

Business Delegation Trip | Waste Management | Malaysia

28th September - 2nd October 2026



The Market Entry Programme for Small and Medium-sized Enterprises is a funding programme of the:



Federal Ministry
for Economic Affairs
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MITTELSTAND
GLOBAL
FOREIGN MARKET
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Message of Greeting



Mr. Christian Tippelt

Director Foreign Market Entry Programme of the Federal Ministry for Economic Affairs and Energy (BMWE)
Germany Trade & Invest

The Foreign Market Entry Programme assists German Small and Medium-Sized Businesses during all stages of their export activities. Participating businesses receive widespread support from the initial stages of market exploration up to the making of actual business contacts, e.g., by providing first-hand market information, organizing exploration trips and building networks. Key element of this support is the personal assistance during preparation, implementation and follow-up of these measures to ensure that the business arrangements are of high quality and sustainable.

This visit is part of the “business matchmaking” module of the Foreign Market Entry Programme and will facilitate business contacts as well as provide important impulses for the further intensification of the fruitful co-operation between Malaysia and Germany.

On behalf of the German Federal Ministry for Economic Affairs and Climate Action, I would like to thank the participants from Germany, all multipliers, and other involved parties in Malaysia for their contribution to create a successful measure.

Introduction



With the support of the **German Federal Ministry for Economic Affairs and Energy (BMWE)** within the framework of the **Market Development Programme (Markterschließungsprogramm)** and the **Environmental Technologies Export Initiative**, **SBS systems for business solutions GmbH**, in cooperation with the **Malaysian-German Chamber of Commerce and Industry (AHK Malaysia)** and German industry partners, is organising a business delegation to Malaysia focusing on waste management, recycling, and circular economy solutions.

The German delegation consists of selected German companies specialising in innovative technologies, products, and services in the field of sustainable waste management, recycling, waste treatment, resource efficiency, and circular economy.

The German companies will visit **Kuala Lumpur, Malaysia, from September 28th to October 2nd, 2026**, with the aim of establishing new business partnerships, identifying market opportunities, and fostering cooperation with Malaysian stakeholders.

We cordially invite you to attend our presentation and networking event in Kuala Lumpur, where German companies will present their innovative solutions and discuss potential areas of cooperation with Malaysian partners.

During the event, participants will have the opportunity to discover advanced German technologies and services, exchange knowledge on current developments in the Malaysian waste management sector, and explore opportunities for future collaboration.

In addition, we would like to invite you to participate in **individual B2B meetings** with the participating German companies during their stay in Malaysia. These meetings offer an excellent platform to discuss specific business opportunities, identify synergies, and establish potential partnerships.

Participation in the presentation and networking event is free of charge.

Please do not hesitate to contact us if you would like to arrange individual meetings with one or more of the German companies participating in the delegation. We would be pleased to provide you with further information and support in preparing your participation. We look forward to welcoming you and to an inspiring exchange between German and Malaysian stakeholders.



Machines and Processes

 **Eggersmann**
Recycling Technology



SUMMARY

Eggersmann GmbH develops and produces mobile recycling machines for the areas of shredding, screening, sieving, and composting.




MADE IN
Germany

WWW.EGGERSMANN-RECYCLINGTECHNOLOGY.COM



COMPANY PROFILE

Eggersmann GmbH is part of the Eggersmann Group, which offers solutions and services for the recycling industry worldwide. The Eggersmann Group encompasses competence in designing and constructing recycling plants as well as the systems, machines, and software for plant operation and management. Within this framework, the Eggersmann GmbH provides the mobile recycling machines for a wide range of input material.

REFERENCES AND EXPORT ACTIVITIES

Eggersmann's mobile recycling machines are exported worldwide. In Malaysia, where Eggersmann GmbH is represented by LKS ENVIROTECH Sdn. Bhd., we have already realized a number of projects in the field of Biomass Composting.

TARGET GROUP

Our target group consists of organizations engaged in the collection and/or processing of general waste (e.g. biowaste, greencut, MSW, industrial waste, C&D).

PRODUCTS / SERVICES

The product range of the Eggersmann mobile recycling machines consists of single shaft and twin shaft shredders for a wide range of input material (greencut, wood, roots, Municipal Solid Waste (MSW), industrial waste, vehicle tires, mattresses, glass, solar panels, Construction & Demolition Waste), Trommel Screen and starscreen machines, windsifters, turners for windrows or fixed concrete lanes, and impact crushers and jaw crushers for mineral material.

COMPETITIVE ADVANTAGES

Eggersmann's mobile recycling machines' modern design, versatile functions and high quality are a product of many decades of experience in the recycling industry. We offer machines powered with conventional diesel engines as well as with electric motors. The machines have long lifetime under heavy-duty conditions, and are designed for easy maintenance.

IDEAL BUSINESS PARTNERS

Our ideal business partners are companies or organizations (e.g. municipalities) engaged in the collection and/or processing of general waste (e.g. biowaste, greencut, MSW, industrial waste, C&D).

BUSINESS DELEGATION TRIP | WASTE MANAGEMENT | MALAYSIA

Carried out by:



In collaboration with:



SUCCESS IS... LESS WASTE IN THE WATER.



**MUNICIPAL
WASTE
WATER**



**INDUSTRIAL
WASTE
WATER**



**WATER
WORKS**



BIOGAS



MANURE

SUMMARY

Mechanical separation technology
and separation solutions.




MADE IN
Germany

WWW.FLOTTWEG.COM



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Germany
www.flottweg.com



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COMPANY PROFILE

Flottweg is one of the world's leading manufacturers of industrial centrifuges. The company, headquartered in Vilsbiburg, achieves an annual turnover of about 293 million Euros (2023) with an export rate of more than 80 %. Flottweg employs over 1,200 people worldwide. About 950 employees work at the company headquarters in Germany. This includes roughly 60 trainees and interns.

Flottweg has own subsidiaries and branch offices with service centers in the US, in People's Republic of China, Italy, Poland, France, Australia, Mexico and Thailand. Concentration on customer requirements, keen sense on how markets will develop, and the ability to come up with creative solutions have helped to make Flottweg one of the world's leading producers of centrifuges for separation technology. In order to secure the market position for the future, Flottweg will continue to upgrade its technology, provide the highest quality products and provide 24-hour aftermarket service.

PRODUCTS / SERVICES

The machines:

Flottweg Decanter: Hygienic, inertable (Atex) and wear-protected according to the application.

Flottweg Sedicanter®: The ideal connection of disc stack centrifuges and decanters, for highest separation and yields.

Flottweg Tricanter®: Continuous threephase separation in one step, economic and efficient.

Flottweg Sorticanter®: Unique decanter for continuous separation of plastics.

Flottweg belt presses: Continuous pressing of mashes and dewatering of solids – high yields and high cake dryness, low operating costs.

Flottweg Separator: Clarifiers (2-phase separation), separate the finest solid particles from a liquid. As purification separators (3-phase separators), they separate liquid phases of different densities and simultaneously remove solids.

Flottweg Nozzle Separator: For continuous separation of solids from liquids in the starch industry, but also in many other applications that require maximum clarification or separation with high solids volumes.

REFERENCES AND EXPORT ACTIVITIES

Flottweg's export share is more than 80% and well-known companies, groups, and institutions all over the world use Flottweg Separation Technology. For many years, Flottweg supported customers in many applications and works daily to make them even more successful.

TARGET GROUP

For many processes, mechanical separation is of crucial importance to the quality of the end products, the economic efficiency and environmental compatibility of the process. Mechanical separation processes are found in practically all industrial sectors, including food, chemical, pharmaceutical, biotechnology, mining, environmental protection and waste water solutions.

COMPETITIVE ADVANTAGES

Hand in hand with the customers, Flottweg is always prepared to meet new challenges and develop goal-oriented solutions. The ultimate goal is always clear: the success of the customers.

IDEAL BUSINESS PARTNERS

The company now has 12 subsidiaries and 50 sales offices in over 100 countries worldwide. This guarantees optimum support and service worldwide. Business partners must adhere to the Flottweg guidelines in order to ensure the continuity and further development of Flottwegs reputation as a trustworthy business partner and reliable employer.

BUSINESS DELEGATION TRIP | WASTE MANAGEMEN | MALAYSIA

Carried out by:



In collaboration with:



Building on
sustainable
ground.

INI Naue

SUMMARY

Innovative Geosynthetics and
Engineering Solutions for Modern
Construction.



MADE IN
Germany

WWW.NAUE.COM



COMPANY PROFILE

Naue Group is one of the world's leading manufacturers of geosynthetics, providing high-performance products and engineered systems for civil, environmental and infrastructure applications. With more than 50 years of experience, Naue combines German engineering, advanced manufacturing and specialist technical support to address complex challenges in soil reinforcement, separation, filtration, drainage, containment and erosion control. Our solutions are applied worldwide in transportation, landfill and waste management, hydraulic and coastal engineering, mining, groundwater protection and renewable-energy infrastructure. Naue works closely with project owners, government agencies, consultants and contractors to develop technically appropriate, efficient and sustainable solutions for specific project and site requirements. We welcome opportunities to contribute our expertise to upcoming projects, pilot applications and long-term technical partnerships.

PRODUCTS / SERVICES

Naue's core portfolio includes geogrids, geotextiles, geosynthetic clay liners (GCLs), geomembranes, drainage composites, sand containers and erosion-control systems. Key product brands include Secugrid®, Combigrid®, Secutex®, Bentofix®, Carbofol®, Secudrain® and Secumat®. The applications cover road and railway construction, landfill engineering, hydraulic engineering, groundwater protection, tunnel construction, mining, erosion control and renewable-energy projects. Beyond manufacturing, Naue provides project-specific engineering support, digital design and calculation software, technical consulting, and professional laying and installation services. This enables Naue to support projects from product selection and engineering through to on-site implementation. Through its subsidiary BBG, this capability extends to waste management planning, circular economy and feasibility studies. Together, these services enable Naue to support projects from early-stage assessment to on-site implementation.

REFERENCES AND EXPORT ACTIVITIES

Naue geosynthetic solutions are used internationally in infrastructure and environmental projects. Reference projects cover road and railway construction, hydraulic engineering, flood and coastal protection, landfill engineering, tunnels, mining, erosion control and renewable energy. Examples include projects in the UK, Spain, Canada, Malaysia and Germany. Naue serves customers in more than 60 countries through its international organisation and local offices.

TARGET GROUP

Key customers and decision-makers include civil engineering contractors, specialist installers, engineering and consulting firms, architects and planners, infrastructure developers, landfill operators, mining companies, renewable-energy developers and public authorities.

COMPETITIVE ADVANTAGES

Naue combines in-house product development and manufacturing with extensive geotechnical expertise, engineering support, installation capabilities and BBG's waste management consulting expertise. Its broad product portfolio enables integrated solutions for reinforcement, stabilisation, separation, filtration, drainage, sealing and erosion control. International project experience, technical consulting and digital design tools further support project-specific solutions. Sustainability is an important element, including durable, resource-efficient and selected biodegradable solutions.

IDEAL BUSINESS PARTNERS

Potential partners include specialised distributors, geosynthetics and civil-engineering suppliers, engineering consultants, infrastructure contractors, specialist installation companies and local representatives with established networks in construction, environmental engineering, water management, mining and renewable energy.

BUSINESS DELEGATION TRIP | WASTE MANAGEMENT | MALAYSIA

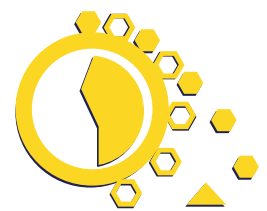
Carried out by:



In collaboration with:



NON-FERROUS RECYCLING



RECCO
HEILIG GROUP

SUMMARY

The Company offers various services in non-ferrous recycling to help you achieve the highest possible metal recovery profits.



MADE IN
Germany

WWW.NONFERROUSRECYCLING.COM



COMPANY PROFILE

As a specialist in the recovery of non-ferrous metals from slags, or bottom ash (IBA), Recco facilitates a state-of-the-art system that separates the aluminium and heavy metals in 3 grading sizes from residue aggregates. The yield of aluminium and heavy metals we generate with our on-site bottom ash processing installations is, on average, 1,5 % higher than conventional recovery systems, which result in higher revenues when sold to European smelters.

REFERENCES AND EXPORT ACTIVITIES

As part of the Heilig Group, Recco combines decades of engineering experience in bottom ash processing with a track record of on-site and stationary plant projects across Europe. Its semi-mobile technology and flexible cooperation models are designed for rapid deployment internationally, making Recco a reliable long-term partner for waste management operators entering new markets such as Malaysia. Recco is actively seeking to expand its international partnerships in Southeast Asia's growing waste management sector.

PRODUCTS / SERVICES

NON FERROUS RECYCLING SERVICES

We offer various services in non ferrous recycling to help you achieve the highest possible metal recovery profits. From building and exploiting an IBA processing plant on your site to non ferrous metal separation in our plant in Emmeloord. Also, our flexible arrangements allow a variety of cooperation. Please feel free to browse the information about procurement and procedures on our website or contact us directly with any question you might have.

RECCO NON FERROUS RECYCLING INSTALLATION

The non ferrous metal mix that is separated from the bottom ash in the IBA processing plant contains valuable materials that can be further recycled in our stationery plant. The sophisticated separation system Recco has designed, divides the non ferrous materials stream into:

- heavy metals
- aluminium
- residue

TARGET GROUP

Recco addresses incineration plants, Waste-to-Energy facilities, IBA treatment sites, landfills, and recycling companies seeking to unlock greater value from their residual material streams.

COMPETITIVE ADVANTAGES

Recco stands out for its high metal recovery rate, on-site processing capability, semi-mobile machinery, and short delivery times — enabling fast, low-risk deployment in new markets.

IDEAL BUSINESS PARTNERS

Recco seeks long-term partnerships with incineration plants, Waste-to-Energy operators, IBA treatment sites, landfills, and recycling companies committed to sustainable, high-yield resource recovery.

BUSINESS DELEGATION TRIP | WASTE MANAGEMEN | MALAYSIA

Carried out by:



In collaboration with:





THOLANDER

Environmental Engineering



SUMMARY

Tholander is your partner for exhaust air purification systems with focus on the precise customisation to your specific requirements.



MADE IN
Germany

WWW.THOLANDER.DE



COMPANY PROFILE

Tholander Ablufttechnik GmbH was founded in 1986 and is one of the leading suppliers of systems for odor removal and exhaust air purification for industrial and municipal applications.

The company is based in Viernheim near Heidelberg in southern Germany. Although the market focus was initially on Germany, the proportion of export deliveries increased steadily. Our exhaust air purification systems work successfully in many countries around the world.

In the world of exhaust air purification, precise planning and design is not just an advantage – it is crucial for success. At Tholander, we understand that every cleaning task is unique, so we take great care to understand your specific needs and constraints. Based on our proven technologies and our experience, we develop a solution strategy customised to your application, which we implement professionally in practice.

REFERENCES AND EXPORT ACTIVITIES

Our company has extensive global references and export activities. We have successfully completed projects in various countries and maintain stable business relationships with international partners. Through our export strategy, we open up new markets and offer tailored solutions that meet global requirements. This strengthens our presence and competitiveness on an international level.

TARGET GROUP

We are interested to meet potential customers having problems with emissions of odours. Mainly these are clients in the waste sector (waste water treatment, solid waste management, composting, biogas plants, rendering etc.) and processing food as well as agricultural products. Also we would like to meet Contractors, Municipality and Authorities.

PRODUCTS / SERVICES

Our products:

- Biofilter
- Counter-Current Scrubber
- Crossflow scrubber
- Multi-Venturi Scrubber
- Biotricklingfilter
- Activated Carbon Filter

Our services range from consulting to project engineering, installation, commissioning and after-sales-service.

COMPETITIVE ADVANTAGES

Our commitment to advanced technologies not only ensures efficient results, but also sustainable success for our global customers. We consistently implement this claim in our service. We are happy to support our customers with the regular maintenance and optimization of their systems to ensure maximum system life time.

IDEAL BUSINESS PARTNERS

Customers with odor problems and pollutants in the exhaust air.

BUSINESS DELEGATION TRIP | WASTE MANAGEMENT | MALAYSIA

Carried out by:



In collaboration with:



 TOMRA

SUMMARY

Intelligent collection, sorting and resource recovery solutions enabling a circular economy and reducing waste across industries.



MADE IN
Germany

WWW.TOMRA.COM



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56218 Mülheim-Kärlich-Mülheim
Germany
www.tomra.com



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Languages: English, Japanese, Korean

COMPANY PROFILE

TOMRA Recycling is a global technology leader in sensor-based sorting solutions for the recycling and waste management industry. Headquartered in Mülheim-Kärlich, Germany, TOMRA Recycling develops, manufactures, installs and services advanced sorting systems for a wide range of recyclable material streams.

With decades of experience in sensor-based sorting, TOMRA Recycling supports customers worldwide in optimizing material recovery, improving recycled material quality and enabling more efficient and automated recycling processes. Its solutions are used across municipal solid waste, plastics, metals and many other recycling applications.

REFERENCES AND EXPORT ACTIVITIES

TOMRA Recycling has a strong international track record with sorting installations across Europe, Asia-Pacific, the Americas, the Middle East and Africa. Its technologies are widely used in mixed plastic and PET recycling, municipal solid waste treatment, metal recycling, e-waste recycling, and other recycling applications, ranging from individual sorting machines to large-scale automated recycling facilities.

TARGET GROUP

TOMRA Recycling works with waste management companies, recyclers, material recovery facilities, plastic recyclers, metal recyclers, system integrators, engineering companies and public authorities involved in waste management and resource recovery.

COMPETITIVE ADVANTAGES

TOMRA Recycling combines extensive experience in sensor-based sorting with a large global installed base and dedicated application and testing expertise. Its broad portfolio of sensor technologies enables customers to achieve higher recovery rates, improved product purity, increased automation and greater operational efficiency across complex recycling applications. A global sales and service network supports customers from initial material testing and process development through installation, operation and optimization.

IDEAL BUSINESS PARTNERS

Suitable partners include waste management companies, recyclers, plastic and metal recycling companies, recycling system integrators, engineering companies specializing in recycling plants, technology providers and project developers seeking advanced sorting and automation solutions. TOMRA Recycling is particularly interested in cooperation with partners developing new recycling capacity, upgrading existing sorting facilities or improving material recovery and recycled product quality.

PRODUCTS / SERVICES

TOMRA Recycling provides sensor-based sorting equipment and solutions for municipal solid waste, plastics, metals, paper, wood and other recyclable materials.

Its technologies combine advanced sensors-based sorting solutions to identify and separate materials by material type, color, composition and other characteristics.

In addition to sorting equipment, TOMRA Recycling provides application consulting, material testing, system design support, installation, commissioning, technical service, digital solutions and lifecycle support, helping customers optimize sorting performance throughout the lifetime of their equipment.

BUSINESS DELEGATION TRIP | WASTE MANAGEMENT | MALAYSIA

Carried out by:



In collaboration with:



Range of innovations

WINDSIFTING | CONVEYING | DOSING | SPREADING

SUMMARY

Westeria GmbH is a German company specializing in conveying, sorting, and recycling technology, providing innovative industrial solutions.



MADE IN
Germany

WWW.WESTERIA.DE/EN



COMPANY PROFILE

Westeria is a German engineering company founded in 1956. The company specializes in the development and manufacturing of conveying, separation and processing technologies for bulk materials, with a strong focus on the recycling, waste management, cement, and raw materials industries. Its core product range includes windsifters, conveyors, dosing equipment, and material distribution solutions designed to improve industrial process efficiency.

Westeria focuses on providing customized engineering solutions tailored to customer requirements. The company emphasizes energy efficiency, reliability, and durability in all its systems. With decades of experience, Westeria supports clients worldwide throughout the entire project lifecycle, including planning, installation, commissioning, and after-sales service.

Through innovative technologies and continuous development, Westeria contributes to more efficient material recovery and supports the transition toward a sustainable circular economy.

PRODUCTS / SERVICES

Westeria's main product range includes wind sifters (both stationary and mobile systems), conveying technology, bunker and storage systems, and dosing and feeding equipment for bulk material handling. These solutions are designed to ensure efficient separation, transport, and controlled material flow in recycling, waste management, and industrial processing applications.

In addition to its core equipment portfolio, Westeria provides comprehensive engineering services for turnkey projects. This includes planning, system design, integration, installation support, and commissioning of complete material processing and recycling plants. The company focuses on delivering fully customized solutions tailored to specific customer requirements and site conditions.

By combining advanced mechanical engineering with practical system expertise, Westeria ensures high performance, reliability, and efficiency across all installations.

REFERENCES AND EXPORT ACTIVITIES

Westeria has an export share of around 85% and serves customers worldwide.

Its solutions are used by private recycling companies, government-led projects, and the cement industry.

A global dealer network ensures strong local support and is represented in many Asian countries, enabling close cooperation and fast service for international projects.

TARGET GROUP

Westeria's target groups include dealers in recycling machinery and the cement industry, as well as private recycling companies. Key applications are solid waste handling such as household waste, industrial waste, compost, and construction and demolition debris. The company provides solutions for efficient processing and material recovery in these sectors.

COMPETITIVE ADVANTAGES

Westeria offers key advantages over competitors, including long-term industry experience and continuous technological adaptation. Its solutions are designed for demanding markets such as Asia, where high material moisture is common. The company also benefits from a strong global service network, ensuring reliable support, fast response times, and close customer cooperation worldwide.

IDEAL BUSINESS PARTNERS

Westeria's target groups include dealers in recycling machinery and the cement industry, as well as private recycling companies. Key applications are solid waste handling such as household waste, industrial waste, compost, and construction and demolition debris. The company provides solutions for efficient processing and material recovery in these sectors.

BUSINESS DELEGATION TRIP | WASTE MANAGEMENT | MALAYSIA

Carried out by:



In collaboration with:



Project executor

SBS systems for business solutions



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 hundreds of internationalization projects from delegation trips abroad to big virtual conferences on behalf of several German ministries and other foreign governmental institutions. In addition, SBS has been honored 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 600 German and international clients, SBS is able to facilitate a successful market entry in the most emerging and attractive markets worldwide.

Project executor

Malaysian-German Chamber of Commerce and Industry



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.

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 collaboration with



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



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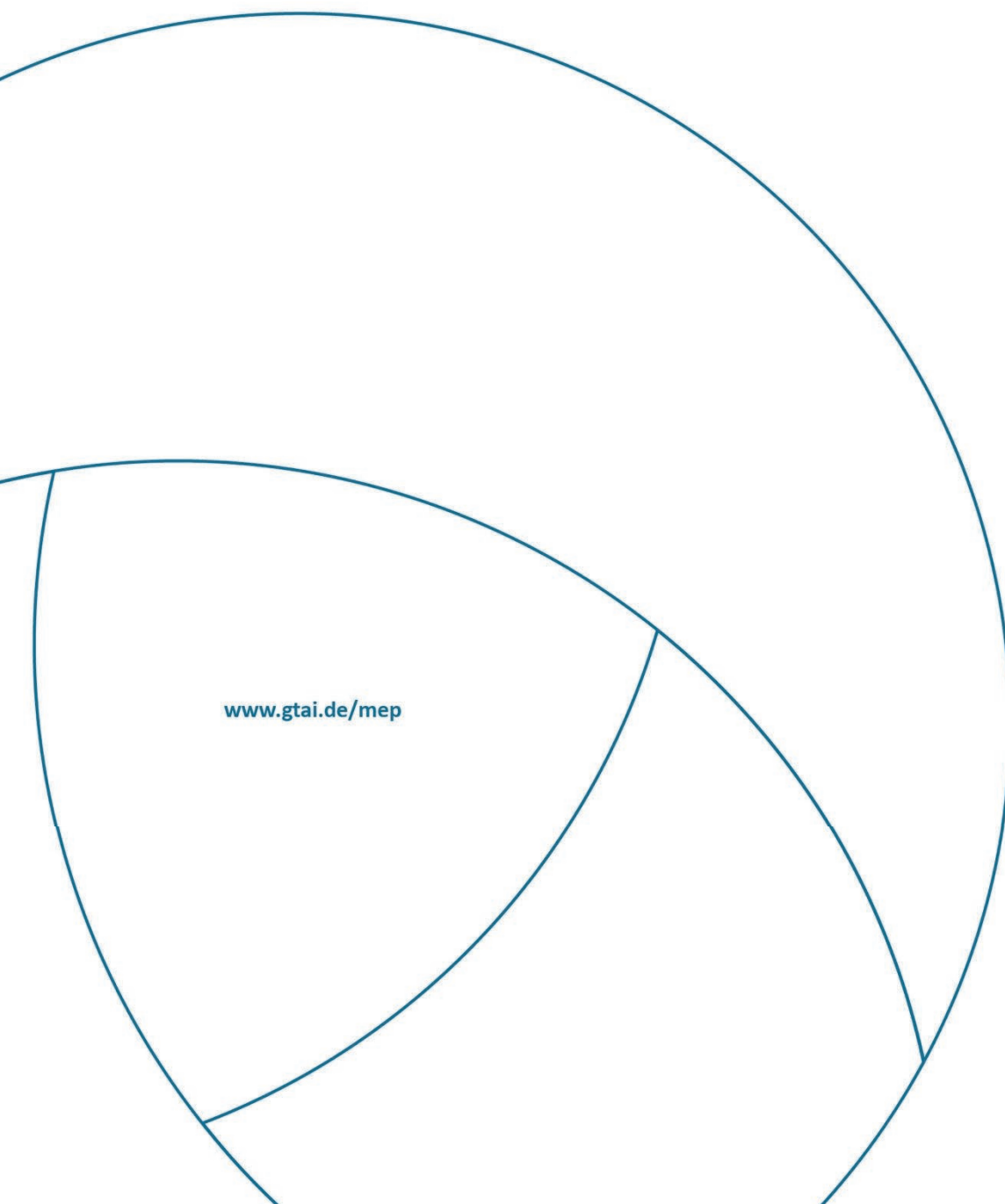
sbsbusiness.eu

germantech.org

agrifoodble.de

Linked 

Business success through cross-culture thinking



www.gtai.de/mep