

Joint Project | Circular Economy | South Africa

2025-2026/27



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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 fact-finding 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 South Africa and Germany.

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

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is a funding programme of the:



**Federal Ministry
for Economic Affairs
and Energy**



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is implemented by:



Introduction

JOINT PROJECT South Africa 2025 - 2026/27



Circular Economy

With the support of the **German Federal Ministry for Economic Affairs and Energy (BMWE)**, **SBS Systems for Business Solutions**, in close cooperation with the **Southern African-German Chamber of Commerce and Industry (AHK Southern Africa)**, is proud to implement a joint project in South Africa designed to deepen economic ties and advance sustainable development.

A group of eight leading German companies from the circular economy sector is participating with the shared goal of expanding their presence in the South African market, fostering long-term partnerships, and contributing innovative solutions that support environmental protection and enhance the well-being of local communities.

The project aims to strengthen both German and South African companies by facilitating stable, sustainable, and mutually beneficial business relationships.

The program features a comprehensive mix of activities, including information sessions and workshops in Germany, an exploratory market visit, and a business matchmaking mission in South Africa. It also includes an information and buyer-delegation trip from South Africa to Germany, offering South African stakeholders' direct access to German technologies and industry networks.

At the core of the project are two delegation trips to South Africa, designed to create meaningful, results-oriented engagement. These missions will include individually tailored B2B meetings with potential partners, site visits to company headquarters, and specialized presentation events that allow participants to showcase their technologies to a targeted professional audience.

Together, these activities aim to promote sustainable economic growth, strengthen bilateral business cooperation, and support efforts to safeguard both people and the environment in South Africa.

Waste management expertise with VISION.



SUMMARY

BLUES GmbH is a certified waste management company offering nationwide disposal, recycling, and transport services.



MADE IN
Germany

WWW.BLUESANLAGEN.DE



BLUES Bay. Logistik Umwelt & Entsorgungs Systeme GmbH

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www.bluesanlagen.de

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COMPANY PROFILE

Founded in 2002 by Birgit Gehr, BLUES is a leading provider in technical plant operations, contaminated site remediation, and material flow management. Certified under § 56 KrWG as a professional waste disposal company, BLUES offers a wide range of services, including recycling, deconstruction, and engineering solutions. With a committed workforce and a vision for sustainable resource use, the company has steadily grown and is now a trusted partner in the industry.

REFERENCES AND EXPORT ACTIVITIES

BLUES has successfully completed projects for prominent clients such as Deutsche Bahn AG and various district administrations. The company is a member of multiple industry associations, including the Entsorgergemeinschaft Bayern e.V., bvse, and Umweltpakt Bayern. Founder Birgit Gehr was awarded the VICTRESS Sustainability Award in 2017.

TARGET GROUP

BLUES serves industrial companies, developers, public authorities, and municipalities seeking sustainable and efficient solutions in waste management, deconstruction, and remediation. The company primarily operates in Germany, with a strong focus on the Bavarian region.

PRODUCTS / SERVICES

- Technical plant operations
- Recycling, recovery, and disposal of waste
- Contaminated site, land, and fire-damage remediation
- Material and resource flow management
- Selective deconstruction and construction services
- Waste law consulting and compliance services
- Disposal and quality management
- Transport and logistics
- Engineering and planning
- Training and seminars

COMPETITIVE ADVANTAGES

BLUES stands out through its extensive experience, comprehensive service portfolio, and strong industry network. The combination of technical expertise, environmentally conscious practices, and personalized consulting makes it a preferred partner in the sector.

IDEAL BUSINESS PARTNERS

Ideal partners are companies in the waste management, deconstruction, and remediation sectors that value sustainability, quality, and efficiency. Cooperation, innovation, and the ability to execute complex projects successfully are key criteria for a productive partnership.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:



Deutsche Industrie- und Handelskammer für das südliche Afrika
Southern African-German Chamber of Commerce and Industry

In collaboration with:



The workflow OS for circular supply chains

SUMMARY

Digital platform automating reverse logistics and circular supply chains to simplify recycling and access high-quality secondary materials.



MADE IN
Germany

WWW.CONTAINERGRID.DE



ContainerGrid GmbH

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www.containergrid.de

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Languages: German, English

COMPANY PROFILE

ContainerGrid GmbH is a technology startup founded in 2021 and headquartered in Munich, Germany. The company develops digital solutions to enable and scale circular supply chains, with a strong focus on return logistics, recycling processes, and access to high-quality secondary raw materials. ContainerGrid's mission is to advance the circular economy by creating transparency and efficiency in complex reverse logistics networks and material flows across the entire value chain.

The company offers a digital, neutral platform that connects manufacturers, recyclers, waste management companies, logistics providers, and raw material suppliers. By orchestrating take-back systems and recycling processes, ContainerGrid helps companies comply with regulatory requirements, reduce dependence on primary raw materials, and improve sustainability performance.

PRODUCTS / SERVICES

- Take-Back-as-a-Service Platform: A digital solution for the automation and coordination of take-back logistics, material aggregation, and circular supply chains. The platform provides end-to-end traceability (cradle-to-gate) of materials and supports the scalable implementation of closed-loop systems.
- Workflow and Inventory Management Software: Cloud-based SaaS solutions for recyclers, waste management companies, logistics providers, and disposal operators. These tools digitize operational workflows, improve planning and dispatching, and enable real-time tracking via web and mobile applications.

Through data-driven and AI-supported optimization, ContainerGrid increases process efficiency, lowers CO₂ emissions, and supports industrial customers in achieving circularity and sustainability goals.

REFERENCES AND EXPORT ACTIVITIES

ContainerGrid is already used by more than 70 customers, including recyclers, waste management companies, and industrial partners. The company has carried out pilot and partnership projects with international industrial players, such as Hitachi Energy, focusing on scalable recycling and circular supply chain solutions. While its core market is currently Europe, ContainerGrid addresses internationally operating companies and sees growing interest from global markets.

TARGET GROUP

OEMs, asset owners and industrial manufacturers running end-of-life recovery programs or seeking long-term access to verified secondary materials to reduce spot market dependency and sourcing volatility. It also supports circular service providers, logistics partners and recyclers operating multi-party ecosystems across energy, mobility, construction and electronics.

COMPETITIVE ADVANTAGES

Key strengths include a neutral orchestration layer enabling circular flows across many partners, with governed routing to certified facilities, quality gates and audit-ready chain of custody. Standardized workflows, ERP integration and virtual material aggregation facilitate decentralized circular ecosystem to operate at scale. Proven with 70+ customers and 1.5M+ processed orders and compliance documents.

IDEAL BUSINESS PARTNERS

- International manufacturers with established circular economy strategies
- Large recycling and logistics companies
- Industry associations and sustainability networks
- Technology and system integrators in supply-chain and logistics software
- ESG-focused investors and strategic partners

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:



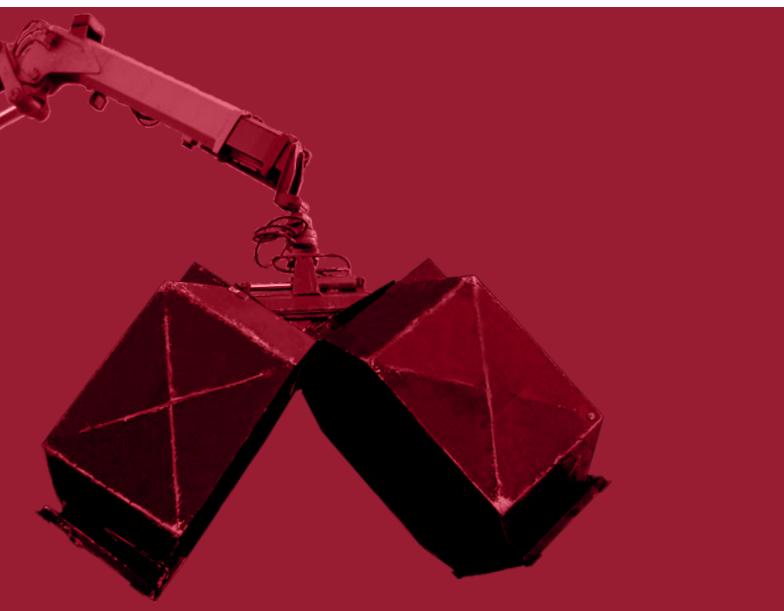
In collaboration with:

Deutsche Industrie- und Handelskammer für das südliche Afrika
Southern African-German Chamber of Commerce and Industry



GRUMBACH UND PETERMANN

MASCHINEN RECYCLINGTECHNIK METALL



SUMMARY

Custom-made systems: from nonstop sorting to conveyor and feeder tech, plus metal and steel work to meet customer needs.



MADE IN
Germany

WWW.GUPGMBH.DE



GRUMBACH UND PETERMANN

MASCHINEN RECYCLINGTECHNIK METALL

COMPANY PROFILE

Grumbach und Petermann GmbH represents successful innovation from East Westphalia and has established itself as an internationally recognized company in the field of recycling technology through continuous innovation, sustainability, and high quality standards.

From our self-developed gripper systems for recycling containers and innovative demand-oriented paper separation methods to highly customized plant engineering solutions, our wide range of services shares one common goal: to make operational processes measurably more efficient, precisely tailored to your specific requirements, and to position your company for a sustainable and cost-efficient future.

PRODUCTS / SERVICES

Dosing Hopper

Our dosing hopper allows for fully adjustable material feeding and provides an efficient starting point for optimized sorting and processing speeds.

PaperStar L & PaperStarS

The PaperStar L is a proven solution for separating large cardboard boxes from paper and other materials.

The PaperStar S excels at removing impurities and fine particles from mixed material streams.

PaperSpike

Sorting is based on material stiffness: items are lifted by the spikes, while cardboard and paperboard remain attached and paper products fall directly back down.

Gripper Systems

Our gripper systems are designed for handling glass, paper, and electronic waste.

GRUMBACH UND PETERMANN GMBH

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Languages: German

REFERENCES AND EXPORT ACTIVITIES

Grumbach und Petermann GmbH (GuP) is an experienced provider in the European recycling industry, serving waste management companies, material recovery facilities, and recycling plant operators across Europe. Its innovative, customized solutions support the efficient sorting and processing of paper, cardboard, glass, and electronic waste, helping clients improve efficiency, material quality, and compliance with European environmental standards.

TARGET GROUP

Our target group includes companies and organizations that need customized, project-specific solutions beyond standard products, such as recycling plant operators, waste management companies, industrial facilities, and engineering firms. Key decision-makers—technical directors, project managers, and plant and operations managers—value flexible engineering, close technical collaboration, and reliable partners who can deliver efficient, scalable, and sustainable solutions tailored to their specific requirements and long-term goals.

COMPETITIVE ADVANTAGES

Key competitive advantages include customized solutions, strong engineering expertise, innovative and reliable technologies, proven experience in the European recycling market, close customer collaboration, and a clear focus on efficiency, material quality, scalability, and sustainability.

IDEAL BUSINESS PARTNERS

Our ideal business partners are companies across the recycling industry, including waste management firms, recycling plant operators, material recovery facilities, and technology providers. They value innovation, sustainability, and long-term collaboration, and seek reliable, high-quality, customized solutions that improve efficiency and support circular economy goals.

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In collaboration with:

Deutsche Industrie- und Handelskammer für das südliche Afrika

Southern African-German Chamber of Commerce and Industry



SUMMARY

K-UTEC is an engineering company that offers services for recycling of mineral mining and construction residues.



MADE IN
Germany

WWW.K-UTEC.COM

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www.k-utec.com

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Languages: English, Deutsch

COMPANY PROFILE

K-UTECH is a renowned service provider for the global mining and natural resources industry with several decades of experience. We operate several laboratories and pilot plant facilities to extract valuable mineral materials from raw materials as well as mining and construction residues. Our services cover the entire value chain of raw material projects: From geophysical exploration and geological resource assessment through chemical and physical process development and planning, including laboratory and pilot-scale testing, supply of key equipment, commissioning and operational optimisation. We also advise our clients on backfilling, geomechanics and mine closure planning. In all activities, we pay special attention to environmental protection.

We search for innovative waste-to-value solutions by recycling mining, construction and industrial residues. To make underground operations as safe as possible, we also offer seismic monitoring equipment and services.

PRODUCTS / SERVICES

- Chemical, mineralogical and physical analysis of tailings and other mineral residues
- Process development to extract valuable mineral materials from mining, construction and industrial residues
- Planning of processing facilities
- Consulting in Waste-to-Value and circular economy strategies

REFERENCES AND EXPORT ACTIVITIES

Our company has over 70 years of experience. We work with clients worldwide and support them with our services. We have partners in South Africa to facilitate service and communication.

TARGET GROUP

- Mining companies (tailings, stockpiles)
- Coal power & coal processing
- Desalination & water treatment
- Cement, lime and ceramic industries
- Municipal solid-waste incineration
- Chemical & fertilizer plants
- Construction & demolition
- Mineral waste stream handling

COMPETITIVE ADVANTAGES

We have extensive experience in the processing of mineral residues. Over several decades, we have developed our expertise in mineral residues, their recycling, and the safe disposal of non-recyclable waste materials. We are committed to finding ways to reduce waste and boost the circular economy.

IDEAL BUSINESS PARTNERS

- Mining companies (tailings, stockpiles)
- Coal power & coal processing
- Desalination & water treatment
- Cement, lime and ceramic industries
- Municipal solid-waste incineration
- Chemical & fertilizer plants
- Construction & demolition

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:



In collaboration with:

Deutsche Industrie- und Handelskammer für das südliche Afrika
Southern African-German Chamber of Commerce and Industry



Sustainable recycling solutions



SUMMARY

Provider of professional expertise and strategic advice to advance sustainable recycling economies and support projects worldwide that improve recycling systems.



MADE IN
Germany

WWW.NEHLSEN-RODIEK.COM

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Languages: German, English

COMPANY PROFILE

Rodiek & Co. GmbH is a wholly owned subsidiary of Nehlsen AG. As a family-owned company with more than 100 years of experience and a broad portfolio of waste management and recycling services, Nehlsen AG is a specialist in developing and implementing innovative solutions in the fields of recycling, waste management, industrial services, and logistics.

Together, we stand for sustainable resource management and take responsibility for people and the environment. At Rodiek, the expertise and network of an established corporate group is combined with the entrepreneurial spirit of a young and dynamic team.

In addition to our activities in Angola, we collaborate with partners across other African countries, including Ghana, Guinea, and Tunisia. We welcome every region, customer, and partner who wishes to become part of our growing network.

REFERENCES AND EXPORT ACTIVITIES

Rodiek & Co. GmbH has extensive experience in waste management and recycling projects across Africa, with active operations in Angola, Ghana, Guinea, and Tunisia. Our portfolio includes collaborations with local authorities, municipalities, and private partners to implement sustainable and efficient recycling and waste management solutions.

Our international export activities focus on delivering technology, expertise, and project support for waste collection, recycling systems, and industrial services, helping partners worldwide optimize resource management and environmental performance.

TARGET GROUP

Rodiek & Co. GmbH serves municipalities, industrial and commercial companies, recycling operators, and international project partners seeking sustainable, efficient, and customized waste management and recycling solutions. Key decision-makers include plant managers, technical directors and project managers.

PRODUCTS / SERVICES

- Waste Management: Collection, transport, and treatment of municipal, commercial, and industrial waste.
- Recycling Solutions: Material recovery and circular economy systems.
- Project Development: Planning and implementation of customized waste and recycling projects.
- Consulting & Technical Expertise: Advisory services to improve recycling systems and operational efficiency.
- Industrial Services & Logistics: Support for industrial waste handling and logistics.
- International Partnerships: Collaboration, training, and knowledge transfer with partners worldwide.

COMPETITIVE ADVANTAGES

- 100+ years of expertise through Nehlsen AG
- Customized, project-specific solutions
- Sustainability and circular economy focus
- International presence in Africa (Angola, Ghana, Guinea, Tunisia)
- Innovative technologies and process optimization

IDEAL BUSINESS PARTNERS

International Circular Economy Projects. Municipalities, waste management companies, recycling operators, and industrial clients seeking sustainable, efficient, and customized waste and recycling solutions, with decision-makers like plant managers, technical directors, and project managers.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:



In collaboration with:



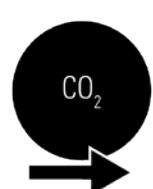
Deutsche Industrie- und Handelskammer für das südliche Afrika
Southern African-German Chamber of Commerce and Industry



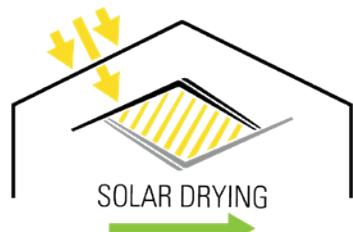
Thermo-System
INDUSTRIE- & TROCKNUNGSTECHNIK GMBH



3 000 t/a · 120 truckloads



CO₂



1 000 t/a · 40 truckloads

SUMMARY

Thermo-System is technology pioneer and a market leader in the field of solar and solar-thermal sludge drying.



MADE IN
Germany

WWW.THERMO-SYSTEM.COM

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73730 Esslingen

Germany

www.thermo-system.com

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Mr. Fritz Thoeni - Managing Director

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Languages: German, English, Italian, French

COMPANY PROFILE

Thermo-System develops customized solar drying technologies for every application and supply proven, durable and low-maintenance technology. We offer the broadest portfolio on the market, ensuring maximum flexibility and efficiency with three drying concepts – batch, continuous and semi-continuous – and customizable modular system sizes.

REFERENCES AND EXPORT ACTIVITIES

- more than 200 drying systems implemented worldwide
- nearly 600 turning robots and machines installed
- almost 600,000 m² of drying area
- more than 1.1 million tons of sludge efficiently dried every year

TARGET GROUP

Municipalities, wastewater & water treatment industry, biogas industry, agriculture, various other industrial sectors (food & beverage, cosmetics, petro-chemical, etc.)

PRODUCTS / SERVICES

- drying and laboratory testing for all types of sludge
- expert planning and design of solar and solar-thermal drying systems
- delivery and installation of system components – all the way to turnkey solutions

COMPETITIVE ADVANTAGES

High-quality low-maintenance solutions, broadest product portfolio in the industry, highest market share.

IDEAL BUSINESS PARTNERS

Well-connected stakeholders in the (municipal or industrial) wastewater, drinking water or biogas industry.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:



In collaboration with:

Deutsche Industrie- und Handelskammer für das südliche Afrika
Southern African-German Chamber of Commerce and Industry



SUMMARY

Manufacturer of high-quality industrial shredders with innovative tech to optimize recycling and material recovery worldwide.



MADE IN
Germany

WWW.UNTHA.COM

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Languages: German, English

COMPANY PROFILE

UNTHA: Specialist in industrial shredding solutions

The premium manufacturer UNTHA develops and produces customised and reliable shredding solutions. The range of applications includes the recovery of materials for recycling, the processing of residual and waste wood, and the treatment of waste to produce secondary fuels. In doing so, the company makes an important contribution to the conservation of resources and the sustainable recycling of waste.

UNTHA shredders are suitable for shredding a wide range of waste types, including commercial and industrial waste, electronic waste, hazardous waste and particularly challenging materials such as tyres, mattresses and pulper ropes. These shredders are robustly built and incorporate innovative technology that allows them to process a wide range of materials.

PRODUCTS / SERVICES

UNTHA offers shredders that can be used as stand-alone machines or in system solutions and also supplies the suitable conveyor technology. The range includes 1-, 2-, and 4-shaft shredders that can be used as pre-, mid-, and post-shredders.

The XR and ZR shredders process large quantities of difficult materials in an energy-efficient manner to produce a homogeneous output material that can be directly recycled or thermally recovered. The XR is suitable for single-stage processing of commercial/industrial waste.

The new RS series is characterized by even higher throughputs, greater efficiency, easier maintenance, and can be used to shred a wide variety of materials: plastics, metals, electrical / electronic waste, hazardous waste, files, hard drives.

In addition, UNTHA offers a wide range of services: planning, design, installation, and commissioning, as well as regular service and maintenance work.

REFERENCES AND EXPORT ACTIVITIES

Around 15,000 UNTHA shredders are already in use worldwide. Waste disposal companies and recycling firms rely on these innovative technologies, as do manufacturing companies that recycle waste in-house. The areas of application range from the processing of waste materials for material or thermal recycling, to volume reduction for lower storage and transport costs, to product destruction for brand protection and many more.

TARGET GROUP

Municipalities and public waste management authorities, recycling operators and material recovery facilities (MRFs), industrial and manufacturing companies (e.g., plastics, paper, wood, metals), waste-to-energy and biogas operators, international development projects and private enterprises seeking customized shredding and recycling solutions. Decision-makers typically include plant managers, operations managers, technical directors, and project managers focused on efficiency, sustainability, and compliance with environmental regulations.

COMPETITIVE ADVANTAGES

UNTHA stands out mainly due to its more than 50 years of expertise. The shredders are constantly being further developed and adapted to customer and market requirements. In addition, the team has extensive experience from numerous projects, making it the ideal partner for companies that want to integrate innovative and sustainable technologies into their processes.

IDEAL BUSINESS PARTNERS

Companies and organizations that share a commitment to sustainable waste management, recycling, and resource recovery. They are interested in high-quality, reliable shredding and processing solutions and value long-term collaboration for operational efficiency and environmental responsibility.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

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In collaboration with:



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Southern African-German Chamber of Commerce and Industry



SUMMARY

Sustainable energy generation from waste and residual materials – VARIODIN develops decentralized solutions for the production of electricity, heat, cooling, and hydrogen.



COMPANY PROFILE

VARIODIN is an innovative technology provider specializing in sustainable energy generation from waste and residual material streams. Our solutions integrate efficient resource utilization with advanced energy and hydrogen technologies, enabling decentralized, climate-friendly supply of electricity, heat, cooling, and hydrogen.

Our mission is to establish closed-loop production cycles that balance ecological responsibility with economic efficiency. Drawing on extensive expertise in civil and mechanical engineering, power plant technology, and business planning, we develop projects designed to meet the energy efficiency and sustainability requirements of the future.

The management team brings decades of experience in the planning, development, and execution of complex energy and industrial plant projects.

PRODUCTS / SERVICES

The plants convert a wide range of waste materials into valuable products, such as:

Electrical energy, heating and cooling energy, hydrogen, base oil, methanol, synthetic heating oil, synthetic diesel, Liquefied CO₂, Biofertilizer / biocoal, phosphoric acid.

All production follows closed-loop principles, ensuring that every product can be reused in the creation of other goods. We employ state-of-the-art processes that meet the highest standards for sustainability and environmental protection.

Our plants are capable of processing all waste and residual materials, with the exception of glass, stones, and metals.

VARIODIN Weißenshirmbach GmbH

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www.variodin.ag

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Phone: +49 173 6082205
Languages: Deutsch

REFERENCES AND EXPORT ACTIVITIES

Germany – Freiberg – from 1998 to 2012 – CarboV plant (biomass to synthesis gas) • Germany – Deindrup – commissioned in 2007 – Carbo Compact plant (biomass to synthesis gas and heat) • Denmark – Commissioning in 2019 – 1,000 tonnes per year of poultry manure -> gas + electrical energy + thermal energy • Denmark – Commissioning in 2020 – CarboV plant (sewage sludge to synthesis gas).

TARGET GROUP

VARIODIN GmbH serves organizations seeking sustainable, decentralized energy solutions from waste and residual material streams. Their customers are typically involved in energy generation, waste management, and industrial processing, with a focus on climate-friendly and circular economy solutions.

COMPETITIVE ADVANTAGES

UNTHA stands out mainly due to its more than 50 years of expertise. The shredders are constantly being further developed and adapted to customer and market requirements. In addition, the team has extensive experience from numerous projects, making it the ideal partner for companies that want to integrate innovative and sustainable technologies into their processes.

IDEAL BUSINESS PARTNERS

Potential business partners include municipalities and public utilities, energy and waste management companies and owners, industrial and agricultural enterprises, and energy project developers. Key decision-makers are managing directors, technical, plant and project managers, sustainability officers, and local or regional policymakers seeking efficient, compliant, and climate-friendly decentralized energy solutions from waste and residual materials.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:



In collaboration with:



Deutsche Industrie- und Handelskammer für das südliche Afrika
Southern African-German Chamber of Commerce and Industry



SUMMARY

Manufacturer and distributor for level, point level, pressure measurement and signal conditioning instruments for different industry sectors.



MADE IN
Germany

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COMPANY PROFILE

VEGA Grieshaber KG is a family owned company in the 3rd generation, global leader in the field of level, point level, pressure measurement and signal conditioning instruments. The company employs over 2,600 people worldwide, 1.300 of them at its headquarters in Schiltach, South West Germany. Solutions for demanding measuring tasks have been developed here for more than 60 years. VEGA is active in over 80 countries with a global network of subsidiaries and sales partners. The company and its products have all the necessary certificates and approvals for worldwide use. This applies both to technical safety and to the quality of the products and services. In South Africa, VEGA is active since nearly 30 years. Our subsidiary was founded in 1997 and takes care about our customers with more than 60 employees.

REFERENCES AND EXPORT ACTIVITIES

VEGA is active in over 80 countries with a global network of subsidiaries and sales partners. The manufacturing is located in Germany, as well as partly in the USA, China and India for the local market. As a global player, VEGA is preferred supplier for many big international companies in all kind of industries. With an export share of nearly 80 % of our products, VEGA is worldwide at home.

TARGET GROUP

End-user, local operators, engineering companies, plant manufacturers, EPCs and distributors of all kind of industries. In South Africa our main business is the mining, chemical and petrochemical industrie. In the future we see a growing opportunity in the water and recycling market.

PRODUCTS / SERVICES

VEGA supplies measurement technology for level, point level and pressure – perfectly adapted to the requirements of the process industry, such as water and wastewater, chemicals, mining and recycling.

The products are designed for the highest industrial standards and quality to fulfill the requirements of hard industrial conditions. Our product specialist on site has a high technical repetition and are able to recommend the best technical solution. Local service technicians are able to solve even challenging demands.

COMPETITIVE ADVANTAGES

VEGA develops innovative measurement technology that is easy to use and offers maximum safety and reliability. VEGA is the market leader in radar measurement technology and offers unique products for the water and wastewater and recycling industry.

IDEAL BUSINESS PARTNERS

End-user of water or recycling plants, local operators, engineering companies for different industries, machine and plant manufacturers, EPCs, integrators and distributors.

JOINT PROJECT | CIRCULAR ECONOMY | SOUTH AFRICA

Carried out by:



Deutsche Industrie- und Handelskammer
für das südliche Afrika
Southern African-German Chamber
of Commerce and Industry

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

Southern Africa-German Chamber of Commerce and Industry



Deutsche Industrie- und Handelskammer für das südliche Afrika
Southern African-German Chamber of Commerce and Industry

The German Chamber of Commerce and Industry for Southern Africa (AHK Southern Africa) is part of the worldwide network of German Chambers of Commerce Abroad (AHK) with 150 locations in 93 countries. It was founded in 1952 and since then has supported around 600 member companies in their international business as an important platform for bilateral economic exchange. AHKs in Germany are closely linked to the network of German Chambers of Industry and Commerce (IHKs). Together, IHKs and AHKs support German companies in establishing and expanding their business relations with foreign countries. The umbrella organisation of the IHKs is the Association of German Chambers of Industry and Commerce (DIHK), which also coordinates and supports the AHK network. The close cooperation with the German trade associations also ensures that the AHKs are networked close to the companies and markets. Based on a resolution of the German Bundestag, the AHKs are pro rata supported by the Federal Ministry of Economics and Energy.

In collaboration with



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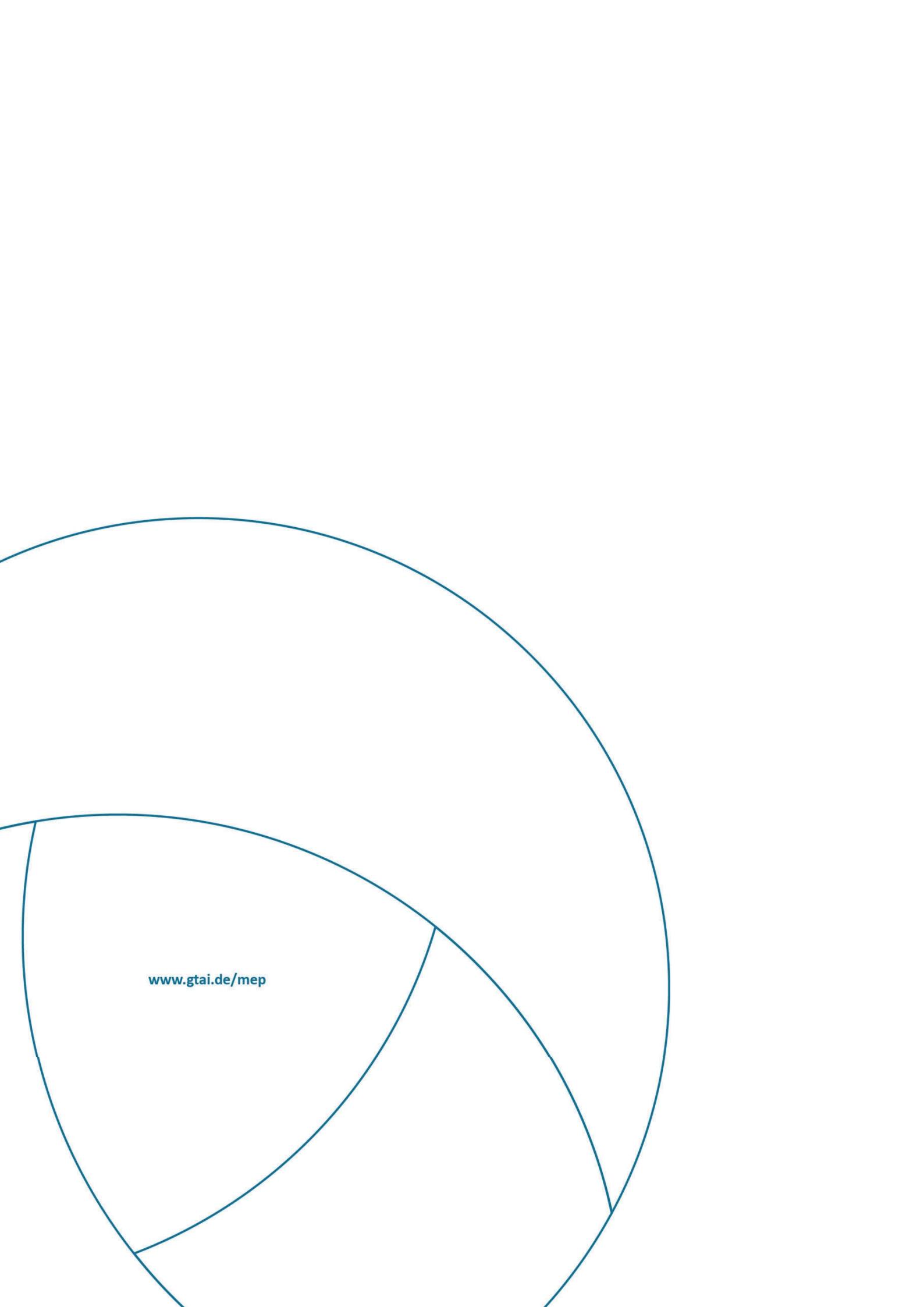
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Business success through cross-culture thinking



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