The respondents' top four markets of export are USA (45%), Romania (22%), Great Britain (15%) and Germany (13%). The number of export markets increases with the size of the company (*Annex*).

Figure 4.3.1. "*Q26. To which countries does your company currently export products / services? (multiple answer)*", N=1439, % out of companies that export products or services (part 1)

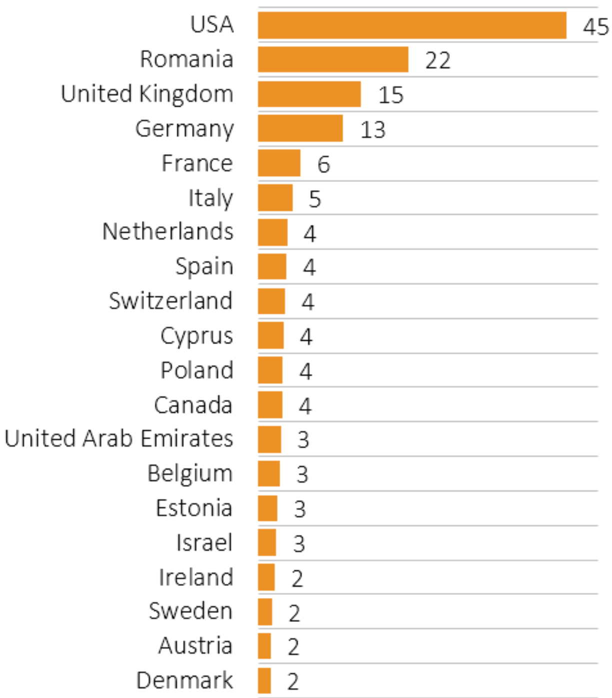
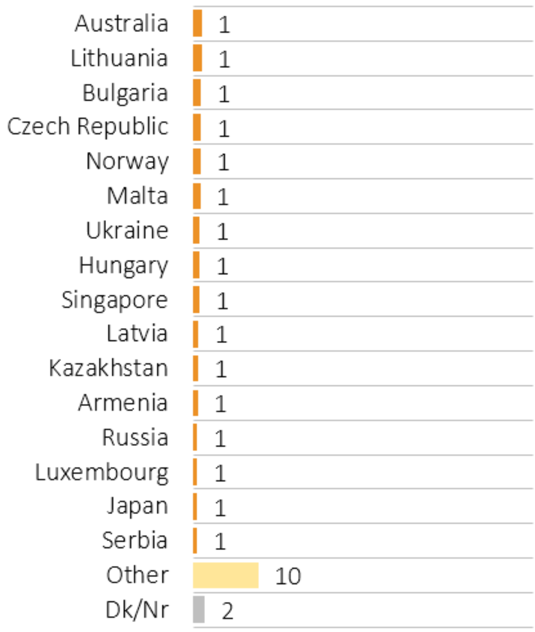
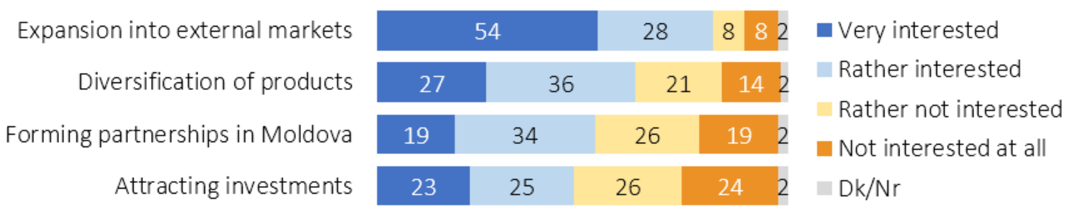


Figure 4.3.2. "*Q26. To which countries does your company currently export products / services? (multiple answer)*", N=1430, % out of companies that export products or services (continuation)



At least half of the respondents are generally interested in developing in the presented areas. Respondents appear to be most interested in expansion into external markets - 82% were rather or very interested in this area. Attracting investments is, to the respondents, the least interesting area of the list (50% mention being disinterested in it). Small and medium companies are somewhat more interested in diversification of products, compared to companies of other sizes. Companies that provide both services and products are to some degree more interested in developing in the listed areas (*Annex*).

Figure 4.4. "*Q27. To what extent is your company interested or not interested in developing in the following areas: (one answer per row)*", N=1560, %



CONCLUSIONS

This study was conducted by Magenta Consulting for Moldova Innovation Technology Park.

The primary aim of the study was to conduct a census-type exercise across the entire MITP resident community, in order to collect, update, and structure relevant data on company profiles and services provided. A mixed survey was carried out on a sample of 1560 MITP residents, out of all of the 2798 residents that were contacted using the client's database. The data collection methods included telephone survey (CATI) and self-administered questionnaire (SAQ). The respondents were representatives who have a role in the decision-making processes of the company, such as director, founder, etc.

Data was collected during 9 April – 12 May 2026.

Most of the companies that participated in the survey are active, micro-sized limited liability that were founded and became MITP residents in 2022 or later. A majority have B2B clients and are oriented towards export, with the main four markets of export being USA, Romania, Great Britain and Germany. Approximately four in five companies are interested in expansion into external markets.

In terms of main activities of the interviewed companies, half mentioned software development, followed with significantly lower shares of companies whose main activity is IT consulting and contract centers for export. The top five types provided services/products are web development, data analytics, quality assurance / testing, DevOps / cloud computing and artificial intelligence / machine learning. The most often mentioned technologies or platforms used by the companies are data engineering/processing, backend/server-side development, frontend web, system integration/API/middleware, AI/automation, quality assurance/testing, support services/customer operation, cloud/infrastructure/DevOps and web platforms/e-commerce. Roughly one in three companies operate in trade/e-commerce and transport/logistics, while about one in four mentioned finance/banking and media/entertainment.

Most companies partially or extensively use AI; about half of these mentioned that AI was a central or secondary component of the products offered to the clients. The main AI technologies used by the companies are software development / code generation / quality assurance and generative AI, while the most popular areas of use include internal operations / productivity, software development / testing and data analysis / decision support.

ANNEX

Annex 1.1. "Q13. What is the main activity of your company? By main activity is meant the activity that generates at least 70% of the company's turnover. (one answer)" **Part 1**

% per row		N	Custom software development	IT consulting	Contact center for export	Specialized digital design	Data processing / hosting / cloud	Own software product / software publishing	Web portals / digital platforms	Technical support / other IT services
Total		**1560**	**50**	**14**	**11**	**4**	**4**	**4**	**3**	**2**
Current status	Active	**1509**	50	15	11	4	4	3	3	2
	Suspended / Temporarily inactive	**50**	60	10	10	2	2	8	0	2
Size	Micro	**1248**	51	16	8	5	3	3	3	2
	Small	**260**	44	10	18	3	5	6	1	2
	Medium	**42**	57	2	21	0	5	2	5	0
	Large	**10**	40	10	10	0	10	0	0	0
Permanent employees	1	**608**	57	17	4	5	3	2	3	1
	2-5	**538**	49	16	10	4	3	4	4	3
	6-9	**134**	34	8	25	1	7	5	2	4
	10-25	**179**	42	8	18	5	4	6	1	3
	26-49	**41**	46	10	17	0	10	5	0	2
	50+	**53**	53	9	19	0	4	2	2	2
Year of foundation	Up to 2016	**192**	53	15	3	4	7	7	3	1
	2017-2019	**139**	50	12	4	3	5	4	5	3
	2020-2021	**186**	56	16	5	5	3	4	3	1
	2022-2023	**363**	54	14	8	3	5	3	2	2
	2024-2026	**680**	45	14	17	5	2	3	3	3
Year of joining MITP	2018-2019	**191**	54	12	1	2	7	8	4	1
	2020-2021	**186**	60	15	1	5	3	4	3	1
	2022-2023	**347**	56	16	3	4	5	3	2	2
	2024-2026	**836**	44	14	18	5	3	3	3	3
Legal form	Joint stock company / Corporation	**36**	50	14	19	0	3	6	0	0
	Limited liability company / Partnership	**1432**	50	14	11	4	4	3	3	2
	Sole proprietorship	**91**	53	21	3	5	2	4	0	1
Respondent's position	Owner / Co-owner / Founder	**1076**	51	15	10	5	4	3	3	2
	General / Executive / Vice - Director	**100**	45	15	15	2	1	2	5	1
	Administrator / Manager	**326**	49	13	12	3	4	4	3	3
	Department Head	**13**	54	15	0	0	8	0	15	0
	Financial Director / Accountant	**38**	34	11	21	5	5	11	0	0
Respondent's gender	Woman	**258**	41	15	11	6	5	3	2	2
	Man	**1302**	52	14	10	4	3	4	3	2
Respondent's age	18 – 35 years	**827**	51	13	13	4	3	3	3	2
	36 – 55 years	**690**	50	17	7	4	4	4	3	2
	56+ years	**43**	47	5	12	2	9	9	2	2

Annex 1.2. "Q13. What is the main activity of your company? By main activity is meant the activity that generates at least 70% of the company's turnover. (one answer)" **Part 2**

% per row		N	Video game development / publishing	IT infrastructure management and operation	Audio/video post-production	Outstaffing / provision of personnel for export	Digital marketing	IT training	Other	Dk/Nr
Total		**1560**	**2**	**1**	**1**	**1**	**1**	**0**	**2**	**0**
Current status	Active	**1509**	2	1	1	1	1	0	2	0
	Suspended / Temporarily inactive	**50**	0	0	0	0	2	0	4	0
Size	Micro	**1248**	2	1	1	1	1	0	2	0
	Small	**260**	2	2	0	3	2	0	2	0
	Medium	**42**	5	0	0	0	0	0	0	2
	Large	**10**	0	0	0	0	0	0	20	10
Permanent employees	1	**608**	2	1	1	1	0	0	1	0
	2-5	**538**	1	1	2	1	1	1	2	0
	6-9	**134**	2	2	1	0	1	1	2	1
	10-25	**179**	2	2	0	3	2	0	4	0
	26-49	**41**	0	2	0	5	2	0	0	0
	50+	**53**	2	0	0	0	0	0	4	4
Year of foundation	Up to 2016	**192**	1	2	1	1	1	1	2	1
	2017-2019	**139**	3	1	3	2	2	1	2	1
	2020-2021	**186**	1	1	1	1	2	0	1	1
	2022-2023	**363**	1	2	1	1	1	1	2	0
	2024-2026	**680**	3	1	1	1	0	0	2	0
Year of joining MITP	2018-2019	**191**	3	1	2	2	3	1	1	2
	2020-2021	**186**	1	1	1	1	1	0	2	1
	2022-2023	**347**	1	2	1	1	1	0	2	0
	2024-2026	**836**	2	1	1	1	0	0	3	0
Legal form	Joint stock company / Corporation	**36**	0	6	0	0	0	0	3	0
	Limited liability company / Partnership	**1432**	2	1	1	1	1	0	2	0
	Sole proprietorship	**91**	7	2	1	0	0	0	0	0
Respondent's position	Owner / Co-owner / Founder	**1076**	1	1	1	1	1	0	2	0
	General / Executive / Vice - Director	**100**	5	1	1	0	1	0	4	2
	Administrator / Manager	**326**	2	1	0	1	0	0	2	1
	Department Head	**13**	0	8	0	0	0	0	0	0
	Financial Director / Accountant	**38**	3	3	3	3	0	3	0	0
Respondent's gender	Woman	**258**	2	2	1	2	1	1	3	2
	Man	**1302**	2	1	1	1	1	0	2	0
Respondent's age	18 – 35 years	**827**	3	1	1	1	1	0	2	0
	36 – 55 years	**690**	1	1	1	1	1	0	3	1
	56+ years	**43**	0	2	0	5	0	0	2	2

Annex 2. "Q14. Does your company develop products, provide services, or perform both activities? (one answer)"

% per row		N	Develops products	Provides services	Both	Dk/Nr
Total		**1560**	**7**	**57**	**35**	**0**
Current status	Active	**1509**	7	58	35	0
	Suspended / Temporarily inactive	**50**	16	48	36	0
Size	Micro	**1248**	8	59	33	0
	Small	**260**	5	53	42	0
	Medium	**42**	7	48	45	0
	Large	**10**	0	30	70	0
Permanent employees	1	**608**	6	63	31	0
	2-5	**538**	9	54	37	0
	6-9	**134**	10	54	35	1
	10-25	**179**	7	54	39	0
	26-49	**41**	0	51	49	0
	50+	**53**	4	53	43	0
Year of foundation	Up to 2016	**192**	7	43	50	0
	2017-2019	**139**	10	49	41	0
	2020-2021	**186**	6	56	38	1
	2022-2023	**363**	7	58	35	0
	2024-2026	**680**	7	64	29	0
Year of joining MITP	2018-2019	**191**	9	45	46	0
	2020-2021	**186**	9	49	41	1
	2022-2023	**347**	6	55	39	0
	2024-2026	**836**	7	63	30	0
Legal form	Joint stock company / Corporation	**36**	6	61	33	0
	Limited liability company / Partnership	**1432**	7	58	35	0
	Sole proprietorship	**91**	11	55	34	0
Respondent's position	Owner / Co-owner / Founder	**1076**	7	58	35	0
	General / Executive / Vice - Director	**100**	6	52	42	0
	Administrator / Manager	**326**	7	59	33	0
	Department Head	**13**	8	38	54	0
	Financial Director / Accountant	**38**	11	53	37	0
Respondent's gender	Woman	**258**	5	65	30	0
	Man	**1302**	8	56	36	0
Respondent's age	18 – 35 years	**827**	6	60	33	0
	36 – 55 years	**690**	9	55	37	0
	56+ years	**43**	9	49	42	0

Annex 3. ”Q15. Approximately what percentage of the company’s activity is product development and what percentage is service provision? (open-ended)”

average, median per row		N	Product development		Service provision	
			Average	Median	Average	Median
Total		523	48	50	52	50
Current status	Active	505	47	50	53	50
	Suspended / Temporarily inactive	17	64	70	36	30
Size	Micro	394	48	50	52	50
	Small	104	48	50	52	50
	Medium	18	51	50	49	50
	Large	7	40	20	60	80
Permanent employees	1	178	48	50	52	50
	2-5	188	46	50	54	50
	6-9	45	51	50	49	50
	10-25	69	52	50	48	50
	26-49	19	43	50	57	50
	50+	22	45	50	55	50
Year of foundation	Up to 2016	94	48	50	52	50
	2017-2019	54	50	50	50	50
	2020-2021	66	48	50	52	50
	2022-2023	122	45	50	55	50
	2024-2026	187	49	50	51	50
Year of joining MITP	2018-2019	85	49	50	51	50
	2020-2021	73	47	50	53	50
	2022-2023	130	48	50	52	50
	2024-2026	235	48	50	52	50
Legal form	Joint stock company / Corporation	12	55	50	45	50
	Limited liability company / Partnership	481	47	50	53	50
	Sole proprietorship	30	58	50	42	50
Respondent's position	Owner / Co-owner / Founder	362	47	50	53	50
	General / Executive / Vice - Director	39	49	50	51	50
	Administrator / Manager	99	47	50	53	50
	Department Head	7	68	70	32	30
	Financial Director / Accountant	14	58	55	42	45
Respondent's gender	Woman	74	50	50	50	50
	Man	449	48	50	52	50
Respondent's age	18 – 35 years	262	47	50	53	50
	36 – 55 years	243	48	50	52	50
	56+ years	18	58	55	42	45

Annex 4.1. "Q16. What types of products or services does your company provide? (multiple answer)" **Part 1**

% per row		N	Web development	Data analytics	Quality Assurance / Testing	IT development and operations / Cloud computing	Artificial intelligence / Machine learning	UX/UI design
Total		**1560**	**62**	**50**	**48**	**44**	**39**	**36**
Current status	Active	**1509**	62	49	49	44	39	35
	Suspended / Temporarily inactive	**50**	68	58	44	44	26	40
Size	Micro	**1248**	62	46	47	42	38	33
	Small	**260**	63	61	54	50	44	43
	Medium	**42**	60	69	57	62	38	55
	Large	**10**	80	80	70	60	60	60
Permanent employees	1	**608**	63	42	46	43	37	31
	2-5	**538**	63	49	47	44	40	37
	6-9	**134**	52	54	48	30	34	28
	10-25	**179**	60	61	50	44	39	40
	26-49	**41**	71	68	83	61	49	56
	50+	**53**	70	72	62	66	43	57
Year of foundation	Up to 2016	**192**	67	55	49	48	42	40
	2017-2019	**139**	71	54	56	42	40	49
	2020-2021	**186**	69	51	53	46	38	42
	2022-2023	**363**	63	49	46	48	42	33
	2024-2026	**680**	57	47	47	40	36	31
Year of joining MITP	2018-2019	**191**	72	58	53	51	38	42
	2020-2021	**186**	73	52	51	45	42	42
	2022-2023	**347**	66	51	50	51	44	37
	2024-2026	**836**	56	47	46	39	36	32
Type of activity	Develops products	**114**	69	35	45	37	39	37
	Provides services	**896**	52	43	42	36	30	26
	Both	**547**	79	63	60	57	52	51
Legal form	Joint stock company / Corporation	**36**	69	44	53	53	39	25
	Limited liability company / Partnership	**1432**	63	50	49	44	39	36
	Sole proprietorship	**91**	51	46	35	31	30	25
Respondent's position	Owner / Co-owner / Founder	**1076**	63	50	48	44	40	35
	General / Executive / Vice - Director	**100**	62	44	54	40	34	36
	Administrator / Manager	**326**	64	51	51	45	38	39
	Department Head	**13**	77	69	62	38	54	54
	Financial Director / Accountant	**38**	32	37	26	34	16	21
Respondent's gender	Woman	**258**	57	50	43	34	32	33
	Man	**1302**	63	50	49	46	40	36
Respondent's age	18 – 35 years	**827**	63	46	49	44	38	36
	36 – 55 years	**690**	62	52	48	44	40	37
	56+ years	**43**	49	65	37	35	28	14

Annex 4.2. “Q16. What types of products or services does your company provide? (multiple answer)” **Part 2**

% per row		N	Mobile development	Support / Business process outsourcing	Cybersecurity	Computer graphics, 2D, 3D, VFX	Video / audio post-production and editing	Other
Total		**1560**	**34**	**31**	**22**	**16**	**8**	**26**
Current status	Active	**1509**	34	31	23	17	8	26
	Suspended / Temporarily inactive	**50**	32	30	12	6	2	20
Size	Micro	**1248**	32	29	21	16	8	24
	Small	**260**	42	37	27	18	8	33
	Medium	**42**	43	43	24	19	10	38
	Large	**10**	40	50	40	10	0	20
Permanent employees	1	**608**	31	25	21	13	6	21
	2-5	**538**	34	31	23	17	10	25
	6-9	**134**	29	34	19	17	7	41
	10-25	**179**	38	42	23	21	12	32
	26-49	**41**	46	44	34	20	12	32
	50+	**53**	43	43	26	17	8	32
Year of foundation	Up to 2016	**192**	42	38	31	15	8	25
	2017-2019	**139**	45	30	29	29	14	25
	2020-2021	**186**	38	33	20	20	9	26
	2022-2023	**363**	34	28	23	16	9	23
	2024-2026	**680**	28	31	19	13	6	28
Year of joining MITP	2018-2019	**191**	43	30	31	18	9	29
	2020-2021	**186**	45	31	26	18	9	22
	2022-2023	**347**	36	32	25	19	8	19
	2024-2026	**836**	28	31	18	14	8	29
Type of activity	Develops products	**114**	44	23	17	20	7	20
	Provides services	**896**	24	28	18	13	7	28
	Both	**547**	47	38	31	20	11	23
Legal form	Joint stock company / Corporation	**36**	47	33	28	8	3	14
	Limited liability company / Partnership	**1432**	34	32	22	17	9	27
	Sole proprietorship	**91**	25	21	16	13	2	23
Respondent's position	Owner / Co-owner / Founder	**1076**	34	30	23	16	9	25
	General / Executive / Vice - Director	**100**	34	32	22	18	7	33
	Administrator / Manager	**326**	35	33	20	16	7	26
	Department Head	**13**	31	46	46	8	15	38
	Financial Director / Accountant	**38**	24	37	16	18	5	45
Respondent's gender	Woman	**258**	31	35	16	21	10	31
	Man	**1302**	34	30	24	15	8	25
Respondent's age	18 – 35 years	**827**	33	30	21	16	8	27
	36 – 55 years	**690**	35	31	24	16	9	25
	56+ years	**43**	33	42	16	16	5	33

Annex 5.1. "Q17.What technologies, platforms or digital capabilities does your company currently use on a regular basis? Please name all that are actually used by the company, not those that are only known by the team." **Part 1**

% per row		N	Data engineering / databases / data processing	Backend / server-side development	Frontend web	Systems integration / API / middleware / enterprise systems	Artificial intelligence / automation	Quality assurance / automated testing / quality engineering	Support services / customer operations
Total		**1560**	**69**	**62**	**60**	**56**	**54**	**53**	**52**
Current status	Active	**1509**	69	62	60	56	54	53	52
	Suspended / Temporarily inactive	**50**	74	70	64	62	40	54	50
Size	Micro	**1248**	67	62	60	56	52	52	47
	Small	**260**	74	61	62	55	60	57	69
	Medium	**42**	74	67	71	69	60	71	76
	Large	**10**	90	70	60	70	70	70	70
Permanent employees	1	**608**	68	64	61	60	54	52	40
	2-5	**538**	69	64	61	54	55	51	51
	6-9	**134**	66	50	49	49	41	49	72
	10-25	**179**	73	56	60	51	55	56	65
	26-49	**41**	80	73	71	63	61	80	80
	50+	**53**	72	64	68	68	64	64	75
Year of foundation	Up to 2016	**192**	77	69	71	65	55	56	60
	2017-2019	**139**	73	71	69	60	60	57	55
	2020-2021	**186**	69	63	62	54	46	53	45
	2022-2023	**363**	72	67	62	60	61	54	47
	2024-2026	**680**	64	55	54	52	51	51	54
Year of joining MITP	2018-2019	**191**	77	75	77	64	58	59	55
	2020-2021	**186**	72	70	65	58	51	53	45
	2022-2023	**347**	74	70	65	63	61	56	46
	2024-2026	**836**	64	54	53	51	51	50	55
Type of activity	Develops products	**114**	71	75	75	57	57	58	37
	Provides services	**896**	62	50	49	47	47	46	50
	Both	**547**	80	79	76	72	65	64	59
Legal form	Joint stock company / Corporation	**36**	56	50	50	58	47	53	44
	Limited liability company / Partnership	**1432**	70	63	62	57	54	54	53
	Sole proprietorship	**91**	57	47	45	43	48	44	34
Respondent's position	Owner / Co-owner / Founder	**1076**	69	63	61	58	55	52	51
	General / Executive / Vice - Director	**100**	64	52	59	53	54	53	58
	Administrator / Manager	**326**	72	62	61	54	53	57	52
	Department Head	**13**	85	92	77	69	62	85	46
	Financial Director / Accountant	**38**	58	50	47	42	37	26	68
Respondent's gender	Woman	**258**	66	53	54	41	47	48	58
	Man	**1302**	70	64	62	59	55	54	51
Respondent's age	18 – 35 years	**827**	66	60	60	55	52	52	50
	36 – 55 years	**690**	72	65	63	59	58	55	54
	56+ years	**43**	67	37	37	30	37	40	56

Annex 5.2. "Q17.What technologies, platforms or digital capabilities does your company currently use on a regular basis? Please name all that are actually used by the company, not those that are only known by the team." **Part 2**

% per row		N	Cloud / infrastructure / DevOps	Web platforms / portals / e-commerce	Digital design / UX/UI / prototyping	Mobile application development	System administration / networks / cybersecurity	Industrial automation / control systems	Createch technologies / creative digital production
Total		**1560**	**52**	**48**	**40**	**36**	**27**	**20**	**16**
Current status	Active	**1509**	51	49	40	36	27	20	16
	Suspended / Temporarily inactive	**50**	56	44	36	30	26	22	12
Size	Micro	**1248**	50	47	37	33	23	18	15
	Small	**260**	55	55	48	46	41	27	17
	Medium	**42**	71	50	71	55	55	33	29
	Large	**10**	70	60	60	50	60	10	20
Permanent employees	1	**608**	51	44	34	32	21	16	13
	2-5	**538**	52	51	41	36	28	20	17
	6-9	**134**	45	52	40	33	25	24	16
	10-25	**179**	51	50	48	42	37	26	18
	26-49	**41**	68	59	56	54	56	27	20
	50+	**53**	62	55	62	57	53	28	23
Year of foundation	Up to 2016	**192**	54	53	46	45	39	27	18
	2017-2019	**139**	60	55	58	51	40	26	24
	2020-2021	**186**	53	44	44	40	28	19	17
	2022-2023	**363**	55	48	38	36	26	19	14
	2024-2026	**680**	47	47	35	30	22	17	14
Year of joining MITP	2018-2019	**191**	62	56	53	51	42	22	19
	2020-2021	**186**	56	46	49	47	32	21	19
	2022-2023	**347**	57	49	41	38	29	22	16
	2024-2026	**836**	46	47	35	30	22	18	14
Type of activity	Develops products	**114**	60	48	50	52	24	16	21
	Provides services	**896**	43	41	31	26	23	16	13
	Both	**547**	64	60	54	50	35	27	20
Legal form	Joint stock company / Corporation	**36**	50	50	25	50	28	17	3
	Limited liability company / Partnership	**1432**	52	50	41	37	28	20	16
	Sole proprietorship	**91**	40	26	25	24	16	13	10
Respondent's position	Owner / Co-owner / Founder	**1076**	52	50	39	36	27	20	16
	General / Executive / Vice - Director	**100**	54	47	43	33	33	16	16
	Administrator / Manager	**326**	50	46	43	38	25	19	16
	Department Head	**13**	62	77	62	38	62	38	8
	Financial Director / Accountant	**38**	34	39	34	39	37	21	21
Respondent's gender	Woman	**258**	40	44	39	35	26	22	18
	Man	**1302**	54	49	40	36	28	19	15
Respondent's age	18 – 35 years	**827**	50	50	40	34	23	19	16
	36 – 55 years	**690**	54	48	41	38	32	21	16
	56+ years	**43**	33	33	21	37	37	26	9

Annex 5.3. “Q17.What technologies, platforms or digital capabilities does your company currently use on a regular basis? Please name all that are actually used by the company, not those that are only known by the team.” **Part 3**

% per row		N	Internet of Things (IoT) – network of devices / telemetry	Robotics / mechatronics / hardware-software integration	Audio-video technologies and digital post-production	Embedded systems / firmware / programmable electronics	Industrial design (CAD) / engineering design / engineering	Computer vision / artificial vision for industrial applications	Video game development / interactive media	Other
Total		**1560**	**13**	**11**	**11**	**9**	**9**	**9**	**8**	**3**
Current status	Active	**1509**	13	11	11	9	9	9	8	3
	Suspended / Temporarily inactive	**50**	14	18	6	6	8	16	0	0
Size	Micro	**1248**	11	9	10	7	8	9	8	2
	Small	**260**	18	15	12	15	13	10	8	4
	Medium	**42**	31	26	12	33	21	17	5	2
	Large	**10**	30	10	20	20	10	20	20	10
Permanent employees	1	**608**	10	9	7	8	6	10	8	2
	2-5	**538**	14	12	13	8	11	7	7	3
	6-9	**134**	16	7	11	9	7	7	7	3
	10-25	**179**	14	15	15	13	15	10	8	3
	26-49	**41**	20	20	15	22	10	17	10	5
	50+	**53**	26	15	9	21	17	17	8	6
Year of foundation	Up to 2016	**192**	16	16	9	18	13	11	7	2
	2017-2019	**139**	18	19	18	14	14	16	10	0
	2020-2021	**186**	13	8	14	6	10	3	9	2
	2022-2023	**363**	12	7	10	7	8	10	7	2
	2024-2026	**680**	12	11	9	8	8	8	7	4
Year of joining MITP	2018-2019	**191**	17	19	11	17	10	11	10	2
	2020-2021	**186**	13	10	12	9	13	6	8	2
	2022-2023	**347**	13	9	11	7	9	10	8	1
	2024-2026	**836**	12	10	10	8	8	9	7	4
Type of activity	Develops products	**114**	10	10	11	7	9	7	15	1
	Provides services	**896**	10	7	9	6	7	7	5	4
	Both	**547**	18	17	13	15	13	13	10	1
Legal form	Joint stock company / Corporation	**36**	14	6	3	14	8	8	3	6
	Limited liability company / Partnership	**1432**	13	11	11	10	10	9	7	3
	Sole proprietorship	**91**	7	10	3	3	2	3	15	0
Respondent's position	Owner / Co-owner / Founder	**1076**	13	11	11	9	10	9	8	3
	General / Executive / Vice - Director	**100**	14	12	12	10	10	7	8	1
	Administrator / Manager	**326**	13	11	9	10	6	9	8	3
	Department Head	**13**	15	8	15	0	8	0	0	0
	Financial Director / Accountant	**38**	11	18	13	8	16	16	5	0
Respondent's gender	Woman	**258**	10	13	14	9	11	9	6	3
	Man	**1302**	14	10	10	9	9	9	8	3
Respondent's age	18 – 35 years	**827**	11	9	11	8	9	9	9	3
	36 – 55 years	**690**	15	13	11	11	10	9	6	2
	56+ years	**43**	23	21	7	12	16	14	5	5

Annex 6.1. "Q18. What is the main technological vertical in which your company operates? By technological vertical we mean adaptation of products or services to the needs of a specific sector. (multiple answer)" Part 1

% per row		N	Artificial Intelligence	FinTech	CreativeTech	Cybersecurity	HealthTech	EdTech
Total		**1560**	**31**	**29**	**18**	**13**	**13**	**11**
Current status	Active	**1509**	31	29	18	13	13	11
	Suspended / Temporarily inactive	**50**	22	40	10	4	4	6
Size	Micro	**1248**	31	30	18	12	13	10
	Small	**260**	32	26	15	16	11	13
	Medium	**42**	33	26	21	17	17	12
	Large	**10**	50	60	0	50	20	20
Permanent employees	1	**608**	31	34	18	11	15	11
	2-5	**538**	33	27	19	13	11	12
	6-9	**134**	24	23	16	14	6	7
	10-25	**179**	29	26	22	16	15	10
	26-49	**41**	27	20	15	17	10	10
	50+	**53**	36	34	6	21	13	11
Year of foundation	Up to 2016	**192**	38	41	20	21	18	16
	2017-2019	**139**	32	30	22	16	13	11
	2020-2021	**186**	30	30	20	10	15	13
	2022-2023	**363**	34	31	18	14	11	9
	2024-2026	**680**	27	25	16	10	12	9
Year of joining MITP	2018-2019	**191**	34	35	17	20	18	14
	2020-2021	**186**	33	33	22	15	18	14
	2022-2023	**347**	35	34	19	14	12	10
	2024-2026	**836**	28	25	17	10	11	10
Type of activity	Develops products	**114**	29	24	25	8	6	10
	Provides services	**896**	25	26	15	11	11	8
	Both	**547**	41	37	20	18	17	16
Legal form	Joint stock company / Corporation	**36**	22	31	3	8	19	3
	Limited liability company / Partnership	**1432**	32	29	18	13	13	11
	Sole proprietorship	**91**	24	32	19	8	3	10
Respondent's position	Owner / Co-owner / Founder	**1076**	33	31	19	12	14	11
	General / Executive / Vice - Director	**100**	28	24	18	11	8	8
	Administrator / Manager	**326**	30	28	16	15	12	12
	Department Head	**13**	38	23	15	23	0	8
	Financial Director / Accountant	**38**	3	24	13	11	8	8
Respondent's gender	Woman	**258**	26	22	19	12	10	9
	Man	**1302**	32	31	18	13	13	11
Respondent's age	18 – 35 years	**827**	31	29	18	10	11	11
	36 – 55 years	**690**	31	31	18	17	14	11
	56+ years	**43**	30	21	12	7	12	16

Annex 6.2. “Q18. What is the main technological vertical in which your company operates? By technological vertical we mean adaptation of products or services to the needs of a specific sector. (multiple answer)” Part 2

% per row		N	GovTech	DeepTech	Blockchain / Web3	AgriTech	Other	Dk/Nr
Total		**1560**	**11**	**8**	**7**	**5**	**45**	**7**
Current status	Active	**1509**	11	8	7	5	45	7
	Suspended / Temporarily inactive	**50**	10	4	4	10	40	2
Size	Micro	**1248**	10	7	6	6	44	6
	Small	**260**	12	11	8	3	49	9
	Medium	**42**	12	12	10	2	50	5
	Large	**10**	10	20	20	0	50	20
Permanent employees	1	**608**	10	7	6	5	42	4
	2-5	**538**	10	9	8	6	44	7
	6-9	**134**	9	5	5	7	54	7
	10-25	**179**	16	10	9	4	42	8
	26-49	**41**	10	10	2	2	49	10
	50+	**53**	8	13	9	2	57	13
Year of foundation	Up to 2016	**192**	19	11	10	9	32	8
	2017-2019	**139**	17	9	9	5	38	8
	2020-2021	**186**	10	8	9	6	45	6
	2022-2023	**363**	8	7	7	4	44	7
	2024-2026	**680**	8	7	5	4	50	5
Year of joining MITP	2018-2019	**191**	17	10	8	7	36	10
	2020-2021	**186**	12	8	10	4	40	7
	2022-2023	**347**	9	8	8	6	43	7
	2024-2026	**836**	9	7	6	4	48	6
Type of activity	Develops products	**114**	4	5	6	4	44	7
	Provides services	**896**	7	5	5	3	47	8
	Both	**547**	17	12	10	8	40	4
Legal form	Joint stock company / Corporation	**36**	6	6	14	0	56	8
	Limited liability company / Partnership	**1432**	11	8	7	5	45	7
	Sole proprietorship	**91**	2	3	7	2	41	5
Respondent's position	Owner / Co-owner / Founder	**1076**	11	8	7	5	44	7
	General / Executive / Vice - Director	**100**	10	8	6	3	59	6
	Administrator / Manager	**326**	11	8	6	6	43	5
	Department Head	**13**	15	15	8	0	38	15
	Financial Director / Accountant	**38**	5	3	8	0	39	18
Respondent's gender	Woman	**258**	12	5	7	4	41	10
	Man	**1302**	10	8	7	5	45	6
Respondent's age	18 – 35 years	**827**	9	8	6	4	46	6
	36 – 55 years	**690**	12	8	8	6	44	6
	56+ years	**43**	14	12	2	12	30	19

Annex 7. “Q19. In which sectors / industries do you currently operate? (multiple answer)”

% per row		N	Trade / E-commerce	Transport / logistics	Finance / banking	Media / entertainment	Telecommunications	Industry / manufacturing	Health	Education	Public sector	Agriculture	Other	Dk/Nr
Total		**1560**	**32**	**31**	**24**	**22**	**16**	**15**	**13**	**12**	**11**	**5**	**17**	**2**
Current status	Active	**1509**	32	31	24	23	16	16	13	12	11	5	17	2
	Suspended / Temporarily inactive	**50**	34	24	24	8	10	12	6	14	10	6	16	6
Size	Micro	**1248**	32	28	24	23	15	16	12	11	10	5	17	2
	Small	**260**	33	42	24	15	20	13	15	15	15	3	18	2
	Medium	**42**	48	43	26	29	26	19	21	17	12	2	17	0
	Large	**10**	60	40	60	40	50	10	30	20	20	0	30	0
Permanent employees	1	**608**	30	20	26	23	13	15	12	11	7	3	17	2
	2-5	**538**	34	32	23	23	15	18	12	12	11	6	19	2
	6-9	**134**	31	48	19	21	20	13	11	13	10	8	12	1
	10-25	**179**	33	41	22	15	20	13	16	12	18	3	17	1
	26-49	**41**	37	44	22	22	22	12	17	20	15	2	10	0
	50+	**53**	45	51	36	26	36	17	25	17	19	2	19	2
Year of foundation	Up to 2016	**192**	44	29	34	26	26	28	21	20	24	12	22	1
	2017-2019	**139**	42	27	27	24	16	15	17	16	18	4	19	3
	2020-2021	**186**	29	27	23	24	18	14	14	11	10	3	18	3
	2022-2023	**363**	33	29	28	21	14	17	11	12	9	4	17	3
	2024-2026	**680**	28	34	19	20	14	12	10	9	6	3	15	1
Year of joining MITP	2018-2019	**191**	45	22	30	29	22	20	21	18	21	8	20	2
	2020-2021	**186**	33	28	27	25	19	16	19	12	12	5	20	2
	2022-2023	**347**	35	26	30	22	13	18	13	13	10	6	19	3
	2024-2026	**836**	28	36	19	20	15	13	10	10	8	3	15	2
Type of activity	Develops products	**114**	31	15	18	29	11	12	7	17	8	4	20	6
	Provides services	**896**	26	33	20	20	15	12	12	9	8	3	15	2
	Both	**547**	43	30	32	25	19	21	16	16	16	7	20	1
Legal form	Joint stock company / Corporation	**36**	36	28	28	8	17	11	17	3	3	0	17	0
	Limited liability company/Partnership	**1432**	32	32	24	22	16	16	13	12	11	5	18	2
	Sole proprietorship	**91**	30	9	24	26	12	15	4	8	4	2	12	5
Respondent's position	Owner / Co-owner / Founder	**1076**	33	30	23	23	16	15	13	12	10	5	18	2
	General / Executive / Vice - Director	**100**	35	27	32	23	17	15	14	12	12	2	19	1
	Administrator / Manager	**326**	30	35	26	21	15	18	13	12	11	5	15	2
	Department Head	**13**	62	23	23	23	23	15	8	23	15	0	31	0
	Financial Director / Accountant	**38**	24	34	21	16	21	11	8	11	13	0	11	5
Respondent's gender	Woman	**258**	34	30	20	22	17	15	14	12	14	5	14	4
	Man	**1302**	32	31	25	22	16	16	13	12	10	5	18	2
Respondent's age	18 – 35 years	**827**	30	33	24	24	14	13	11	12	8	3	15	2
	36 – 55 years	**690**	36	27	24	21	18	18	15	12	13	6	20	2
	56+ years	**43**	28	47	21	7	21	28	19	16	19	16	14	2

Annex 8. "Q20. To what extent does your company currently use artificial intelligence solutions / technologies? (one answer)"

% per row		N	We do not use AI at all	We only test the use of AI	We use AI in some activities	We use AI extensively	Dk/Nr
Total		**1560**	**11**	**10**	**41**	**37**	**1**
Current status	Active	**1509**	10	10	42	37	1
	Suspended / Temporarily inactive	**50**	14	16	36	34	0
Size	Micro	**1248**	10	11	40	38	1
	Small	**260**	13	10	46	31	1
	Medium	**42**	5	7	57	31	0
	Large	**10**	0	0	30	60	10
Permanent employees	1	**608**	10	8	38	44	0
	2-5	**538**	9	13	42	35	1
	6-9	**134**	16	15	42	26	1
	10-25	**179**	14	10	44	31	1
	26-49	**41**	10	5	61	24	0
	50+	**53**	8	8	49	34	2
Year of foundation	Up to 2016	**192**	9	9	49	32	1
	2017-2019	**139**	8	9	53	30	1
	2020-2021	**186**	8	12	33	45	2
	2022-2023	**363**	7	10	42	40	1
	2024-2026	**680**	14	11	39	36	0
Year of joining MITP	2018-2019	**191**	7	7	58	27	1
	2020-2021	**186**	8	8	35	47	2
	2022-2023	**347**	6	12	41	41	1
	2024-2026	**836**	14	11	39	35	0
Type of activity	Develops products	**114**	5	9	42	41	3
	Provides services	**896**	15	11	42	31	1
	Both	**547**	5	9	40	46	0
Legal form	Joint stock company / Corporation	**36**	14	8	42	36	0
	Limited liability company / Partnership	**1432**	10	11	42	37	1
	Sole proprietorship	**91**	13	8	40	40	0
Respondent's position	Owner / Co-owner / Founder	**1076**	10	10	39	40	0
	General / Executive / Vice - Director	**100**	11	14	44	31	0
	Administrator / Manager	**326**	10	11	45	32	2
	Department Head	**13**	0	0	62	38	0
	Financial Director / Accountant	**38**	21	5	58	13	3
Respondent's gender	Woman	**258**	15	10	49	23	3
	Man	**1302**	10	10	40	40	0
Respondent's age	18 – 35 years	**827**	10	11	38	40	0
	36 – 55 years	**690**	10	9	44	35	1
	56+ years	**43**	16	12	53	14	5

Annex 9. “Q21. Which statement best describes the current level of AI use in your company? AI is… (one answer)”

% per row		N	A central component of the products / services offered to clients	A secondary/ supporting component of the products	Only used in the company's internal processes	Not currently used in internal processes or products/services	Other	Dk/Nr
Total		**1384**	**11**	**41**	**43**	**3**	**1**	**1**
Current status	Active	**1340**	11	42	42	3	1	1
	Suspended / Temporarily inactive	**43**	12	28	58	2	0	0
Size	Micro	**1110**	12	41	43	3	1	1
	Small	**225**	11	43	41	4	0	0
	Medium	**40**	5	53	40	3	0	0
	Large	**9**	11	33	56	0	0	0
Permanent employees	1	**546**	12	42	43	2	1	1
	2-5	**483**	12	41	41	5	0	1
	6-9	**111**	5	39	50	5	1	1
	10-25	**152**	10	42	44	3	1	0
	26-49	**37**	16	35	46	3	0	0
	50+	**48**	6	46	42	4	2	0
Year of foundation	Up to 2016	**173**	10	46	40	2	1	0
	2017-2019	**127**	10	38	49	2	2	0
	2020-2021	**168**	9	43	44	2	1	1
	2022-2023	**336**	12	41	43	4	0	1
	2024-2026	**580**	13	40	42	4	0	1
Year of joining MITP	2018-2019	**176**	9	40	47	2	2	0
	2020-2021	**168**	13	44	40	2	1	1
	2022-2023	**322**	10	42	44	3	1	0
	2024-2026	**718**	12	41	42	4	0	1
Type of activity	Develops products	**105**	15	38	43	3	0	1
	Provides services	**757**	9	40	46	4	1	1
	Both	**521**	14	45	38	2	1	0
Legal form	Joint stock company / Corporation	**31**	6	39	52	0	3	0
	Limited liability company / Partnership	**1273**	12	41	43	3	0	1
	Sole proprietorship	**79**	8	41	48	3	1	0
Respondent's position	Owner / Co-owner / Founder	**959**	12	42	42	3	1	0
	General / Executive / Vice - Director	**89**	9	35	48	6	0	2
	Administrator / Manager	**288**	13	40	43	4	0	1
	Department Head	**13**	8	54	38	0	0	0
	Financial Director / Accountant	**29**	0	45	45	7	3	0
Respondent's gender	Woman	**213**	7	42	45	5	1	0
	Man	**1171**	12	41	43	3	1	1
Respondent's age	18 – 35 years	**738**	12	41	42	4	0	1
	36 – 55 years	**612**	11	42	44	3	1	0
	56+ years	**34**	6	44	47	3	0	0

Annex 10.1. "Q22. What types of AI technologies do you test, use or integrate? (multiple answer)" **Part 1**

% per row		N	AI for software development / code generation / quality assurance	Generative AI - text, image, video, audio	Robotic process automation	Machine learning / predictive analytics	Natural Language Processing	Recommendation engines / personalization
Total		**1384**	**79**	**63**	**38**	**37**	**36**	**35**
Current status	Active	**1340**	79	63	38	38	36	34
	Suspended / Temporarily inactive	**43**	77	51	42	26	33	40
Size	Micro	**1110**	80	62	36	35	35	33
	Small	**225**	72	67	41	47	39	44
	Medium	**40**	75	53	48	40	45	30
	Large	**9**	78	89	78	78	78	44
Permanent employees	1	**546**	85	59	39	33	34	30
	2-5	**483**	77	67	34	37	37	37
	6-9	**111**	69	62	34	37	32	34
	10-25	**152**	72	61	40	45	38	44
	26-49	**37**	76	78	41	49	46	46
	50+	**48**	69	56	58	50	52	27
Year of foundation	Up to 2016	**173**	78	61	33	39	36	41
	2017-2019	**127**	79	67	33	34	39	35
	2020-2021	**168**	81	68	36	39	34	30
	2022-2023	**336**	82	62	40	40	40	33
	2024-2026	**580**	76	61	39	35	34	35
Year of joining MITP	2018-2019	**176**	81	60	32	39	36	36
	2020-2021	**168**	86	68	38	38	35	33
	2022-2023	**322**	84	62	36	40	39	34
	2024-2026	**718**	74	63	40	35	36	35
Type of activity	Develops products	**105**	90	62	30	25	33	22
	Provides services	**757**	71	60	35	32	32	30
	Both	**521**	88	67	43	47	44	43
Legal form	Joint stock company / Corporation	**31**	84	55	16	45	52	29
	Limited liability company / Partnership	**1273**	78	64	38	38	36	36
	Sole proprietorship	**79**	91	39	39	22	28	18
Respondent's position	Owner / Co-owner / Founder	**959**	81	63	38	38	37	34
	General / Executive / Vice - Director	**89**	73	63	46	35	34	36
	Administrator / Manager	**288**	77	60	36	38	36	36
	Department Head	**13**	85	69	54	54	23	38
	Financial Director / Accountant	**29**	52	72	21	21	21	24
Respondent's gender	Woman	**213**	69	69	37	36	27	36
	Man	**1171**	81	62	38	37	38	34
Respondent's age	18 – 35 years	**738**	78	64	38	37	35	32
	36 – 55 years	**612**	81	62	38	38	38	37
	56+ years	**34**	74	50	24	32	32	29

Annex 10.2. “Q22. What types of AI technologies do you test, use or integrate? (multiple answer)” **Part 2**

% per row		N	Computer vision / image recognition	AI for security / fraud and anomaly detection	Voice / speech AI	AI for industrial automation / robotics / machine vision	Other
Total		**1384**	**28**	**28**	**25**	**11**	**2**
Current status	Active	**1340**	29	28	25	11	1
	Suspended / Temporarily inactive	**43**	26	23	19	12	5
Size	Micro	**1110**	27	26	23	10	2
	Small	**225**	38	34	36	17	2
	Medium	**40**	28	25	33	18	0
	Large	**9**	22	67	44	11	0
Permanent employees	1	**546**	27	27	22	9	2
	2-5	**483**	27	26	23	12	1
	6-9	**111**	32	26	27	10	3
	10-25	**152**	33	29	33	16	2
	26-49	**37**	51	41	38	16	0
	50+	**48**	17	35	40	15	0
Year of foundation	Up to 2016	**173**	32	28	24	15	1
	2017-2019	**127**	33	29	32	12	2
	2020-2021	**168**	27	29	23	11	2
	2022-2023	**336**	27	30	24	10	1
	2024-2026	**580**	27	25	25	11	2
Year of joining MITP	2018-2019	**176**	34	30	30	12	1
	2020-2021	**168**	30	29	24	9	2
	2022-2023	**322**	27	30	21	9	1
	2024-2026	**718**	28	26	26	13	2
Type of activity	Develops products	**105**	28	23	23	9	1
	Provides services	**757**	25	24	23	9	2
	Both	**521**	34	34	28	15	2
Legal form	Joint stock company / Corporation	**31**	32	39	13	13	0
	Limited liability company / Partnership	**1273**	29	28	26	11	2
	Sole proprietorship	**79**	13	20	14	10	1
Respondent's position	Owner / Co-owner / Founder	**959**	29	28	25	12	2
	General / Executive / Vice - Director	**89**	26	26	22	10	1
	Administrator / Manager	**288**	28	28	27	10	1
	Department Head	**13**	23	54	31	0	0
	Financial Director / Accountant	**29**	24	17	24	7	3
Respondent's gender	Woman	**213**	32	23	27	8	1
	Man	**1171**	28	28	25	12	2
Respondent's age	18 – 35 years	**738**	28	26	26	12	2
	36 – 55 years	**612**	29	29	24	10	1
	56+ years	**34**	24	26	32	18	3

Annex 11. "Q23. In which areas do you use or test the use of AI? (multiple answer)"

% per row		N	Internal operations / productivity	Software development / testing / automation	Data analysis / reporting / decision support	Products or services offered to clients	Marketing / sales / customer support	Digital creation / design / content / Createch	Industrial automation / robotics / machine vision
Total		**1384**	**80**	**77**	**65**	**56**	**42**	**42**	**7**
Current status	Active	**1340**	80	77	65	56	42	42	7
	Suspended / Temporarily inactive	**43**	74	72	67	35	33	35	5
Size	Micro	**1110**	79	78	64	55	38	40	6
	Small	**225**	84	70	69	61	56	55	10
	Medium	**40**	75	80	78	50	65	33	13
	Large	**9**	100	89	100	67	56	44	0
Permanent employees	1	**546**	79	83	63	51	34	36	6
	2-5	**483**	80	75	65	62	44	45	8
	6-9	**111**	83	69	67	56	49	42	3
	10-25	**152**	80	67	65	53	53	50	9
	26-49	**37**	84	76	81	62	51	62	14
	50+	**48**	83	79	77	56	63	35	10
Year of foundation	Up to 2016	**173**	84	80	69	61	51	43	8
	2017-2019	**127**	83	79	69	56	46	57	8
	2020-2021	**168**	80	79	75	60	43	48	7
	2022-2023	**336**	79	81	64	55	40	40	7
	2024-2026	**580**	78	72	62	53	39	38	7
Year of joining MITP	2018-2019	**176**	87	82	70	59	46	47	7
	2020-2021	**168**	77	82	74	64	46	50	7
	2022-2023	**322**	79	84	63	56	39	41	6
	2024-2026	**718**	79	71	63	53	42	39	8
Type of activity	Develops products	**105**	80	88	56	50	36	44	6
	Provides services	**757**	78	68	62	52	36	37	5
	Both	**521**	83	88	73	62	53	49	10
Legal form	Joint stock company / Corporation	**31**	81	84	71	58	29	35	3
	Limited liability company / Partnership	**1273**	81	75	66	56	44	43	7
	Sole proprietorship	**79**	71	92	58	41	18	23	5
Respondent's position	Owner / Co-owner / Founder	**959**	81	78	66	57	42	42	8
	General / Executive / Vice - Director	**89**	81	70	67	49	47	47	7
	Administrator / Manager	**288**	78	76	62	54	42	40	7
	Department Head	**13**	92	85	77	69	62	46	0
	Financial Director / Accountant	**29**	69	45	69	55	38	34	3
Respondent's gender	Woman	**213**	74	66	63	58	48	44	5
	Man	**1171**	81	79	66	55	41	42	8
Respondent's age	18 – 35 years	**738**	79	75	63	55	41	42	8
	36 – 55 years	**612**	81	79	68	56	43	43	6
	56+ years	**34**	76	65	71	53	50	29	9

Annex 12. “Q24. What types of clients does your company have? (one answer per row)”

% per row		N	B2B	B2C	B2G
Total		**1560**	**97**	**13**	**12**
Current status	Active	**1509**	98	13	12
	Suspended / Temporarily inactive	**50**	94	16	12
Size	Micro	**1248**	98	12	11
	Small	**260**	97	14	18
	Medium	**42**	95	17	14
	Large	**10**	100	0	20
Permanent employees	1	**608**	97	9	7
	2-5	**538**	98	14	13
	6-9	**134**	97	18	16
	10-25	**179**	97	17	21
	26-49	**41**	100	7	7
	50+	**53**	98	13	19
Year of foundation	Up to 2016	**192**	99	16	28
	2017-2019	**139**	98	11	19
	2020-2021	**186**	98	8	16
	2022-2023	**363**	98	12	9
	2024-2026	**680**	96	14	7
Year of joining MITP	2018-2019	**191**	98	16	24
	2020-2021	**186**	98	7	17
	2022-2023	**347**	98	10	11
	2024-2026	**836**	97	14	8
Type of activity	Develops products	**114**	92	20	11
	Provides services	**896**	98	10	8
	Both	**547**	98	15	19
Legal form	Joint stock company / Corporation	**36**	97	14	11
	Limited liability company / Partnership	**1432**	98	13	13
	Sole proprietorship	**91**	96	11	4
Respondent's position	Owner / Co-owner / Founder	**1076**	97	13	12
	General / Executive / Vice - Director	**100**	96	12	16
	Administrator / Manager	**326**	98	10	12
	Department Head	**13**	100	31	31
	Financial Director / Accountant	**38**	95	11	8
Respondent's gender	Woman	**258**	97	12	14
	Man	**1302**	98	13	12
Respondent's age	18 – 35 years	**827**	97	14	9
	36 – 55 years	**690**	98	11	14
	56+ years	**43**	100	16	26

Annex 13. "Q25. Please estimate what percentage of your company's products / services are oriented toward the local market (Moldova) and what percentage is exported outside the country. (open-ended)"

average, median per row		N	Local		Export	
			Average	Median	Average	Median
Total		**1560**	**16**	**0**	**84**	**100**
Current status	Active	**1509**	16	0	84	100
	Suspended / Temporarily inactive	**50**	19	0	81	100
Size	Micro	**1248**	16	0	84	100
	Small	**260**	16	0	84	100
	Medium	**42**	14	0	86	100
	Large	**10**	12	0	89	100
Permanent employees	1	**608**	12	0	88	100
	2-5	**538**	19	0	81	100
	6-9	**134**	17	0	83	100
	10-25	**179**	19	0	81	100
	26-49	**41**	14	0	86	100
	50+	**53**	12	0	88	100
Year of foundation	Up to 2016	**192**	33	4	67	96
	2017-2019	**139**	21	0	79	100
	2020-2021	**186**	16	0	84	100
	2022-2023	**363**	14	0	86	100
	2024-2026	**680**	11	0	89	100
Year of joining MITP	2018-2019	**191**	27	0	73	100
	2020-2021	**186**	20	0	80	100
	2022-2023	**347**	16	0	84	100
	2024-2026	**836**	12	0	88	100
Type of activity	Develops products	**114**	13	0	87	100
	Provides services	**896**	11	0	89	100
	Both	**547**	25	0	75	100
Legal form	Joint stock company / Corporation	**36**	9	0	91	100
	Limited liability company / Partnership	**1432**	17	0	83	100
	Sole proprietorship	**91**	3	0	97	100
Respondent's position	Owner / Co-owner / Founder	**1076**	15	0	85	100
	General / Executive / Vice - Director	**100**	20	0	80	100
	Administrator / Manager	**326**	17	0	83	100
	Department Head	**13**	47	40	53	60
	Financial Director / Accountant	**38**	15	0	85	100
Respondent's gender	Woman	**258**	19	0	81	100
	Man	**1302**	15	0	85	100
Respondent's age	18 – 35 years	**827**	12	0	88	100
	36 – 55 years	**690**	20	0	80	100
	56+ years	**43**	24	0	76	100

Annex 14.1. “Q26. To which countries does your company currently export products / services? (multiple answer)”
Part 1

% per row		N	USA	Romania	United Kingdom	Germany	France	Italy	Netherlands	Spain	Switzerland	Cyprus
Total		**1439**	**45**	**22**	**15**	**13**	**6**	**5**	**4**	**4**	**4**	**4**
Current status	Active	**1395**	45	22	15	12	6	5	4	4	4	4
	Suspended / Temporarily inactive	**43**	44	19	14	19	7	2	2	5	2	2
Size	Micro	**1146**	42	22	14	12	5	4	4	4	4	4
	Small	**245**	59	21	18	13	9	8	4	6	4	3
	Medium	**39**	54	26	21	26	15	10	10	10	0	5
	Large	**9**	44	33	44	44	11	0	22	11	22	0
Permanent employees	1	**560**	38	19	14	10	4	3	5	4	4	5
	2-5	**496**	45	26	15	12	7	6	4	4	4	3
	6-9	**123**	59	21	15	15	6	3	2	5	2	1
	10-25	**168**	54	23	16	15	10	9	5	4	4	4
	26-49	**36**	69	14	19	11	14	8	0	6	3	0
	50+	**50**	56	18	26	30	14	10	10	8	6	4
Year of foundation	Up to 2016	**160**	39	33	19	20	9	11	3	5	4	2
	2017-2019	**126**	49	25	13	14	11	7	4	5	5	4
	2020-2021	**171**	43	21	20	13	5	6	7	5	4	4
	2022-2023	**341**	44	22	18	13	6	4	4	4	4	5
	2024-2026	**641**	48	19	12	10	5	3	4	4	4	3
Year of joining MITP	2018-2019	**165**	43	27	16	18	13	10	3	5	4	3
	2020-2021	**167**	44	23	19	14	4	5	8	4	4	4
	2022-2023	**321**	43	21	22	14	6	4	4	5	5	5
	2024-2026	**786**	47	21	11	10	5	4	4	4	4	3
Type of activity	Develops products	**107**	39	15	16	17	11	3	7	7	7	3
	Provides services	**848**	48	18	13	11	5	4	4	4	3	4
	Both	**482**	43	30	19	15	7	7	4	5	4	4
Legal form	Joint stock company / Corporation	**36**	31	22	22	11	6	0	3	6	8	0
	Limited liability company / Partnership	**1312**	47	23	15	13	6	5	4	4	4	3
	Sole proprietorship	**90**	26	9	10	10	3	1	3	1	4	9
Respondent's position	Owner / Co-owner / Founder	**1003**	45	22	15	13	7	5	5	4	4	4
	General / Executive / Vice - Director	**87**	43	24	15	9	5	3	3	2	5	3
	Administrator / Manager	**297**	49	22	16	11	5	6	3	4	3	4
	Department Head	**10**	70	30	10	20	10	10	10	0	0	0
	Financial Director / Accountant	**36**	36	11	8	8	8	3	0	11	0	3
Respondent's gender	Woman	**237**	40	21	16	8	7	7	3	5	3	4
	Man	**1202**	47	22	15	13	6	5	5	4	4	4
Respondent's age	18 – 35 years	**785**	47	22	15	12	6	4	4	4	4	4
	36 – 55 years	**617**	43	22	16	13	7	6	4	4	4	3
	56+ years	**37**	59	16	3	16	14	3	0	3	5	0

Annex 14.2. “Q26. To which countries does your company currently export products / services? (multiple answer)” Part 2

% per row		N	Poland	Canada	United Arab Emirates	Belgium	Estonia	Israel	Ireland	Sweden	Austria	Denmark
Total		**1439**	**4**	**4**	**3**	**3**	**3**	**3**	**2**	**2**	**2**	**2**
Current status	Active	**1395**	4	4	3	3	3	3	2	2	2	2
	Suspended / Temporarily inactive	**43**	2	0	9	2	2	2	0	2	0	2
Size	Micro	**1146**	4	3	3	3	3	3	2	2	2	2
	Small	**245**	3	4	4	4	4	3	2	2	2	2
	Medium	**39**	3	10	0	8	0	3	5	3	0	3
	Large	**9**	11	0	0	22	0	0	0	11	0	0
Permanent employees	1	**560**	4	2	4	2	3	3	2	2	3	3
	2-5	**496**	3	3	3	3	3	2	3	2	2	0
	6-9	**123**	4	7	4	4	0	1	3	1	1	2
	10-25	**168**	4	5	2	4	5	3	2	1	2	2
	26-49	**36**	0	8	6	0	6	6	0	8	0	0
	50+	**50**	4	6	0	12	0	2	2	4	0	2
Year of foundation	Up to 2016	**160**	4	6	3	7	2	1	4	3	2	3
	2017-2019	**126**	5	3	6	3	3	4	3	2	1	2
	2020-2021	**171**	2	3	2	5	3	2	1	4	4	2
	2022-2023	**341**	4	5	3	2	3	4	2	1	3	2
	2024-2026	**641**	4	2	3	2	3	2	2	2	1	1
Year of joining MITP	2018-2019	**165**	4	4	4	7	4	2	2	2	1	3
	2020-2021	**167**	2	3	2	4	2	1	2	4	4	3
	2022-2023	**321**	3	6	3	2	3	5	2	2	3	2
	2024-2026	**786**	4	3	4	3	3	2	3	2	1	1
Type of activity	Develops products	**107**	3	9	5	3	2	3	4	0	1	1
	Provides services	**848**	3	3	2	3	3	2	2	2	2	2
	Both	**482**	5	4	5	4	3	4	3	2	2	2
Legal form	Joint stock company / Corporation	**36**	8	6	6	6	3	0	3	3	6	6
	Limited liability company / Partnership	**1312**	3	3	3	3	3	3	2	2	2	2
	Sole proprietorship	**90**	9	4	6	4	3	6	4	1	1	1
Respondent's position	Owner / Co-owner / Founder	**1003**	3	3	3	3	3	3	3	2	2	2
	General / Executive / Vice - Director	**87**	8	3	6	6	6	1	0	3	1	1
	Administrator / Manager	**297**	3	3	2	2	2	2	1	1	1	1
	Department Head	**10**	10	30	10	0	0	10	10	0	0	0
	Financial Director / Accountant	**36**	3	8	3	8	3	6	8	0	0	0
Respondent's gender	Woman	**237**	2	3	2	5	3	3	3	1	1	1
	Man	**1202**	4	4	4	3	3	3	2	2	2	2
Respondent's age	18 – 35 years	**785**	3	3	3	2	3	3	2	2	2	1
	36 – 55 years	**617**	4	4	4	4	3	2	2	2	2	2
	56+ years	**37**	3	0	3	5	0	0	0	0	3	0

Annex 14.3 "Q26. To which countries does your company currently export products / services? (multiple answer)"
Part 3

% per row		N	Australia	Lithuania	Bulgaria	Czech Republic	Norway	Malta	Ukraine	Hungary	Singapore	Latvia
Total		**1439**	**1**	**1**	**1**	**1**	**1**	**1**	**1**	**1**	**1**	**1**
Current status	Active	**1395**	1	1	1	1	1	1	1	1	1	1
	Suspended / Temporarily inactive	**43**	0	0	0	0	2	0	2	0	0	0
Size	Micro	**1146**	1	1	1	1	1	1	1	1	1	1
	Small	**245**	2	1	2	0	0	0	1	1	1	1
	Medium	**39**	0	0	0	3	0	0	3	0	0	0
	Large	**9**	0	0	0	0	11	0	0	11	0	0
Permanent employees	1	**560**	1	1	1	1	1	2	1	1	1	1
	2-5	**496**	2	2	1	2	1	1	1	1	1	1
	6-9	**123**	0	1	2	2	1	0	2	1	1	0
	10-25	**168**	1	1	1	0	1	0	1	1	1	1
	26-49	**36**	3	0	0	0	0	0	0	0	3	0
	50+	**50**	0	2	0	2	2	0	2	2	0	0
Year of foundation	Up to 2016	**160**	1	1	2	2	2	0	3	1	1	1
	2017-2019	**126**	1	1	2	2	1	0	1	2	1	1
	2020-2021	**171**	4	2	2	2	1	1	0	1	1	0
	2022-2023	**341**	1	1	0	1	1	1	1	1	1	1
	2024-2026	**641**	1	1	1	1	1	1	1	1	1	1
Year of joining MITP	2018-2019	**165**	1	1	0	1	1	0	2	1	1	1
	2020-2021	**167**	2	1	2	2	2	1	1	1	1	0
	2022-2023	**321**	2	2	0	1	2	1	1	1	1	1
	2024-2026	**786**	1	1	2	1	1	1	1	1	1	1
Type of activity	Develops products	**107**	2	0	2	1	0	0	2	1	1	0
	Provides services	**848**	1	1	1	1	1	1	1	1	0	0
	Both	**482**	1	2	1	2	2	1	1	1	2	2
Legal form	Joint stock company / Corporation	**36**	3	0	0	3	0	0	0	0	0	6
	Limited liability company / Partnership	**1312**	1	1	1	1	1	1	1	1	1	1
	Sole proprietorship	**90**	0	1	2	0	1	1	1	2	1	2
Respondent's position	Owner / Co-owner / Founder	**1003**	1	1	1	1	1	1	1	1	1	1
	General / Executive / Vice - Director	**87**	2	1	0	0	2	0	1	0	1	0
	Administrator / Manager	**297**	1	1	1	1	2	1	1	1	0	0
	Department Head	**10**	0	0	0	0	0	0	0	0	0	0
	Financial Director / Accountant	**36**	0	6	0	0	0	0	0	0	3	0
Respondent's gender	Woman	**237**	2	2	0	0	1	0	1	0	0	0
	Man	**1202**	1	1	1	1	1	1	1	1	1	1
Respondent's age	18 – 35 years	**785**	1	1	1	1	1	1	1	1	1	1
	36 – 55 years	**617**	2	1	1	1	1	1	1	1	1	0
	56+ years	**37**	3	0	3	3	0	0	0	0	0	3

Annex 14.4 "Q26. To which countries does your company currently export products / services? (multiple answer)"
Part 4

% per row		N	Kazakhstan	Armenia	Russia	Luxembourg	Japan	Serbia	Other	Dk/Nr
Total		**1439**	**1**	**1**	**1**	**1**	**1**	**1**	**10**	**2**
Current status	Active	**1395**	1	1	0	1	1	1	10	2
	Suspended / Temporarily inactive	**43**	0	2	5	0	0	0	9	5
Size	Micro	**1146**	0	1	1	1	0	1	9	2
	Small	**245**	2	1	0	1	1	0	12	0
	Medium	**39**	3	0	0	0	0	3	18	0
	Large	**9**	0	0	0	0	0	0	33	0
Permanent employees	1	**560**	0	1	1	0	1	0	8	2
	2-5	**496**	0	0	1	1	1	1	9	2
	6-9	**123**	1	0	0	2	1	0	12	1
	10-25	**168**	2	2	0	1	1	0	10	1
	26-49	**36**	0	0	0	0	0	0	6	0
	50+	**50**	4	0	0	0	0	2	26	0
Year of foundation	Up to 2016	**160**	2	1	0	1	1	1	16	1
	2017-2019	**126**	2	2	1	2	1	2	12	2
	2020-2021	**171**	1	0	0	0	0	1	11	2
	2022-2023	**341**	1	1	1	1	1	0	11	1
	2024-2026	**641**	0	0	1	0	0	1	6	2
Year of joining MITP	2018-2019	**165**	2	2	1	2	1	1	15	1
	2020-2021	**167**	1	0	0	0	1	1	14	2
	2022-2023	**321**	1	0	1	1	1	0	13	2
	2024-2026	**786**	0	1	1	0	0	1	6	2
Type of activity	Develops products	**107**	0	1	3	1	1	3	21	3
	Provides services	**848**	1	0	0	1	0	1	7	1
	Both	**482**	1	1	1	0	1	0	12	2
Legal form	Joint stock company / Corporation	**36**	0	3	0	3	0	0	14	0
	Limited liability company / Partnership	**1312**	1	1	1	1	1	0	9	2
	Sole proprietorship	**90**	1	1	1	0	1	2	11	3
Respondent's position	Owner / Co-owner / Founder	**1003**	1	1	0	1	0	0	9	2
	General / Executive / Vice - Director	**87**	2	1	0	0	0	1	16	1
	Administrator / Manager	**297**	1	1	1	0	1	1	9	1
	Department Head	**10**	0	0	0	0	0	0	20	0
	Financial Director / Accountant	**36**	0	0	3	3	0	0	6	3
Respondent's gender	Woman	**237**	2	0	1	0	0	0	7	3
	Man	**1202**	0	1	0	1	1	1	10	1
Respondent's age	18 – 35 years	**785**	0	0	1	1	0	1	7	2
	36 – 55 years	**617**	1	1	0	1	1	1	13	1
	56+ years	**37**	3	3	0	0	0	0	16	3

Annex 15.1. “Q27. To what extent is your company interested or not interested in developing in the following areas: (one answer per row)” **Part 1**

% per row		N	Forming partnerships in Moldova				
			Very interested	Rather interested	Rather not interested	Not interested at all	Dk
Total		**1560**	**19**	**34**	**26**	**19**	**2**
Current status	Active	**1509**	19	34	26	19	2
	Suspended / Temporarily inactive	**50**	12	34	20	32	2
Size	Micro	**1248**	19	34	26	20	2
	Small	**260**	20	34	25	17	3
	Medium	**42**	14	43	19	21	2
	Large	**10**	20	30	20	20	10
Permanent employees	1	**608**	18	33	28	20	2
	2-5	**538**	20	35	23	20	2
	6-9	**134**	20	31	31	15	4
	10-25	**179**	20	39	22	17	3
	26-49	**41**	15	39	27	17	2
	50+	**53**	15	38	21	23	4
Year of foundation	Up to 2016	**192**	23	31	26	18	2
	2017-2019	**139**	20	39	17	21	3
	2020-2021	**186**	22	32	24	19	4
	2022-2023	**363**	14	35	30	19	2
	2024-2026	**680**	19	34	25	20	1
Year of joining MITP	2018-2019	**191**	18	32	24	22	3
	2020-2021	**186**	23	32	25	17	4
	2022-2023	**347**	15	35	29	20	2
	2024-2026	**836**	20	35	25	19	2
Type of activity	Develops products	**114**	20	29	29	21	1
	Provides services	**896**	15	33	27	23	3
	Both	**547**	26	38	22	13	1
Legal form	Joint stock company / Corporation	**36**	19	36	25	19	0
	Limited liability company / Partnership	**1432**	20	34	25	19	2
	Sole proprietorship	**91**	7	31	31	29	3
Respondent's position	Owner / Co-owner / Founder	**1076**	20	34	26	19	2
	General / Executive / Vice - Director	**100**	16	35	28	19	2
	Administrator / Manager	**326**	16	37	25	19	3
	Department Head	**13**	31	31	23	15	0
	Financial Director / Accountant	**38**	16	24	21	32	8
Respondent's gender	Woman	**258**	18	29	29	18	5
	Man	**1302**	19	35	25	19	2
Respondent's age	18 – 35 years	**827**	18	34	27	20	2
	36 – 55 years	**690**	20	34	24	19	3
	56+ years	**43**	21	44	21	7	7

Annex 14.2. “Q27. To what extent is your company interested or not interested in developing in the following areas: (one answer per row)” **Part 2**

% per row		N	Attracting investments				
			Very interested	Rather interested	Rather not interested	Not interested at all	Dk
Total		**1560**	**23**	**25**	**26**	**24**	**2**
Current status	Active	**1509**	23	25	27	24	2
	Suspended / Temporarily inactive	**50**	20	32	24	22	2
Size	Micro	**1248**	23	24	27	23	2
	Small	**260**	23	29	20	25	2
	Medium	**42**	17	31	33	19	0
	Large	**10**	30	20	20	20	10
Permanent employees	1	**608**	19	24	29	26	2
	2-5	**538**	26	24	24	23	3
	6-9	**134**	22	27	34	16	1
	10-25	**179**	25	33	20	20	2
	26-49	**41**	20	15	27	34	5
	50+	**53**	21	32	26	19	2
Year of foundation	Up to 2016	**192**	18	29	28	23	2
	2017-2019	**139**	19	33	27	20	1
	2020-2021	**186**	27	19	25	25	3
	2022-2023	**363**	20	25	28	24	3
	2024-2026	**680**	25	25	25	24	2
Year of joining MITP	2018-2019	**191**	15	28	31	24	2
	2020-2021	**186**	27	21	25	24	3
	2022-2023	**347**	20	26	27	25	3
	2024-2026	**836**	25	25	25	23	2
Type of activity	Develops products	**114**	31	20	26	21	2
	Provides services	**896**	19	24	27	27	3
	Both	**547**	27	29	26	18	1
Legal form	Joint stock company / Corporation	**36**	22	31	25	22	0
	Limited liability company / Partnership	**1432**	24	26	26	22	2
	Sole proprietorship	**91**	7	16	31	43	3
Respondent's position	Owner / Co-owner / Founder	**1076**	23	24	26	25	2
	General / Executive / Vice - Director	**100**	15	30	28	25	2
	Administrator / Manager	**326**	23	28	29	18	2
	Department Head	**13**	38	23	8	23	8
	Financial Director / Accountant	**38**	11	29	34	24	3
Respondent's gender	Woman	**258**	24	28	25	21	3
	Man	**1302**	22	25	27	24	2
Respondent's age	18 – 35 years	**827**	22	26	27	24	2
	36 – 55 years	**690**	25	23	27	23	2
	56+ years	**43**	9	44	21	19	7

Annex 14.3. “Q27. To what extent is your company interested or not interested in developing in the following areas: (one answer per row)” **Part 3**

% per row		N	Expansion into external markets				
			Very interested	Rather interested	Rather not interested	Not interested at all	Dk
Total		**1560**	**54**	**28**	**8**	**8**	**2**
Current status	Active	**1509**	54	28	8	8	2
	Suspended / Temporarily inactive	**50**	52	32	4	10	2
Size	Micro	**1248**	53	28	8	9	2
	Small	**260**	56	27	9	5	3
	Medium	**42**	57	26	10	7	0
	Large	**10**	60	0	10	20	10
Permanent employees	1	**608**	50	29	9	9	2
	2-5	**538**	58	27	5	7	3
	6-9	**134**	57	24	10	7	3
	10-25	**179**	51	31	9	7	1
	26-49	**41**	41	27	17	10	5
	50+	**53**	66	19	8	6	2
Year of foundation	Up to 2016	**192**	59	23	7	9	2
	2017-2019	**139**	48	34	7	9	2
	2020-2021	**186**	49	32	9	6	4
	2022-2023	**363**	52	30	8	6	3
	2024-2026	**680**	56	26	8	9	2
Year of joining MITP	2018-2019	**191**	52	27	8	12	2
	2020-2021	**186**	55	27	8	6	4
	2022-2023	**347**	49	32	8	7	4
	2024-2026	**836**	56	27	8	8	2
Type of activity	Develops products	**114**	57	22	7	11	4
	Provides services	**896**	48	30	10	9	3
	Both	**547**	63	25	5	6	1
Legal form	Joint stock company / Corporation	**36**	64	19	14	3	0
	Limited liability company / Partnership	**1432**	55	28	7	8	2
	Sole proprietorship	**91**	32	31	14	18	5
Respondent's position	Owner / Co-owner / Founder	**1076**	56	26	8	8	2
	General / Executive / Vice - Director	**100**	50	31	9	9	1
	Administrator / Manager	**326**	50	32	8	7	2
	Department Head	**13**	62	8	8	15	8
	Financial Director / Accountant	**38**	45	37	5	8	5
Respondent's gender	Woman	**258**	48	31	11	7	4
	Man	**1302**	55	27	7	8	2
Respondent's age	18 – 35 years	**827**	53	31	7	8	2
	36 – 55 years	**690**	55	24	9	9	2
	56+ years	**43**	51	28	9	5	7

Annex 14.4. "Q27. To what extent is your company interested or not interested in developing in the following areas: (one answer per row)" **Part 4**

% per row		N	Diversification of products				
			Very interested	Rather interested	Rather not interested	Not interested at all	Dk
Total		**1560**	**27**	**36**	**21**	**14**	**2**
Current status	Active	**1509**	27	36	21	14	2
	Suspended / Temporarily inactive	**50**	14	36	22	28	0
Size	Micro	**1248**	25	36	22	16	2
	Small	**260**	30	40	19	8	2
	Medium	**42**	40	33	14	10	2
	Large	**10**	40	20	10	20	10
Permanent employees	1	**608**	22	34	24	18	2
	2-5	**538**	29	38	18	13	2
	6-9	**134**	33	36	23	7	1
	10-25	**179**	30	38	20	10	2
	26-49	**41**	29	37	24	7	2
	50+	**53**	36	36	13	11	4
Year of foundation	Up to 2016	**192**	33	31	19	13	4
	2017-2019	**139**	24	42	20	12	1
	2020-2021	**186**	29	37	17	14	3
	2022-2023	**363**	25	39	21	13	2
	2024-2026	**680**	25	35	23	16	1
Year of joining MITP	2018-2019	**191**	28	36	20	12	4
	2020-2021	**186**	28	40	17	12	3
	2022-2023	**347**	24	38	22	14	2
	2024-2026	**836**	27	35	22	15	1
Type of activity	Develops products	**114**	24	37	17	23	0
	Provides services	**896**	21	35	24	17	2
	Both	**547**	36	38	16	9	1
Legal form	Joint stock company / Corporation	**36**	31	36	25	8	0
	Limited liability company / Partnership	**1432**	27	37	20	13	2
	Sole proprietorship	**91**	14	21	29	33	3
Respondent's position	Owner / Co-owner / Founder	**1076**	28	35	20	14	2
	General / Executive / Vice - Director	**100**	21	40	21	16	2
	Administrator / Manager	**326**	23	40	21	12	2
	Department Head	**13**	38	15	38	8	0
	Financial Director / Accountant	**38**	13	34	29	21	3
Respondent's gender	Woman	**258**	25	33	27	13	3
	Man	**1302**	27	37	20	15	2
Respondent's age	18 – 35 years	**827**	25	37	22	15	1
	36 – 55 years	**690**	29	35	19	14	2
	56+ years	**43**	26	35	28	7	5