

# Waste Management & Recycling Industry – Solutions from Germany

Meet German Solution & Technology Providers  
23. – 27. October 2023, Kuala Lumpur, Malaysia



The Malaysian-German Chamber of Commerce and Industry (MGCC), in cooperation with SBS systems for business solutions (SBS) on behalf of the Federal Ministry of Economic Affairs and Climate Action (BMWK), will conduct a business initiation trip to Malaysia from 23. – 27. October 2023. This is a project-related support measure within the framework of the BMWK Market Development Program (MEP), that aims to showcase some of Germany's best solution and technology providers in the field of waste management and recycling industry.

Germany has one of the highest recycling rates in the world and recycled 67% of its municipal waste in 2020. Especially in the field of plastic packaging recycling where nearly 100% of plastic waste is recycled, German technology and waste management system is world-leading, with revenues of around EUR 80 billion per year.

MGCC is coordinating a Conference and Business Matching Event offering presentations, expertise sharing, and individual business meetings with German solution providers these particular sectors.

Join us for an exchange of knowledge and collaboration with German experts. This event, which spans 5 days comprising a Conference on the 24. October 2023 with individually arranged Business Matchings from 25.-27. October provides an excellent platform for stakeholders from the Malaysian and German waste management and recycling industry to meet.

Contacts for inquiries on:

Conference:  
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Business Matching:  
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## Organizers



## Project Partner



# Waste Management & Recycling Industry - Solutions from Germany - **CONFERENCE** Tuesday, 24. October 2023

## CONFERENCE DETAILS

**Tuesday, 24. October 2023 / 09:30 – 17:30 (Perdana Hall, Level 10, MIDA KL Sentral)**

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|---------------|--|
| 09:30–10:00   | Registration and welcome coffee  |
| 10:00–10:20   | Opening address by Dr. Eva Langerbeck, Deputy Executive Director,<br>Malaysian-German Chamber of Commerce and Industry   |
|               | Welcome Address by Max Leon Dalheimer,<br>Foreign Market Entry Program, Ministry of Economic Affairs and Climate Change, Germany   |
|               | Welcome Address by Ho De Leong, Chairman<br>Waste Management Association Malaysia (WMAM)   |
| 10:30–10:50   | Presentation by Dr. Armin Vogel, Chairman of the Board, German RETech Partnership e.V. –<br>Recycling and Waste Management Made in Germany   |
| 10:50 – 11:10 | Presentation by Malaysian Investment Development Authority (MIDA) –<br>Growing with Green Technologies: Incentives for Malaysian Companies   |
| 11:10–12:30   | <b>Session I: Advanced Industrial Equipment and Technologies</b><br><b>Moderator: Mr. Ho De Leong, Chairman, Waste Management Association Malaysia</b><br><br><b>Presenters:</b> - DRH Deutsche Rohstoff Handelsgesellschaft GmbH   Beatrice Bartels, CEO<br>- adhoc networks GmbH   Ole Ostermann, CEO<br>- Novis GmbH   Dato' Danny Ding, Country Representative<br>- Münch-Edelstahl GmbH   Cornelis de Zwaan, Head of Global Sales<br>- PEINER SMAG Lifting Technologies GmbH   André Grave, Area Sales Manager<br><br>Q&A |
| 12:30–14:00   | Lunch & Business Networking  |
| 14:00–15:00   | <b>Session II: Processing &amp; Recycling Towards the Future</b><br><b>Moderator: Representative from Malaysian Investment Development Authority (MIDA)</b><br><br><b>Presenters:</b> - Gneuss Kunststofftechnik GmbH   Niklas Möhlmann, Regional Sales Manager<br>- SSI SCHÄFER PLASTICS GmbH   Dr. Armin Vogel, CEO<br>- Krall Kunststoff-Recycling GmbH   Louis Krall, Head of Sales<br>- Sutco RecyclingTechnik GmbH   Sebastian Giebel, Regional Sales Manager  |
| 15:00–16:00   | <b>Session III: From Waste to Energy and More</b><br><b>Moderator: Ir. Dr. Lim Mook Tzeng, Consultant, NexantECA Malaysia</b><br><br><b>Presenters:</b> - szs engineering GmbH   Dipl. Ing. Klaus Zehaczek, CEO<br>- ERK Eckrohrkessel GmbH   Alexis Hellwig, Commercial Director<br>- LXP Group GmbH   Dr. Volker Bauer, CEO  |
| 16:00–17:00   | Q&A, Conference closing & Networking/B2Bs  |

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### BUSINESS MATCHING

23.-27. October 2023

For individual Business-Matching sessions, please refer to the 12 company profiles below and select which German company you would like to meet via the following link: [Event-Registration](#). The organiser reserves the right to coordinate the pre-arranged meetings as deemed suitable for the German companies according to their requirements.

#### BUSINESS MATCHING PARTNERS

[www.ad-hoc.com](http://www.ad-hoc.com)

### 1. adhoc networks GmbH

adhoc networks, based in Norderstedt near Hamburg, pioneers innovative, end-to-end technology for intelligent waste disposal and recyclables collection. Our solutions, stemming from in-house developed hardware and software, revolutionize level measurement and collection, processes for waste containers. adhoc networks is driven by the belief that only user-friendly, smart solutions can truly make a difference in our world.

#### Looking for:

- Waste management companies
- Recycling companies
- Container manufacturers
- Operators of infrastructure, e.g. train stations, airports, theme parks

[www.drh-rohstoffhandel.de](http://www.drh-rohstoffhandel.de)

### 2. DRH Deutsche Rohstoff Handelsgesellschaft mbH

DRH is a medium-sized production and commercial company from the greater Hanover area for recycled metals. In addition to the processing of alloys, DRH also offers metal and scrap disposal services. With years of experience in the business of recyclable raw materials, secondary scrap, and used metals, DRH understands its role as the link between scrap producers and recyclers. Whether ferrous or non-ferrous, electronics, or niche scraps, DRH secures the supply of materials for the production needs of its clients through its global network while guaranteeing the most ecologically friendly distribution channel for your scrap products, always in consideration of the constantly changing environmental regulations. DRH's innovative machine technology also allows it to separate mixed metal fractions in its warehouse and process them in such a way that the processed metals can be reused in the industry.

#### Looking for:

- Aluminum smelters, aluminum ingot producers
- Steel mills, copper foundries
- Scrapyards, scrap traders, scrap processors
- Shredder operations
- Plastic and electronics recyclers

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### **B U S I N E S S   M A T C H I N G**

23.-27. October 2023

[www.erk-systems.com](http://www.erk-systems.com)

### 3. ERK Eckrohrkessel GmbH

ERK is privately owned by Prof. Dr.-Ing. Udo Hellwig for more than 25 years. The family ownership has provided long-term stability and reliability, which are cornerstones to the business's success. The company is structured into 5 different business segments, Engineering, Boiler Systems, Firing Systems, ERK Dimple Tube Systems, and Research & Development. Boiler, firing, and ERK Dimple Tube systems are licensed products, while engineering services are offered to a broader customer base. ERK's engineering team includes young and very experienced engineers from various nations to ensure a healthy combination of new ideas, long-term expertise, intercultural expertise, and local market understanding. Based on this business model we are looking forward to continuing our decades of innovative engineering solutions into the future.

#### Looking for:

- Boiler manufacturers with manufacturing experience
- Boiler operators, who are open to plant optimization
- Planners with planning activities in the field of thermal waste and biomass utilization as well as geothermal energy
- Project developers in the field of thermal biomass and waste utilization as well as geothermal energy

[www.gneuss.com](http://www.gneuss.com)

### 4. Gneuss Kunststofftechnik GmbH

With more than 40 years of experience and over 100 international patents, the family-owned and operated company Gneuss has made a name for itself as a supplier of innovative solutions for the plastics processing industry. In addition to unique technologies, systems and components for plastics processing and recycling, Gneuss also offers complete turnkey solutions for the production of high-quality sheet, fibers and pellets. Since its foundation in 1983, Gneuss has grown to become a worldwide technology leader for the extrusion of polymers and the reprocessing of all kinds of polymers.

#### Looking for:

- Polymer processing and recycling companies – Circular plastic economy
- Polymer processor and compounders
- Film, sheet and fiber manufacturers

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### **BUSINESS MATCHING**

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[www.kunststoff-recycling.de](http://www.kunststoff-recycling.de)

#### 5. Krall Kunststoff-Recycling GmbH

Since the early 1990s, Krall Kunststoff-Recycling GmbH has been fully committed to environmentally friendly plastic recycling. As a family-owned medium-sized company, the goal is to always combine what is technically necessary, economically sensible, and ecologically imperative. With careful resource management, environmentally friendly recycling, and a constant pursuit of waste-reducing innovations, Krall invests in a future that will remain livable for future generations.

##### Looking for:

- Plastic recycling companies
- Plastic compounders
- Producers of plastic products
- Manufacturers of technical types of plastics

[www.lxp-group.com](http://www.lxp-group.com)

#### 6. LXP Group GmbH

LXP Group was founded in 2012 with the intention to develop a technology that makes a broad range of biomasses available for 2G bioconversion:

##### THE LXP TECHNOLOGY

- unlocks the potential of 2G biomass that is currently considered waste
- enables the production of LXP Cellulose and LXP Lignin which can be processed into biofuels, and biochemicals
- can serve as sustainable drop-in replacements for fossil fuels and petrochemicals

##### Looking for:

- Biogas & bioethanol plants: future opportunities for biogas plant owners at the end of their 20-year Energy Efficiency Grants (EEG) to gain value from 2G biomass waste and enable business growth with a clean consciousness
- Production companies: step into profitable niche markets and discover sustainable product innovation in the fields of bioplastics, adhesives, paints, phenolic resins, carbon fibers, 3D printer ink, and natural flavours
- Large biomass treating companies such as palm plantations or palm oil producers

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### **B U S I N E S S   M A T C H I N G**

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[www.muench-edelstahl-gmbh.de](http://www.muench-edelstahl-gmbh.de)

## 7. MÜNCH-Edelstahl GmbH

MÜNCH-Edelstahl GmbH in Hilden (Germany), is one of the leading worldwide exporting manufacturers of pelletpresses, complete pelletmill- and grinderlines and high-quality spare parts for pelletmills. MÜNCH plans, develops and constructs with more than 40 years of experience machines and installations in the pelletizing sector as for example the feedmillpelletizing and the woodpelletizing.

### Looking for:

- Waste management companies
- Recycling companies
- Plant operators
- Sales partners

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[www.novis.me](http://www.novis.me)

## 8. Novis GmbH

Novis builds innovative biogas plants. With customised concepts and German quality in machinery and planning, solid industrial plants are developed and built. Novis takes care of the complete turnkey construction - usually with local partners.

### Looking for:

- Public institutions, municipalities, and cities
- Farmers and plantation operators
- Production companies from the food industry
- Local planning offices
- Owners of large quantities of biowaste

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[www.peiner-smag.com](http://www.peiner-smag.com)

## 9. PEINER SMAG Lifting Technologies GmbH

Mechanical engineering of mechanical four-rope grabs, electro-hydraulic motor grabs, radio-controlled single-rope grabs, hydraulic grabs, slewing gears (rotators) as well as special load handling devices of all kinds. Especially for handling waste in waste incineration plants.

### Looking for:

- Waste incineration plants
- Operators of waste-to-energy plants
- Crane manufacturers

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[www.ssi-schaefer.com](http://www.ssi-schaefer.com)

## 10. SSI Schäfer Plastics GmbH

The SSI SCHAEFER Group is the world's leading solutions provider for modular storage and logistics systems as well as refuse and recycling containers. For decades, SSI SCHAEFER has been a trendsetter in the development of innovative disposal systems and sets new standards in waste management with innovations and high-quality products and processes. The experts at SSI SCHAEFER design comprehensive, system solutions and modular concepts, that can be optimally implemented in the customer's structures.

### Looking to meet:

- Local waste management concessionaires
- Disposal and waste management municipalities

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[www.sutco.com](http://www.sutco.com)

### 11. Sutco RecyclingTechnik GmbH

With an implemented base of more than 480 reference installations worldwide, Sutco ranks among the largest manufacturers of treatment plants for waste management. Since 1985, the plant manufacturer has specialized in the development, production, installation, commissioning, after-sales service and maintenance of recycling systems. A perfect and material-oriented sorting process is a requirement for an economically efficient recycling of waste. Highly qualified staff members of the Sutco RecyclingTechnik GmbH can provide a wide range of miscellaneous recycling solutions through advanced treatment plants. No matter whether plastics, household waste, commercial and industrial waste, packaging waste, waste paper, mixed site debris or slag from waste incineration plants are concerned - Sutco RecyclingTechnik can prepare the perfect recycling concept for every industry. All from one company as a turnkey solution.

#### Looking for:

- Private and public waste management companies

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[www.szs.de](http://www.szs.de)

### 12. szs Engineering GmbH

szs engineering GmbH is highly specialized in design, engineering and supply of all kind of flue gas treatment components. So we are supporting our national and international customers by supplying a wide range of new and innovative turn-key plants and/or plant components, such as e.g. absorbers, scrubbers, fabric filters, dry and wet electrostatic precipitators, heating and cooling systems and others.

In addition, our business activities comprises all kind of engineering services, also, like e.g. process- and plant-design, vessel and pipeline construction, structural steelwork, statics, computer-aided-design (CAD), electrical and measurement engineering, plant documentation, etc.

#### Looking for:

- Municipal waste incineration plants
- Glass smelting plants
- Steel works
- Cement mills
- Chemical industries and others

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