



Federal Ministry
for Economic Affairs
and Energy



MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME



Digital German Business Delegation Trip to Malaysia – Sustainable waste management & circular economy

Malaysia – 4th to 8th October 2021

Company Products and Services Catalogue

In collaboration with



Malaysian-German Chamber
of Commerce and Industry
Deutsch-Malaysische
Industrie- und Handelskammer

Project of



German Business Delegation **Sustainable waste management** **Malaysia** **DIGITAL** 4th-8th **October 2021** **and circular economy**

German Companies

2G Energy AG

CUTMETALL plus Carbide
Germany GmbH

econ industries GmbH

Efficiency Systems

IFEU GmbH/SSI Schäfer

INPUT Engineering GmbH

LXP Group GmbH

REWALD GmbH

RITTEC Umwelttechnik GmbH

Vecoplan AG

WEIMA Maschinenbau GmbH

The virtual Business Development Trip to Malaysia is a funding project of the Federal Ministry for Economic Affairs and Energy (BMWi) with 11 selected German companies and suppliers with products in the areas of sustainable waste and disposal management, recycling, alternative materials and improved technologies. The project is carried out by SBS systems for business solutions in cooperation with the MGCC Malaysian-German Chamber of Commerce and Industry. The project is part of the export initiative “Energy solutions made in Germany”.

We are pleased to invite you to our upcoming online events on innovative solutions in the fields of sustainable waste management & circular economy and an inspiring exchange between outstanding German and Malaysian players of this sector.

Come and join us online on **Monday and/or Tuesday, 4th and 5th October 2021, 3.00pm-5.00pm MMT** to discover exciting brands and products by outstanding German companies.

Use also the possibility to have individual B2B meetings with the German companies on **Wednesday 6th, Thursday 7th and Friday 8th of October 2021.**

The digital pitch presentations and the individual meetings are taking place in the framework of a five-day virtual **German Business Delegation trip to Malaysia from October 4th to 08th, 2021**, under the auspices of the German Ministry for Economic Affairs and Energy and with the purpose of an inspiring business dialogue and B2B meetings between small and medium-sized German companies and the Malaysian industry.

This is a great opportunity for Malaysian companies and institutions to explore new business and collaboration opportunities and to discover potential synergies with the German participants. We cordially invite you to join the presentation events and to contact us for the scheduling of individual meetings.



Malaysian-German Chamber
of Commerce and Industry
Deutsch-Malaysische
Industrie- und Handelskammer



SBS

systems for business solutions

Dr Eva Langerbeck

Deputy Executive Director

Singaporean-German
MGCC Malaysian-German
Chamber of Commerce and
Industry

Kim-Insa Hohdorf

*Project- and Communications
Manager*

SBS systems for business
solutions GmbH

In 2018, Malaysians generated 38,142 tons of waste per day, an increase from 19,000 tons of waste a day in 2005. Solid waste generation is projected to grow to 49,670 tons a day by 2030. However, the country largely relies on landfilling as main way of waste disposal. Municipal waste dominates solid waste management in Malaysia, accounting for 64% of the total collected waste. The generation of municipal solid waste has increased over the last decade by 95%, primarily due to rapid urban developments.

The increasing volume of solid waste and limited space for storage have led the Government of Malaysia towards setting its ambition of achieving a 30% recycling rate by 2020. Stringent enforcement of regulations has led to some successes, but the recycling market is still in its infancy in Malaysia. Technology for waste separation, sorting, processing and recycling is limited domestically and the majority of recycling solutions are imported from abroad.

Thus, Malaysia offers an interesting market for German companies from the Waste Management Sector. In particular, the Government has put a strong emphasis on waste as a resource for power generation and is increasingly seeking to incentivize local and international companies to assist the sector to develop waste-to-energy programs. With abundant waste supplies in the country, and the increasing government support for the use of these resources for energy generation, there are significant opportunities to enter the Malaysian market.

The German business delegation trip organized by SBS systems for business solutions and MGCC Malaysian-German Chamber of Commerce and Industry, on behalf of the German Federal Ministry for Economic Affairs and Energy (BMWi), is part of the export initiative “Energy solutions made in Germany”. It includes two online presentation events and individual business matchings (B2B). The business development trip is intended to identify market opportunities and prepare long-term business potential between German and Malaysian companies in the sector.



READY FOR
100 %



Summary

2G Energy AG is one of the leading international manufacturers of combined heat and power plants (CHP) for decentralized power generation. Our gas engine products are offered from 20 kW to 4,500 kW electrical output, operating on natural gas, biogas as well as on pure and hydrogen rich gases.



 made
in Germany



www.2-g.com

Company profile

2G Energy AG is one of the leading international manufacturers of combined heat and power plants (CHP) for the decentralized generation and supply of electricity and heat using CHP technology.

Products / Services

Our gas engine product portfolio between 20 kW and 4,500 kW electrical output operates with natural gas, biogas and other lean gases as well on pure and hydrogen rich gases.

In the output range between 50 kW and 550 kW especially, 2G has its own combustion engine concepts with low fuel consumption, high availability and optimised maintenance requirements, as basis for the customers profitable long-term operation of the gas engine power plants supplied by 2G.

References and export activities

2G has successfully installed over 7,000 Cogeneration Plants in over 55 countries worldwide since 1995.

In addition to its headquarters with development and production in Heek, Germany, 2G is represented by its own subsidiaries in several European countries and North America.

Additionally, 2G maintains a large worldwide network of authorized local sales and service partners.

Target group

- 1) Identify local Partner(s) for the sales/service of our products with expertise of local gas engine/power market
- 2) Seek local System Integrators, EPC or Container packagers to localize our CHP-solutions for qualification as recognized local manufacturer/assembler of the 'Sustainable Energy Development Authority' (SEDA).
- 3) networking with clients, experts, authorities & institutions of the local Waste management and Power Industry.

Competitive advantages

Satisfied customers all over the world confirm the quality, performance and reliability of our products and solutions. In addition to the design and manufacture of CHP plants, 2G offers comprehensive solutions from planning and installation to service and maintenance over the entire life cycle of the CHP plant.

Purpose of participation in the project

With over 200 of our 2G gas engine plants installed throughout Asia & Australia, we consider Malaysia as one of our high priority markets in South East Asia, and would like to elaborate possibilities for collaboration with local Industry experts and authorities for the promotion and sales of our highly efficient gas engine solutions to the local Waste Management and related Industries.



2G Energy AG

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Languages: English, German

Project:



Supported by:

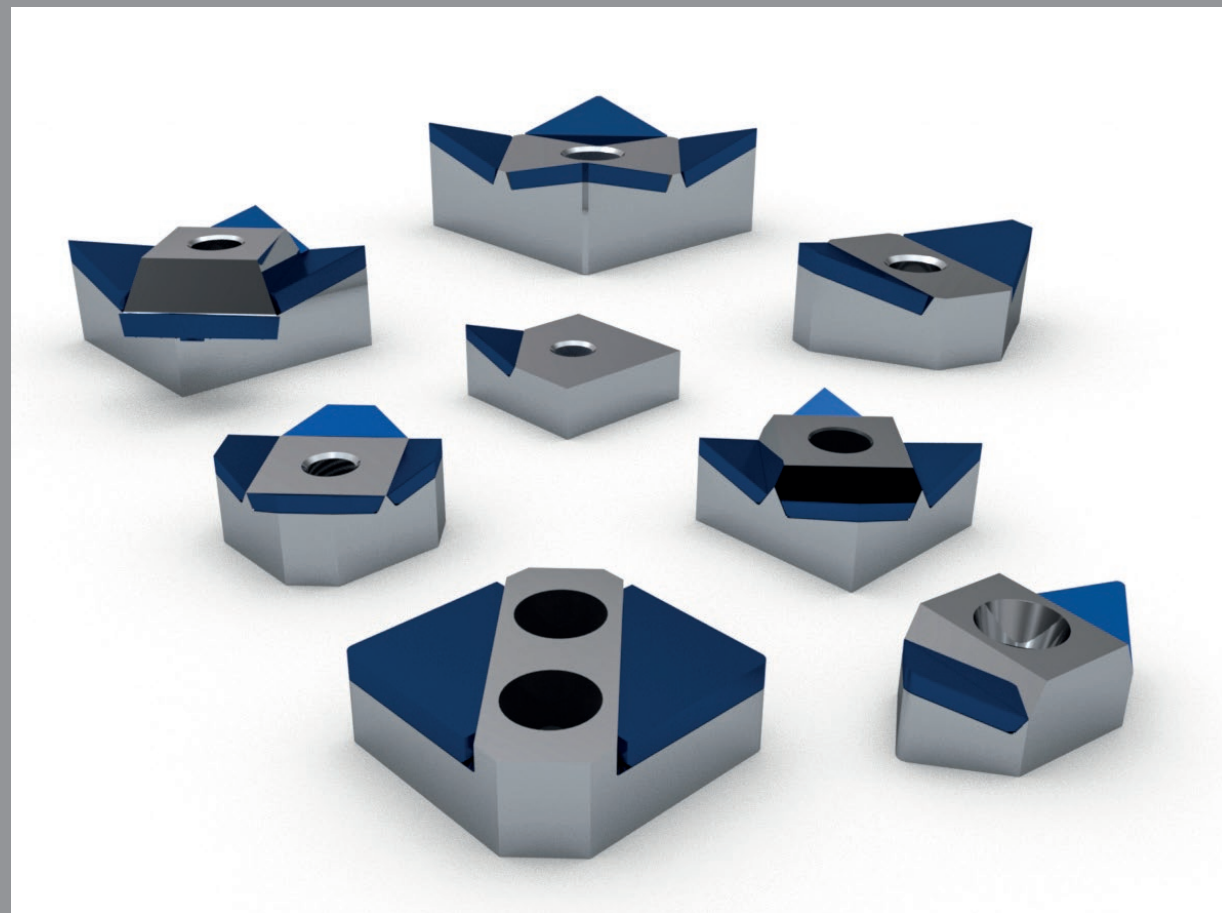
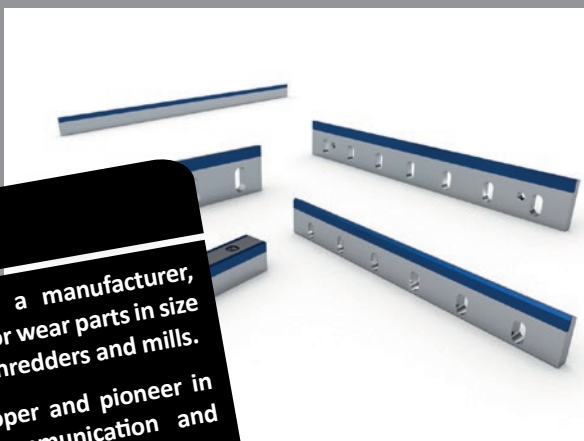


Project of:



CUTMETALL®

PLUS CARBIDE GERMANY GMBH



Summary

The CUTMETALL Group is a manufacturer, dealer and market leader for wear parts in size reduction technology for shredders and mills. Innovation leader, developer and pioneer in terms of technology, communication and processing together with our customers.


made
in Germany

www.cutmetall.de
www.cutmetallplus.de

Company profile

CUTMETALL as a group of companies, manufacturer and dealer is one of the leading companies in the supply of wear parts for the recycling industry and other branches.

With three production plants in Germany, a highly qualified and motivated team of technicians, sales and consulting specialists, we create a unique and professional working environment for our customers.

We cover accessibility via our online shop, among other things. Accessibility is thus covered around the clock, and our customers receive detailed information.

Products / Services

Our focus is on making application-related, high-quality products available to our customers. Our focus is based on our very high consulting competence, which in this combination represents the clear added value for our customers worldwide.

We are personal, close and reachable through many types of modern communication, but also in on-site projects. We are often referred to as problem solvers, as there is always a way to illuminate a "negative situation" and present solutions.

We can be reached digitally 24/7 via our web shop, which means that all data about the customer's own machine park, suitable wear parts, material stocks are available.

The order and order management, purchase authorization and ultimately the order itself is possible anytime and anywhere for our customers.

References and export activities

We currently supply only a few companies in Malaysia in the alternative fuel production (RDF) and solar industries.

The CUTMETALL Group supplies worldwide: end customers, dealers and machine manufacturers (OEM). The customer structure ranges from small businesses to global corporations with billions in sales. The industries range from spices and wool to wood, plastics, agricultural film, automotive, fiber industrie,...

Target group

We are interested in building up the classic end customer business in the Malaysian market. Our customers can be all kinds of operators of shredding machines (shredders and mills) such as: Lindner-Recyclingtech GmbH (Austria) or Vecoplan AG (Germany).

Dealers or machine manufacturers themselves would also be conceivable.

Competitive advantages

Our strengths are our listening and our communicating clearly!

Our shop is certainly unique in this design and extraordinary for the user, the strength lies in our structure and the way we work together to achieve something.

We call our employees "smart professionals".

Purpose of participation in the project

The aim should be to exchange cultural and company-technical exchanges. In the discussions it can be agreed whether common business channels with companies in Malaysia can be established and expanded.



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Languages: German, English

Project:



Supported by:



Project of:





Summary

Based on 20 years of experience, econ industries offers solutions for the treatment of industrial hazardous wastes and contaminated soils worldwide.



Company profile

econ industries provides the most efficient and cleanest solutions to recover resources from hazardous industrial wastes and contaminated soil. Based on 20 years of experience and more than 30 industrial waste recycling plants, econ's aim is to avoid the elimination of waste through incineration and landfilling. The goal is to achieve resource-conserving material recycling instead. In our plants we primarily use our VacuDry® technology, in which harmful substances (e.g. hydrocarbons, mercury) are separated under heat and vacuum in a fully encapsulated system. Particularly when it comes to energy efficiency, low carbon emissions and resource recovery rates, this method is far superior to other thermal desorption techniques and is accepted as state-of-the-art by approval authorities worldwide.

Products / Services

econ industries is a service-oriented technology provider. Our technical leadership is based on a highly skilled, energetic team of engineers. Special waste processing requires highly technical and individualized approaches. econ offers outstanding technical solutions while making sure these solutions are profitable when applied to the real-world. Our products and services range from pilot testing and feasibility studies, to designing, engineering and the manufacturing of recycling plants, followed by the delivery, commissioning and maintenance.

Our main product is a vacuum distillation technology called VacuDry®. Typical applications are: Treatment of contaminated soils, mercury recovery, drill cuttings treatment, recycling of grinding swarf & sludges from metal processing, NORM and TENORM waste treatment as well as the treatment of refinery waste and oil lagoon sludges.

References and export activities

Selected references:

- 2021: VacuDry® 12 000 & VacuDry 3 000 - Brunei (removal of mercury and hydrocarbons)
- 2021: VacuDry® 3 000 - India (removal of mercury from contaminated soil)
- 2016: VacuDry® 12 000 x 4 - Azerbaijan (drilling oil recovery)

Target group

Waste generators
Waste management companies
Environmental authorities
Waste management consultants

Competitive advantages

- Low energy consumption
- Low emissions (vacuum thermal separation instead of incineration)
- Recovery of the contained resources (e.g. oil, mercury)
- High availability of > 7000 h/a
- Versatility regarding the input materials

Purpose of participation in the project

Getting to know key players dealing with hazardous industrial waste and contaminated soil in order to introduce a technology that can support the country moving towards a more sustainable future and circular economy through the recovery of valuable resources.

econ
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Project:



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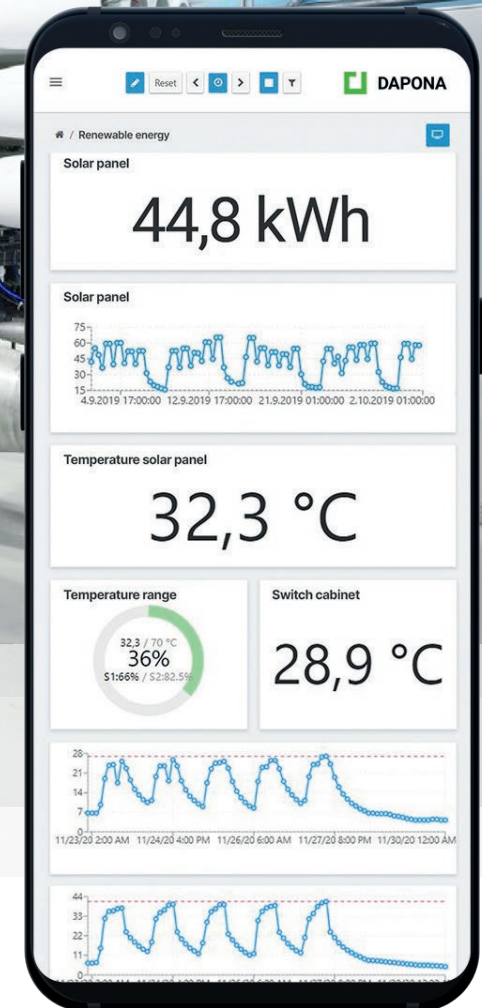
Summary

DAPONA is your plug&play webservice for instant

- realtime-monitoring
- datavisualization
- Alerting and notification

Easy to use, without an app or specific hardware. All you need is a webbrowser: on pc's, laptops, large monitors, smartphones etc.

DAPONA: the on-demand digital image of reality



made in Germany

Company profile

Our team of software engineers, designers and developers creates modern software technology to support and improve various business processes.

With everything we do, we want to eliminate inefficiencies. Our web service is easy to use, can be customized individually and is ready to use at the moment of subscription. Without programming, investment or dependencies - neither technical nor commercial. Simply plug & play.

We simply make great software.

Products / Services

Monitoring: With our open standard IOT web-platform DAPONA, you can setup your own digital views to your assets. No matter whether machine, plant, sensor or webservices and from which perspective the assets are viewed: your dashboards will be designed, changed, expanded by yourself. Easily via drag&drop, just on demand. Anytime and anywhere. Without programming.

Alerting: Don't miss anything anymore, act in time: DAPONA automatically creates tasks and alerts, can activate warning lights, etc. 24/7 h a day. Based on your own rules.

With DAPONA, for example, plants in the field can be monitored remote, alarms can be triggered in the event of deviations, maintenance tasks can be generated, etc.. No matter for which plant, system and usecase.

In addition, DAPONA reduces damage risks, such as equipment failure, water loss, fire damage or network overload through 24/7 h monitoring and early reporting of deviations, even before damage has occurred.

No software-development is required. No specific Hardware. No App. Simply via your webbrowser.

On your local PC, your smartphone or large monitors.

References and export activities

DESMA shoe machines:

www.desma.de/en/industry-40/smart-shopfloor

Jetter automation:

www.jetter.de/en/products/software/jetter-prodata.html



Target group

Industrial companies, SME's, Cities, authorities, administrations, governments, social organizations:

simply anyone, who wants to understand without having to invest, what is happening with their infrastructure, what customers are doing with their products, and who wants to be notified, when action is needed.

Competitive advantages

- Self configurable usecases, such as monitoring, alerting, damageavoidance.
- Machines, sensors, any places.
- Plug&Play
- Easy to use
- Free of any hardware or software dependencies
- No Software development or designer required

Purpose of participation in the project

- Business initiation with local business partners
- End customers where we can commission a pilot installation
- OEMs
- System Integrators

DAPONA

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Languages: German, English

Project:



Supported by:



Project of:





Summary

SSI Schaefer offers you complete packages consisting of waste and recyclable bins and containers, digital solutions, smart services and an expert team that can meet even the most complex requirements.



made
in Germany

Company profile

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

Products / Services

Professional waste disposal is a demanding task. Therefore, an intelligent system that makes waste disposal both efficient and economical is very important. SSI SCHAEFER offers you waste and recycling bins and containers with a variety of different designs and sizes.

SSI Schaefer is also a leader in the field of digital solutions. With the cloud-based platform DISPONDO, SSI Schaefer enables you to manage your container inventory digitally, optimize your tours and record and prove your collection performance transparently.

We make no compromises when it comes to the quality of our systems. A long service life and problem-free usage are the keys to lasting success and partnerships.

References and export activities

Singapore: ALBA WH Smart City, DISPONDO Waste Management Platform and container identification solutions (23 vehicles)

Malaysia: Pilot project PERAK, DISPONDO Waste Management Platform and container identification solutions (12 vehicles)

More than 1,000 vehicle solutions equipped worldwide, more than 1,000,000 bins/containers managed by DISPONDO

Target group

Disposal companies and municipalities

Competitive advantages

Waste and recycling bins and containers and digital waste solutions from a single source. Clever use of bin and container data with the help of digital solutions to optimize disposal processes.
High-quality, innovative products with long life cycles.

Purpose of participation in the project

Get an overview of the current waste management logistics market in Malaysia, market entry of our digital solutions, establish contacts.



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Languages: German, English

Project:



Supported by:



Project of:



INPUT

Ingenieure für Energietechnik
Infrastruktur und Umwelt



PLANNING AND REALIZATION OF TECHNICAL PROJECTS INNOVATIVE AND INDEPENDANT

Summary

Biogas Technology, Dry Fermentation
Waste Treatment and Management
Composting
Environmental infrastructure
Green Energy solutions
Waste water treatment



made
in Germany

www.input-ingenieure.de

Company profile

INPUT Ingenieure GmbH was founded in 2000 by partners with long term experiences and activities in the fields of energy and environmental engineering, industry plant construction and infrastructure. Since 2006 INPUT Ingenieure GmbH realized numerous biogas- and waste treatment projects as general contractor or engineering office in the national and international market. Further more INPUT Ingenieure offers services for operational plant management.

Products / Services

INPUT Ingenieure GmbH offers basic- and detail engineering for plant construction in the field of:

- Biogas Dry Fermentation, Plug Flow Digester
- Waste Treatment
- Composting

for municipal and agricultural waste.

Services provided by INPUT Ingenieure:

- Engineering as general contractor and engineering office for turn key concepts and for individual technical solutions.
- Profitable concepts with reliable technique, state of the art standards.
- Consulting, project studies and conceptions.
- Project management, supervision on site, commissioning.

References and export activities

Biogas plants for biowaste and agricultural waste in Europe and Asia.

Export activities are focused on Asia, South America, Eastern and South Europe.

Target group

Project Developer.
Partner Companies.
EPC Companies.
Government environmental authorities.
Municipal and national associations.

Competitive advantages

Dry Fermentation means high dry matter digester contents.

No additional water for fermentation process required.

Very suitable for municipal and agriculture waste treatment.

Flexibel for wide range of substrates.

INPUT is experienced in plant design and plant operation.

So steady improvement of technical solutions.

Purpose of participation in the project

Presentation of INPUT Biogas Technology.

Get into contact with partner companies to develop biogas projects in Malaysia.

Get overview of the Malaysian biogas market.



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Languages: German, English

Project:



Supported by:



Project of:



LXP GROUP



ADVANCED BIOFUELS



2G BIOCHEMICALS



NATURAL LIGNIN

Proprietary technology that 'gently' cracks 2G biomass to produce cellulose and lignin.

Reducing CO2 emissions, enabling developing and emerging countries, bringing value to the countryside.

Summary

LXP enables the economic fractionation of wooden biomass to cellulose and lignin, which can be processed to high value chemicals. Thus releasing a huge market potential for biofuels + lignin in the first step and further developed products. Our vision is to create a sustainable economy that uses decentralized biomass and generates a variety of carbon neutral chemicals.



made
in Germany

Company profile

The LXP Group, founded in 2012 is a VC-funded start-up company with headquarter in Teltow near Berlin and the pilot plant in Straubing (Bavaria), and is focused on the development of a digestion process for the utilization of wooden biomass (2G biomass). With over 49 patents bundled in three patent families, the LXP Group is the only company worldwide that can break down lignified biomass into its chemical components and thus make it usable to produce biomethane, bioethanol and biochemicals.

Products / Services

The LX-Process is a key technological advancement that will pave the way for the broad use of 2G biomass in biogas plants and bio-refineries. In addition to the enormous increase in feedstock flexibility and reduction of required acre for 1G feedstock the technology allows a substantial increase in yields.

In a nutshell, the LX-Technology is a chemical pre-treatment at ambient pressure and low temperatures (<80°C), ideal for using waste heat, followed by precipitation of the carbohydrates and lignin and separation / filtration of each component. These rather benign processing conditions not only reduce capex but also enable the extraction of "natural" lignin.

With the LXP plant, customers can harness 2G raw materials and implement them in their value chain.

Target group

Biogas plant operator
Sugar cane plantations
Palm oil mills
Biomethanol producer

Competitive advantages

Due to the patents of the LX Group, we are the only company in the world that can break down the unused 2G raw materials into natural Lignin and amorphous cellulose and thus make them usable for biomethane and bioethanol production.

Purpose of participation in the project

Finding interested parties for the purchase of an LX-plant.

LXP GROUP

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Languages: German, English, French, Spanish

Project:



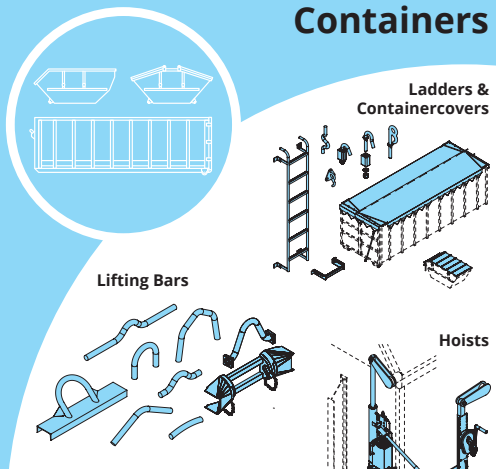
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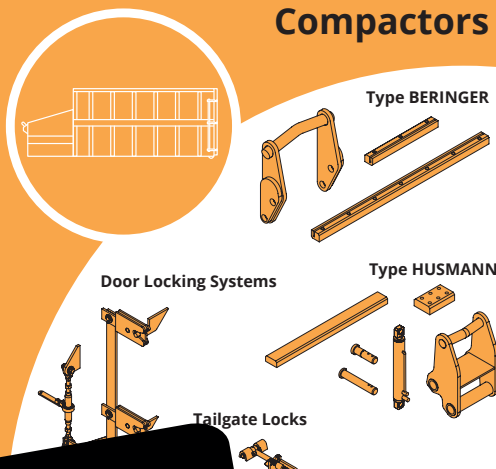
Components for Containers



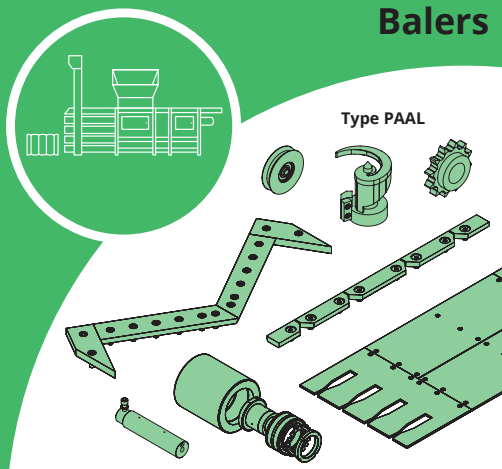
Components for Wheelie Bins



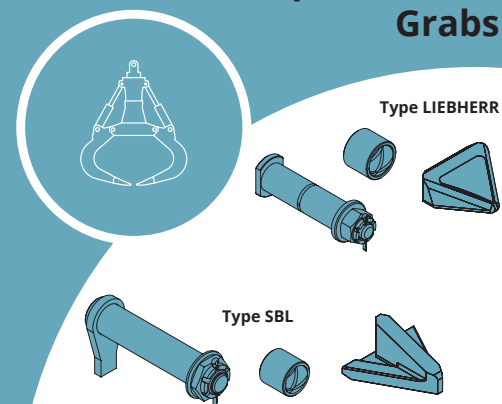
Components for Compactors



Components for Balers



Components for Grabs



Rewald®

GmbH

Components for the Waste Industry



Summary

Serial and customized manufacturing of mechanical spare parts for roll-off containers, skips, waste compactors, balers, FEL containers, bins and grabs. Inhouse development of safety increasing spare parts for roll-off containers providing additional benefits for the operator.

made in Germany

www.rewald.eu

Company profile

Serial and customized manufacturing of mechanical spare parts for roll-off containers, skips, waste compactors, balers, FEL containers, bins and grabs.

Inhouse development of safety increasing spare parts for roll-off containers providing additional benefits for the operator.

Worldwide distribution by own sales force and subsidiaries.

All parts shown by our product catalogues are carried in stock in order to ensure immediate availability thus reducing downtimes at our customers to a minimum.

Products / Services

Spare parts manufactured in serial production for roll-off containers, skips, waste compactors, balers, FEL containers, bins and grabs.

Development of customized spare parts.

Inhouse R&D of innovative and safety related spare parts providing additional benefits for the operator.

References and export activities

Trade partner in the Benelux countries.

Travelling sales man for Czech Republic, Slovenia and Austria.

Subsidiaries in Poland and the USA.

Target group

Manufacturer of roll-off containers and skips

Waste collection and recycling companies

Roll-off container and skips rental companies

Repair shops for roll-off container and skips

Multi-brand distributors of compactors and balers

Repair shops for compactors and balers

Distributors of truck and trailer parts and components

Competitive advantages

Independant manufacturer of mechanical parts with own R&D and production facilities.

Range of innovative and patented spare parts for roll-off containers.

Purpose of participation in the project

Aquisition of new customers

Finding companies interested in distributing our range of products.



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Languages: German, English, French, Spanish, Italian

Project:



Supported by:



Project of:





RITTEC
UMWELTTECHNIK



Summary

RITTEC Umwelttechnik offers recycling technologies for the recovery of the monomers terephthalic acid and Monoethylene Glycol from PET packaging waste. The waste can be multilayered or coloured, the PET content shall be at least 75%. The PET waste is depolymerised and the resulting monomers can be used for the production of new PET.




made
in Germany

www.rittec.eu

Company profile

RITTEC was founded in 2017.

The developed revolPET technology is about to come to be brought to the market.

Products / Services

The revolPET technology can be integrated into an existing system of recycling or production lines. It is also possible to install a stand-alone solution. The capacity for an economical operation is less than 20.000 t/a. This offers the opportunity to install decentralised sites, i.e. to minimise logistic and handling costs.

RITTEC prepares the necessary engineering adaptations for the individual business case. The construction of the site is done in cooperation with a local equipment manufacturer.

The market entrance and market acceptance can be developed in a joint R&D project which offers the opportunity to build up necessary know-how.

References and export activities

Asia

- R&D project "GreenLoop" for collection and recycling of PET waste (Thailand)

Brazil

- development of collection und recycling structures for plastic waste (different partners, incl. USP)
- e-waste projects (Reciclo Metais [SP], WEEE.DO [SC])

Target group

For the implementation of the revolPET technology we are looking for PET-waste recycling companies or PET producers.

Ideally, sales of the revolPET technology shall be in cooperation with a local equipment manufacturer.

Competitive advantages

The revolPET technology is internationally patented. Special advantage of the revolPET technology is the continuous depolymerisation of PET within a very short process time. The complete recovery process needs approx. 15 min. from waste to new product. Our competitors need for these processes up to 10 hours!

Purpose of participation in the project

We are looking for contacts to

- recycling companies which have a sufficient PET volume or are able to create a sufficient volume
- PET producers who like to use high value r-monomers
- Brand owners who are looking to realise their extended producer responsibility



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Languages: German, English

Project:



Supported by:



Project of:





Summary

For over 50 years, Vecoplan has been developing, producing and selling machines and plants to shred, transport and process primary and secondary raw materials in the production and recycling cycle. We are a leading partner of the international recycling industry.



made in Germany

Company profile

Vecoplan is one of the leading partners of the international recycling industry with subsidiaries and sales offices worldwide. In the field of RDF processing, we accompany our customers from planning to production, delivery, installation and commissioning of complex processing lines, combined with comprehensive after-sale service and competent, quick and flexible support on-site and remote by experienced employees. Vecoplan supplies according to customer requirements and with the highest quality standards all over the world.

Products / Services

Vecoplan AG develops, produces and sells technologically superior plants and machines for shredding, conveying and processing primary and secondary raw materials gained in recycling processes. Continuous research and development as well as in-house-production give our customers a competitive edge in technology. Our results are convincing: numerous patents are proof of our knowledge. In order to meet our set objectives of technological leadership and high quality, we have focused our business activities on our key competences. Our service division is a supplement to this structure. We accompany our customers all the way: from integrated engineering over production, delivery, assembly and commissioning to the maintenance of the complete plant.

Thus, Vecoplan AG delivers everything from the single machine to the complete plant, according to our customers' demand, meeting highest standards of quality and sustainability.

References and export activities

- YTL Cement (material handling)
- Indocement (material handling)
- SCCC Thailand (waste treatment)
- CTCI Taiwan (waste treatment)
- South Korea (different projects)

Target group

- engineering and consulting companies
- EPC Contractual Partner
- Disposal company
- Cement and power plant industry
- Recycling companies
- Investors around all recycling processes

Competitive advantages

- All shredders are equipped with revolutionary, low-maintenance direct drives.
- Extremely large product portfolio for international processing technology (Made in Germany)

Purpose of participation in the project

- Efficient support in finding contractual partners
- Support for the expansion of the network

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Project:



Supported by:

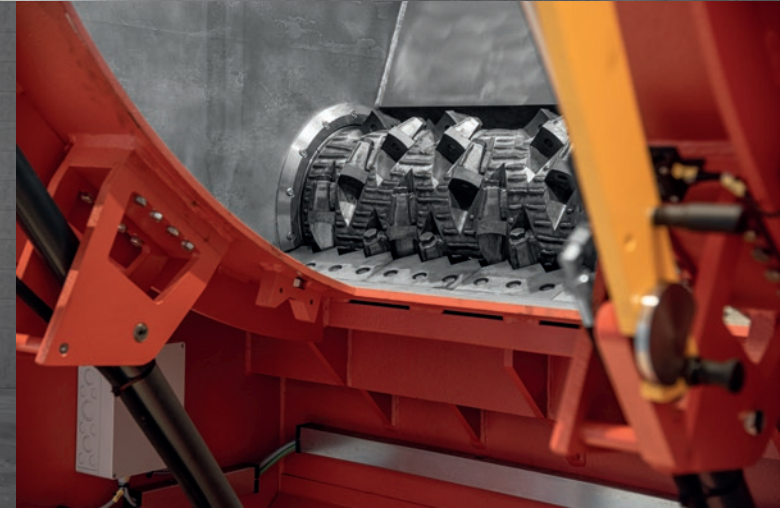


Project of:



WEIMA

SHREDDING + COMPRESSING



Summary

For over four decades, the WEIMA brand has stood for sustainability and robust recycling technology "made in Germany".



made in Germany

www.weima.com

Company profile

For over four decades, the WEIMA brand has stood for sustainability and robust recycling technology "made in Germany". Shredders, briquette and drainage presses from WEIMA are exclusively made in Germany and come from production plants in Saxony-Anhalt and Baden-Wuerttemberg. Every year, more than 300 employees work on around 1,200 customer solutions from around the globe. We have long-standing sales and service locations in the USA, Poland, India and China. More than 80 representatives supplement this global presence.

Products / Services

WEIMA has been manufacturing robust shredding and compacting machines for the disposal and processing of all types of waste for over four decades. These include single-shaft, twin-shaft and four-shaft shredders, granulators, briquetting presses, packaging as well as drainage presses. WEIMA machines are used in a wide variety of sectors and industries, for example in the recycling of post consumer and post production plastic waste, paper, wood and biomass. In the sector of substitute fuels WEIMA provides solutions for the recycling of MSW, CNI or CND to ADF, RDF and SRF.

In addition to consulting and engineering services, the WEIMA service also handles commissioning, FAT and SAT, and offers spare and wear parts, remote or on-site service as well as trainings.

References and export activities

- Fine shredding of waste for RDF production (e.g. Cemex Poland, Suez France)
- Turnkey solution for pre and fine shredding as well as sorting in RDF production for cement industry (e.g. LaFarge Holcim Indonesia)
- Shredding of pipeline production waste for reintegration into production process (e.g. Pipelife Norway)

Target group

- Customers in plastics and recycling industry, cement production and automotive sector
- Partner with market knowledge offering complementary products (e.g. conveying technology, separation technology)

Competitive advantages

Broad portfolio of shredding solutions, high vertical integration, wealth of experience with a wide variety of international projects, customized machines, variable drive technologies (gearbox drive, hydraulic drive, high-torque drive)

Purpose of participation in the project

- Find cooperation partners/dealers
- Find key customers
- Build structures and service network

WEIMA

SHREDDING + COMPRESSING

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Project:



Supported by:



Project of:





**Malaysian-German Chamber
of Commerce and Industry**
Deutsch-Malaysische
Industrie- und Handelskammer

The Malaysian-German Chamber of Commerce and Industry (MGCC) is Germany's official representative for industry and trade in Malaysia, and has been active in Malaysia since 1991, successfully fulfilling our role as service provider, membership organization and voice of the German industry in the country. MGCC currently has ca. 400 member companies.

MGCC is part of the German Chambers network under the umbrella organization of the Association of the German Chambers of Industry and Commerce (DIHK). The network of the German Chambers is the most important partner for the promotion of foreign trade. Together with German diplomatic representations (embassies and consulates), they represent the interests of the German economy in the host country. This function commits the German Chambers to neutrality and objectivity.



SBS systems for business solutions is a 1999 established private consulting agency, with two decades of experience in the planning, development and implementation of international projects. Moreover, the company offers services such as workshops, events and individually organized B2B-meetings, as well as individual strategies for market entries and assistance for the coordination of international teams for the German-speaking and Italian market.

Since 2006, SBS has been organizing more than 200 internationalization projects from delegation trips abroad to big virtual conferences on behalf of several German ministries and other foreign governmental institutions.

MGCC is a reliable partner, providing a wide range of services to assist companies in the establishment and development of business activities in Malaysia. Market entry services such as market research, market studies, company representation solutions, and business partner search activities are tailor-made specifically for small and medium-size German companies for the initial market entry phase.

After the decision for market entry is made, various further services in Malaysia will be guiding the client towards sustainable and successful market entry. In the forefront, the HR recruitment service, the German Business Centre, payroll and accounting services as well as a comprehensive list of corporate services make up a complete package of MGCC's support for German companies preparing their move to Malaysia.

In addition, SBS has been honoured by the Italian Ministry of Economic Development with the title of "Temporary Export Manager". A highly-skilled team of project managers with multinational backgrounds, based in Berlin and Rome, is sensitized for the topic of cultural differences and therefore knows how to approach difficult cultural issues. In fact, SBS applies cross-cultural thinking and designs custom-made solutions that overcome intercultural borders to find the right partners for their clients. Thanks to a strong partner network and more than 1000 German and international clients, SBS is able to facilitate a successful market entry in the most emerging and attractive markets worldwide.

Sustainable waste management & circular economy

In collaboration with



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Business success through cross-culture thinking

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