

# PayWell Moldova Salary & Benefits Survey 2022 edition

December 2022





# Dear HR Professional,

We are pleased to announce the release of the 16<sup>th</sup> edition of our Salary & Benefits Survey - PayWell Moldova!

This document presents useful information about the survey: types of data analysed, content and structure of reports, as well as acquisition fees.

We look forward to helping you in developing competitive remuneration policies for your organisation.

PayWell Team

# PayWell Moldova 2022

## Sample overview

7

82

21,238

1,076

### Industry sectors:

1. Banking
2. FMCG & Industry
3. IT
4. NGO
5. Pharmaceuticals
6. Telecom
7. Overall market

Participant  
companies

Employees

Benchmark  
jobs



# What is PayWell Salary & Benefits Survey?

PayWell report is a tool created to assist HR professionals and decision-makers to develop competitive HR policies that attract, motivate and retain talent & support the business strategy.

**PayWell report provides specific information covering three areas:**



# 1. Salary statistics by job and by grade

Illustrative

## Office Manager

Sector	Overall	Job code	GEN-AD-F-
Job catalogue	Any	PwC Grade	9
Function	Any	Period	Monthly
Department	Any	Currency	MDL
		Adjustment	0.00 %



## General report

All	#Comp/ #Emp	Average	10th percentile	25th percentile	Median	75th percentile	90th percentile
Base Pay	10 / 10	14,114	7,451	12,880	16,150	16,868	17,254
Guaranteed Pay	5 / 5	14,418	8,014	13,604	16,238	17,136	17,553
Variable Pay (Target )	6 / 6	11%	N/A	10%	10%	13%	N/A
Variable Pay (Paid Out)	8 / 8	11%	8%	8%	9%	14%	17%
Total Pay	10 / 10	15,892	8,528	13,871	17,679	19,207	19,865
Total Reward	9 / 9	17,001	8,553	15,582	18,782	19,830	21,730

## General report

	#Comp/ #Emp	25th percentile	Median	75th percentile
Benefits cost	9 / 9	492	985	1,850
Deferred bonus	0 / 0	N/A	N/A	N/A
Car acquisition price	1 / 1	N/A	N/A	N/A
	#comp./ #empl.	%comp.	%empl.	
Variable pay eligibility	8 / 8	80%	80%	
Company car eligibility	1 / 1	10%	10%	

- Statistics reflecting market data on base pay and guaranteed pay, variable pay (target and paid out value), total pay and total rewards + benefits cost, company car acquisition price and eligibility for variable pay and company car.
- Customised analysis depending on geographical distribution (Chisinau / Other regions), number of employees and company revenue.

## 2. Customised peer report\*

On top of the statistics provided according to the selected package, you can receive a customised report. This report supports more accurate analysis based on the sample of companies selected by you.

Add Custom Report

All fields are mandatory.

Name

Customised report for Client "X"

(local version)

Companies

Company 1

Company 2

Company 3

Company 4

Company 5

Delete

–

Companies available

Add

+

Add

Cancel

\*Available only for companies who acquire PayWell full / sectorial report. Please see details regarding reports & fees on slide 12. A minimum of 5 companies must be selected to create a Peer customised report, due to confidentiality reasons. The report will be generated by PwC and we reserve the right to restrict access to a Peer customised report if data confidentiality is not ensured.

pwc

Home

About Paywell

Data collection

Reports

My account

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Job Report

Statistics for each individual position - based on selected criteria view and download salary & benefits data.

Year

2022

Hide Filters

Reset Filters

Key Definitions

Sector

Job catalogue

Function

Department

PwC Grade

Job Title

Period

Currency

Adjustment (%)

Overall

Banking

Telecom

IT

Pharmaceuticals

FMCG & Industry

Oil & Gas

NGO

Customized report

0

Apply Filters

Job Variation

Region

Headcount

+

-

=

Reg

Chisinau

Other

< 100 employees

101 to 500 employees

501 to 1000 employees

1001 to 3000 employees

Illustrative

Customised reports

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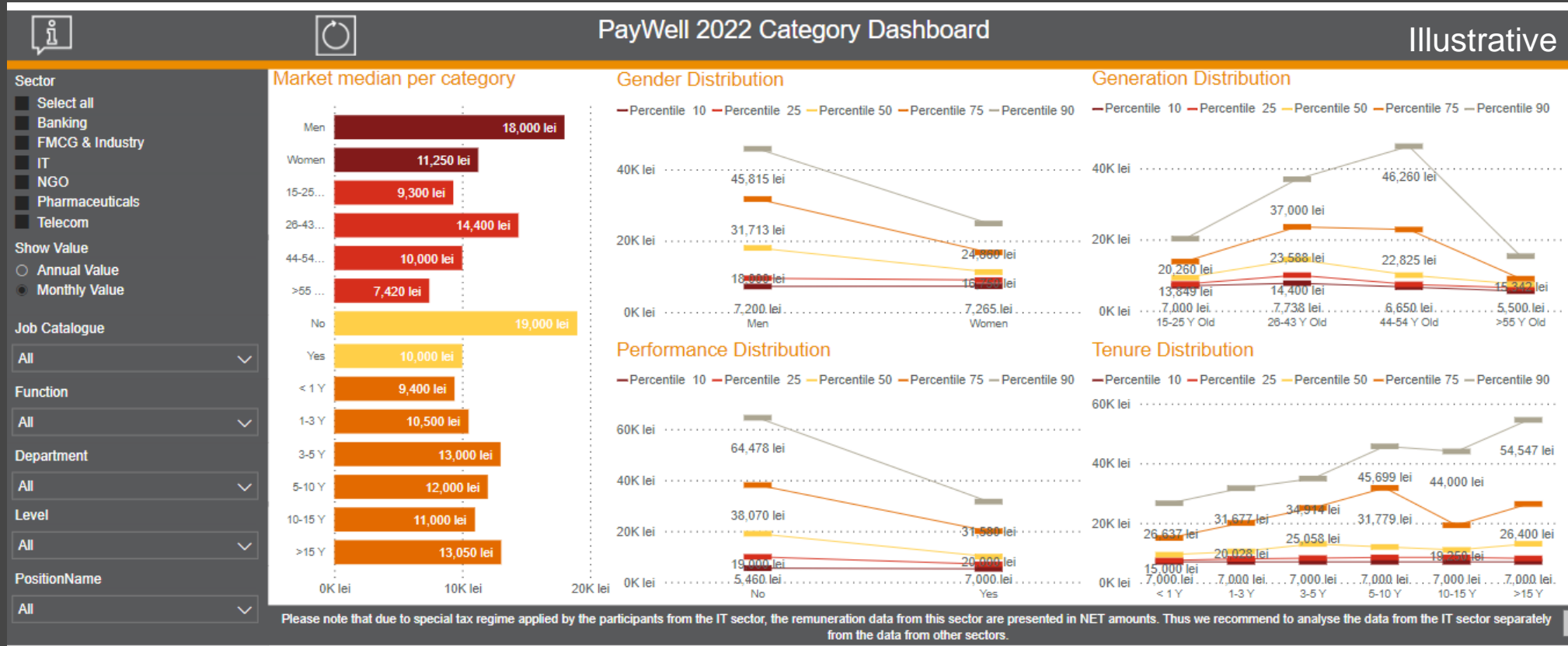
076 055 158

Email:

md\_paywell@pwc.com

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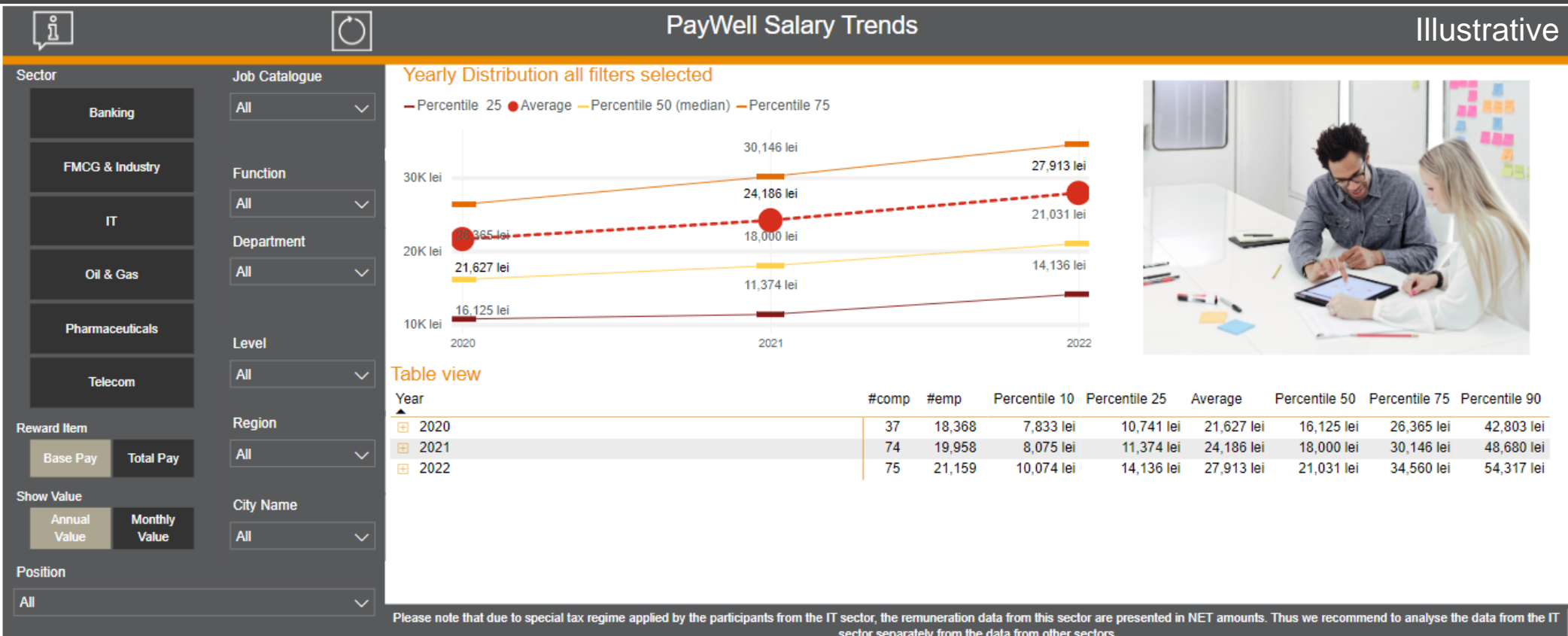
### 3. Interactive Click-On Dashboards (1/2)



### Category Dashboard

- Aggregates data on multiple levels (all sectors, specific sector, function, department, level, city, region, job)
- Shows data on 4 different variables (gender, generation, tenure and performance)
- Drill down option which allows you to explore various data cuts that suit your needs
- Hover over views for details and additional insights

### 3. Interactive Click-On Dashboards (2/2)



#### Trends Dashboard

- Aggregates data on multiple levels (all sectors, specific sector, function, department, level, city, region, job)
- Shows year on year trend based on constant sample (3 years in total)
- Drill down option which allows you to explore various data cuts that suit your needs
- Hover over views for details and additional insights

Source: Salary and Benefits Survey, PayWell 2022



## 4. Compensation & Benefits policies report

### Compensation policies:

- Salary review policies
- Pay for time worked & not worked
- Fixed and variable bonuses
- Employment relations

### Companies which offer salary increases (% of participants)

Sector	Yes	No
Banking	100%	0%
FMCG & Industry	100%	0%
IT	93%	7%
NGO	14%	86%
Pharmaceuticals	100%	0%
Telecom	100%	0%
<b>Overall Market</b>	<b>89%</b>	<b>11%</b>

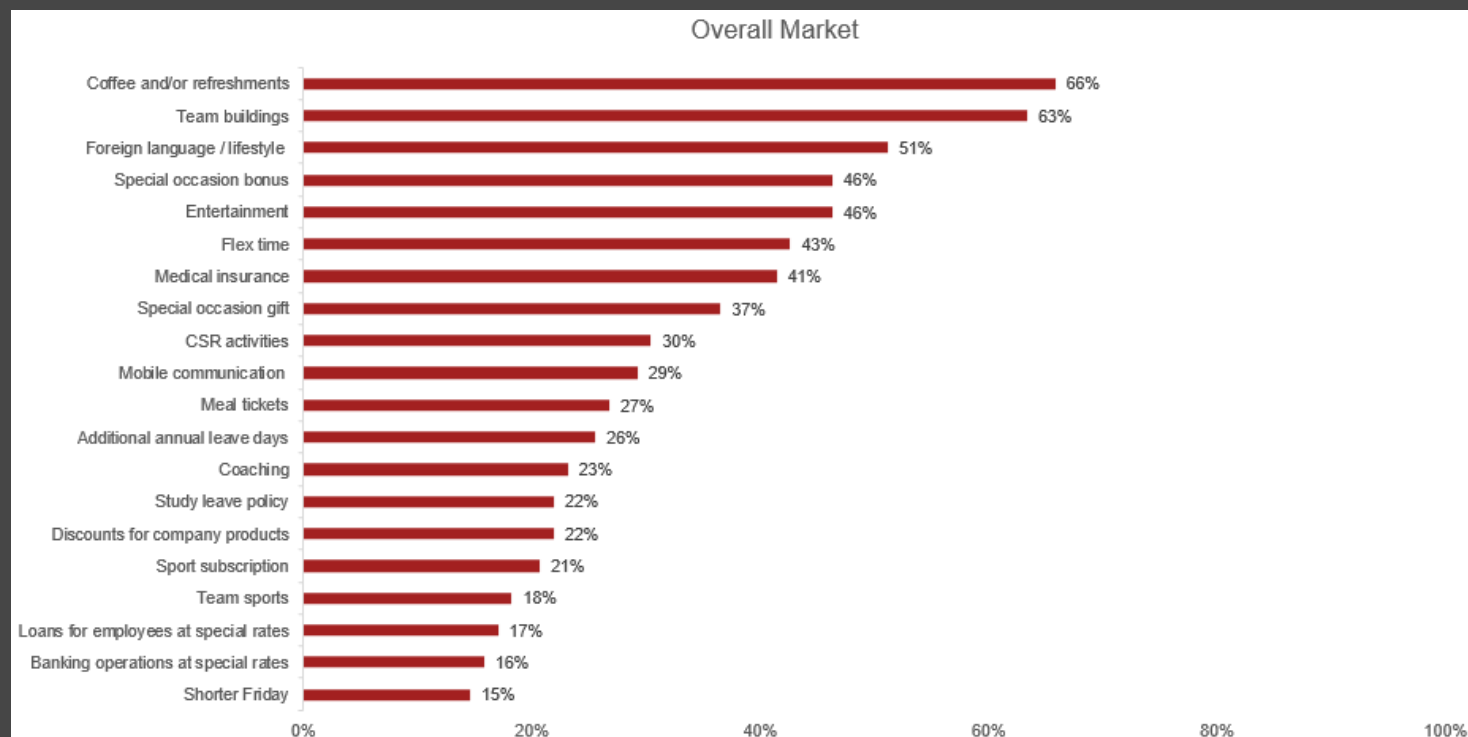
Illustrative

### Benefits policies:

- Details related to eligibility, cost / value for: protection benefits (pension, insurance, medical services), social benefits (transportation, vouchers), perks (company car, mobile phone), wellbeing benefits (sport, kindergarden).

### Benefits offered to all staff (Overall Market)

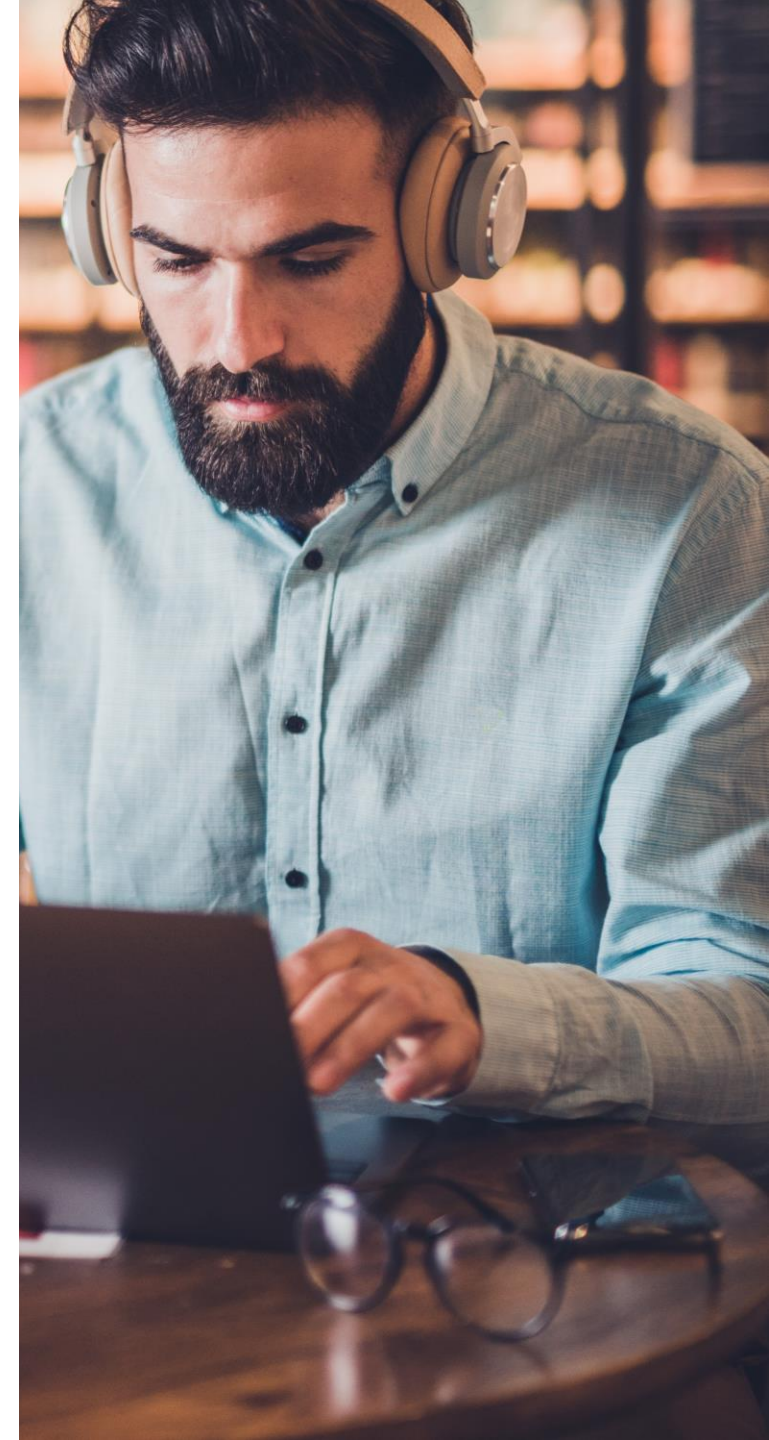
Illustrative



## 5. Workforce metrics report

The report presents the main metrics describing human capital effectiveness related to financial impact and productivity, engagement and HR function of the companies participating in the 2022 edition of PayWell Moldova Salary Benefits Survey.

Metric	Metric computation
Revenue / FTE	Revenue / Average FTE
Cost / FTE	Cost / Average FTE
Profit / FTE	Profit / Average FTE
Remuneration / Revenue	(Compensation costs + Benefits costs) / Revenue
Remuneration / Total Costs	(Compensation costs + Benefits costs) / Costs
Compensation / Revenue	Compensation costs / Revenue
Compensation / Total Costs	Compensation costs / Costs
Average remuneration	(Compensation costs + Benefits costs) / Average FTE
Average compensation	Compensation costs / Average FTE
Average benefits	Benefits costs / Average FTE
Benefits / Compensation	Benefits costs / Compensation costs
HC ROI	(Revenue - Nonwage costs) / (FTEs x Average Remuneration)
Termination rate	Total terminations / Average FTE
Involuntary termination rate	Total involuntary terminations / Average FTE
Resignation rate	Total resignations / Average FTE
FTEs / HR Dept FTE	Average FTE / HR number of FTE
External recruitment rate	Total external recruits / total headcount
Absence rate	All absence days / FTE Workdays
Absence cost / FTE	Absence rate x Compensation costs x 2 / Average FTE





# PayWell report is available through PwC Survey Platform\*



\*access to PwC Survey Platform is provided to participants and companies that acquire the report, through allocation of a user name and a password.

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# Acquisition packages

## PayWell Report content

- Salary statistics by position and by grade
- Custom processed salary statistics\* (for selected sample of comparators), on request
- Compensation and benefits analysis report
- Key findings & Workforce metrics report
- Results presentation session, on request

### Purchase Options:

**Full** - includes all analysed sectors, two custom processed salary reports\*

Fee: **EUR 2,600\*\***

**Sector** - includes one analysed sector, one custom processed salary report\*

Fee: **EUR 1,600\*\***

## PayWell Interactive Dashboards

### Trends Dashboard

Highlights salary trends on same sample for a 3 years period.

### Category Dashboard

Presents data on 4 different variables (gender, generation, tenure and performance)

### Market Positioning Dashboard

Interactive benchmarking tool - view salary distribution and necessary budget increase to reach market for employees below market level

### Purchase Options:

- Dashboards cannot be purchased without **PayWell Report**
- **20% discount** if purchasing both dashboards
- **Compensation and benefits policies analysis report** can be purchased separately by non-participants for **EUR 480\*\***

Each dashboard fee: **EUR 300\*\***

\* Only if there are at least 5 participants for one sector

\*\* Fees are net of VAT



# Let's talk!

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