

Dear Minister of State Beißwenger and former Minister of State Sinner, dear Consuls General, dear Members of Parliament, dear business colleagues, dear ladies and gentlemen, dear Mr Böhlmann.

I am very happy to travel to Munich today to talk to you about the Romanian market, which I have known personally for 10 years now.

We are a project development company with a focus on infrastructure, based in Berlin and Baden-Württemberg, with global activities and representations in six countries outside Germany. As a niche player with 20 years of market experience, we have grown steadily and stably. We are still in a good position today and are investing in Germany.

With a view to the future, we are expanding our own plant capacities and strengthening our operating expertise. Romania and Poland are growth markets for us.

We combine three business areas under infrastructure: circular economy, energy (transformation of the energy industry) and transport (eFuels, multimodal and autonomous transport solutions). In these, we develop solutions from analysis and feasibility studies, procurement, financing and construction to installation, commissioning and start-up, all from a single source with a high level of local value creation. We carry out these projects on behalf of our industrial customers as well as on behalf of state-owned companies and institutions. I will give you two examples in a moment.

Our reference list is very solid with almost 200 major projects and well-known customers and partners. Our clients include ministries, city councils, IFC/World Bank, EBRD, GIZ, corporations and medium-sized companies. We work in consortia and form a close alliance between specialised medium-sized companies, the financial sector and the public sector. I (managing director and shareholder) am proud of this history.

We entered the Romanian market at the beginning of 2014 with a service contract concerning circular and waste management. We were involved by the AHK Romania as experts in workshops and conferences with state and municipal representatives. We were also invited to the 'Virtuos Circle' of the EU Commission DG Environment and contributed to the country's circular economy strategy from 2016 to 2019. We examined the state of the circular economy in various cities in Romania and compared it with EU requirements. My colleagues worked on statements and guidelines for a rapid and effective transformation of cities, municipalities and industry towards closing the loop and de-fossilisation. One focus was on adapting the EU waste pyramid and implementing the EU targets and achieving waste targets.

On the other hand, we ourselves have implemented various SME programmes with German and Romanian companies in both countries as an implementing company on behalf of the BMWK. Since then, we have been working continuously in the Romanian market, now increasingly in the form of work and service contracts and larger energy projects.

So we have developed the market step by step, rather than with a large investment. A solid track record has been the pillar of our success.

In the last four years, we have somewhat shifted our contracts and role in Romania. We have implemented a larger project with the city of Buzau. In this three-year project, we advised and supported the city in its transformation into a sustainable, smart and circular city in which the 'economy grows and people enjoy living'. We are experiencing a strong economic orientation in Romania and a high level of motivation among the workforce. Curiosity and motivation.

This, ladies and gentlemen, impresses and inspires me.

In this project, we have developed a transformation and technology concept for the city administration with recommendations for action. We have transferred our know-how to the administrative staff in workshops with the experts, visited demonstration plants in Germany and ensured that BAT processes and plants are used. The city has won several 'Smart City' awards with this project (including in London 2023), recorded annual investments of around EUR 60 million (including food processing, two biogas plants, two recycling plants, processing of recycled plastic) and was able to obtain EU and national funding for the installation of the plants from the project. We have acted as a sparring partner and accompanied the process.

In addition to this direct and successful cooperation with a city administration, we are planning investments in the construction of an incinerator in Romania. We have already set up a very solid and strong consortium.

In contrast to the project with the city administration of Buzau, this investment is proving to be a long and complicated process. On the one hand, this is due to the nature of the matter itself - incinerators are long and sensitive - but also because of the different responsibilities, scarce resources of the administrations and ministries, changes in the ministries and the protest attitude of the NGOs.

I am confident that we will reach a conclusion, but it will take a lot of patience and, above all, a long-term strategy and stamina. The country is large, but the political and business communities are very small: 'people know each other'.

The steps, planning and communication must be carefully coordinated, nothing can be left to chance. It is also important to have strong local partners and to be loyal to them. This also applies to the workforce. Building and maintaining trust is a recipe for success in my opinion and experience.

Romania is a country with a strong affinity to Germany and so far we have not been disappointed. Every bill has been paid (this is very important to us entrepreneurs in the area) and trust has been rewarded with trust.

What I particularly like about the country's current energy strategy is the fact that the further expansion of renewable energies and the circular economy is balanced and will go hand in hand with an increase in local and European value creation at the plants, such as PV production, control electronics and other things. Romania promotes and demands local production and strengthens the economy. This deserves respect. And respect is also due for Romania's economic success, its innovative strength and its clear position on defence and sovereignty issues.

Ladies and Gentlemen, with this I end my keynote address and look forward to our discussions afterwards.



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