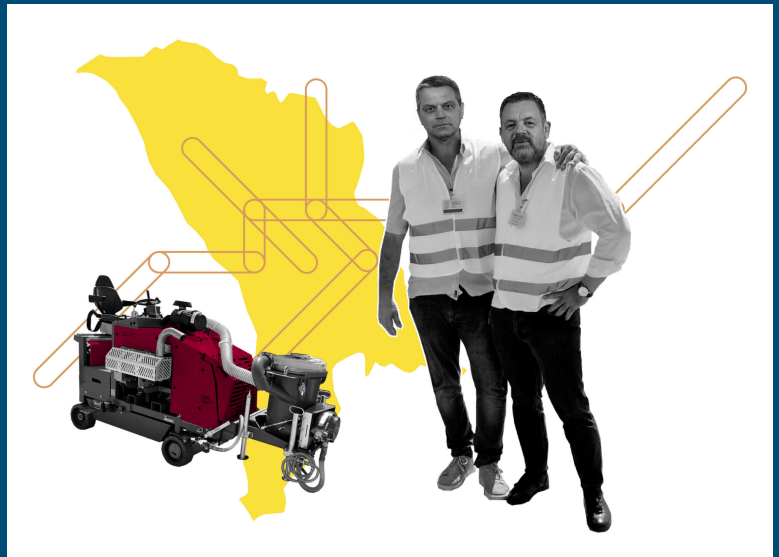


German-Moldovan infrastructure projects make Moldova fit for the EU

The Lower Saxony-based company Cedima has implemented pioneering road construction projects with the company MM Comert as part of the ‘Partnering in Business with Germany’ programme. These projects, which include the construction of around 70 kilometres of roads and a new runway for Chişinău Airport, are being carried out using innovative technology and represent important steps on Moldova’s path to the European Union.



21.10.2024

Cedima: driving force in road construction in Moldova

“There are many opportunities for German companies to engage in road construction in Moldova. But to realise them, you need a reliable local partner”, says Cedima’s Export Manager, Alexander Redich. In Mihai Bostan from MM Comert, he has found such a partner. Over the last ten years, the two have realised numerous projects and built a total of around 70 kilometres of new roads. The partners are in constant contact and most recently they realised the renovation of the runway at the capital’s airport together with the state road authority. The business with Moldova now accounts for five per cent of Cedima’s export turnover, which corresponds to several hundred thousand euros per year. The company has hired ten new employees for this business area.

Information

Countries

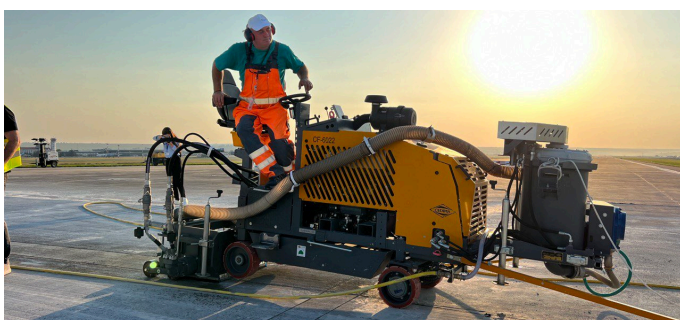
Moldova

Industry

Construction industry

Category

Successful collaborations



© MM Comert

The machines developed by Cedima for processing concrete and asphalt require a lot of explanation and training. This is why Bostan’s company MM Comert has set up a showroom on site with an area of 400 square metres where potential customers and partners can see the quality of the German tools and machines for themselves. The staff are regularly trained in Germany for this purpose. The business relationship has developed further over the years: “We don’t just sell

machines together, we're more like friends," says Redich.

MM Comert: from building materials supplier to successful consultant

Since taking part in the programme, Bostan has further advanced his company, developing it from a building materials supplier into an influential consulting company in the construction industry. He is well connected in the political and educational sphere, and the quality of his consulting and construction services is highly regarded.

“

There are many opportunities for German companies to engage in road construction in Moldova. But to realise them, you need a **reliable local partner**, –

Alexander Redich, Cedima's Export Manager.

Bostan is involved in research projects in road construction, organises training courses, seminars and conferences and is committed to technology transfer, such as the introduction of a new road recycling process in the country. "Without the programme, I wouldn't be an entrepreneur today," he says. Bostan's company stands for German quality and professionalism in Moldova. Another partnership with the German company Bomag, with which he recently set up a waste compaction plant in Chişinău, also contributes to his excellent reputation. Bostan benefits from his collaborations, particularly when it comes to realising more complex projects. Due to the limited resources and technical expertise in Moldova, foreign companies are needed to help implement large-scale projects in the country. Bostan now has 350 employees – 15 of them have been hired as part of the partnerships. As he is deeply convinced of the benefits of the programme, he has also founded an alumni association to foster and disseminate the idea of networking.



© MM Comert

Fit for the EU

The partnerships are good examples that show how the

programme can advance not only companies, but also entire nations. They demonstrate the economic efficiency of the programme, contribute to sustainable development and, by fulfilling the economic criteria, to Moldova's path into the EU.

'Partnering in Business with Germany'
is an instrument to promote foreign
trade and investment by the



Federal Ministry
for Economic Affairs
and Climate Action



Partnering in Business
with Germany

giz

Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

'Partnering in Business with Germany' is
implemented on behalf of the Federal Ministry
for Economic Affairs and Climate Action by