



Federal Ministry
for Economic Affairs
and Climate Action



MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME



German Business Delegation Trip to Malaysia - Sustainable Waste Management & Recycling

Kuala Lumpur

23rd – 27th October 2023

Company Products and Services Catalogue

In collaboration with



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

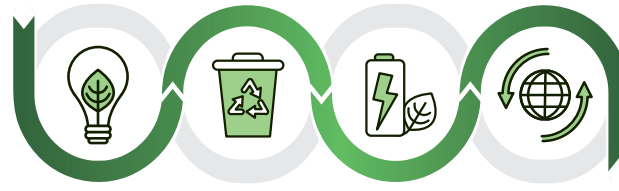
Project of



German Business Delegation Waste Management & Recycling

Malaysia

23rd - 27th
October



German Companies

adhoc networks GmbH

DRK Deutsche Rohstoff Handelsgesellschaft mbH

ERK Eckrohrkessel GmbH

Gneuss Kunststofftechnik GmbH

Krall Kunststoff-Recycling GmbH

Münch-Edelstahl GmbH

Novis GmbH

PEINER SMAG Lifting Technologies GmbH

SSI Schäfer Plastics GMBH

Sutco RecyclingTechnik GmbH

szs engineering GmbH

On behalf of the German Federal Ministry for Economic Affairs and Climate Action (BMWK), SBS systems for business solutions, in collaboration with the MGCC Malaysian-German Chamber of Commerce and Industry, is organizing a business delegation trip to Malaysia. The delegation comprises eleven selected German companies that specialize in sustainable waste and disposal management, recycling, alternative materials, and improved technologies.

The German delegation, accompanied by the German Federal Ministry, will be in Kuala Lumpur from October 23rd to October 27th, 2023, to establish new collaborations with interested Malaysian counterparts.

We are pleased to invite you to the upcoming events and look forward to an inspiring exchange between German and Malaysian players from the waste and disposal management industry.

Join us for a **presentation and networking conference**, held under the auspices of the German Federal Ministry for Economic Affairs and Climate Action (BMWK), on Tuesday, October 24th, 2023, in Kuala Lumpur to discover innovative brands and products from outstanding German companies, engage in discussions about the latest market trends and explore potential areas of cooperation.

We also invite you to engage in **individual B2B meetings** with German companies from Tuesday, October 24th to Friday, October 27th, 2023.

This exceptional opportunity offers a platform to explore new business opportunities and uncover potential synergies and partnerships with German participants. Interpreters are at your disposal at no additional cost to facilitate the business exchange.

Registration for the presentation event is free.

Contact us to schedule individual meetings with one or more of the German companies presented in the following.



Federal Ministry for Economic Affairs and Climate Action (BMWK)



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.

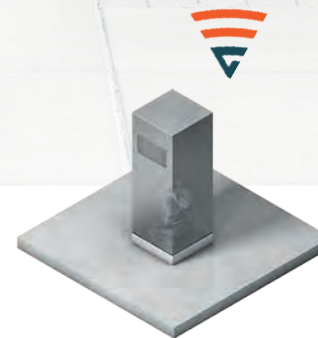
Mr. Christian Tippelt

Director Foreign Market Entry Programme of the
Federal Ministry for Economic Affairs and Climate Action (BMWK)
Germany Trade & Invest

“

We help waste management and logistics companies become more sustainable and efficient through intelligent fill level monitoring.

adhoc smart waste the comprehensive solution for fill level monitoring and logistics optimization



Summary

adhoc networks is a comprehensive solution provider specializing in fill-level monitoring for waste containers, to optimize logistics processes of waste management companies.



made in
Germany

www.ad-hoc.com

Company Profile

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

Products / Services

- Smart Waste Solutions
- IoT Sensors and Platform
- Asset-Tacking
- Container Management
- Route planning and optimizing

References and export activities

Waste management companies of German cities such as Kiel or Lübeck. Customers in Sweden.

Target group

- Waste management companies
- Municipalities or City Governments
- Recycling Companies
- Logistics and Transportation companies
- IoT and Tech companies
- Environmental organizations, airports, theme parks

Competitive advantages

Holistic and customizable solutions, state-of-the-art sensor technology, ai-powered route planning.

Ideal Business Partners

Waste management companies seeking to optimize their collection processes.



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Project



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Summary

DRH is a globally operating company in the field of recycling of iron and non-ferrous scrap, as well as raw materials.




made in
Germany

Company Profile

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

Products / Services

DRH's main areas of business include trading in ferrous and non-ferrous metals and secondary scrap, as well as the company's own processing of non-ferrous mixed metals.

Trading:

DRH's global network of customers, suppliers, and shippers enables the company to find the right sales and procurement channels for every material, worldwide. The experienced back-office team at DRH takes care of contract processing, transport planning, and compliance with environmental regulations, always aiming to generate the greatest possible value for customers and the environment.

Recycling:

DRH specializes in separating mixed metal alloys into their pure constituent parts, which can then be reintroduced into the raw material economy.

Whether coarse or fine raw materials, DRH's innovative processing plants sort various mixed metal alloys into single pure components, such as aluminum shredder, stainless steel shredder, copper, brass, and heavy metals.

References and export activities

DRH engages in trading recyclable raw materials as well as ferrous and non-ferrous scrap worldwide. The company's strongest sales overseas are in Asian countries such as Malaysia, Thailand, and India.

Target group

As DRH positions itself as the link between scrap producers and recyclers, the company seeks diverse business contacts. Industrial waste producers, smelters, copper foundries, steel mills, scrapyards, shredder operations, as well as plastic and electronics recyclers, may be of interest.

Competitive advantages

DRH initially started as a trading company for iron and non-ferrous scrap, which allowed the company to establish a global network of customers and suppliers. However, unlike traditional traders, DRH also operates its own production facilities, ensuring the desired qualities demanded by its customers.

Ideal Business Partners

Aluminum smelters, aluminum ingot producers, copper foundries, steel mills, scrapyards, shredder operations, as well as plastic and electronics recyclers.



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Project



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ENGINEERING THE ENERGY TRANSITION

Summary

Technology provider and licensor in the field of industrial boiler technology for all available fuels, including various waste fuels and combustion systems.



Company Profile

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

Products / Services

- ERK Corner Tube Boiler technology licenses for all fuels and combustion systems
- ERK combustion system technology licenses for all fuels
- Waste incineration boiler design
- Detailed boiler design
- Engineering services for efficiency enhancement and re-engineering
- Expert reports for the analysis of industrial boilers and power plants

References and export activities

With nearly 6200 boiler and heater references, 670 thereof for waste fuels, and more than 80000-megawatt capacity of installed systems worldwide, ERK has a unique history of boiler design expertise. ERK's corner tube boiler system design started in Berlin, New York, and London in the late 1920s. Today our services are being applied worldwide. We cover multiple industries and a large variety of solid, liquid, and gaseous fuels.

Target group

Long-term license cooperation with **boiler manufacturers, engineering companies, and EPC contractors** in the field of combustion systems and boiler designs for all available kinds of fuels and combustion systems. Our spectrum of boiler designs includes designs for biomass, waste and waste heat. The ERK license agreements provide technical support and upgrade and enable our licensees to manufacture, install and commission equipment according to all global codes and standards.

Competitive advantages

Self-supporting, resource-saving mono-drum design; quick start-up and rapid response; high load variation speeds; high pressure-variation speeds; high level of steam purity; custom designs & adjustments to the available footprint; adaptable to all types of combustion system; low maintenance and high reliability; fuel flexibility.

Ideal Business Partners

Boiler manufacturers with manufacturing experience; boiler operators, who are open to plant optimization; planners with planning activities in the field of thermal waste and biomass utilization as well as geothermal energy; project developers in the field of thermal biomass and waste utilization as well as geothermal energy.



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Project



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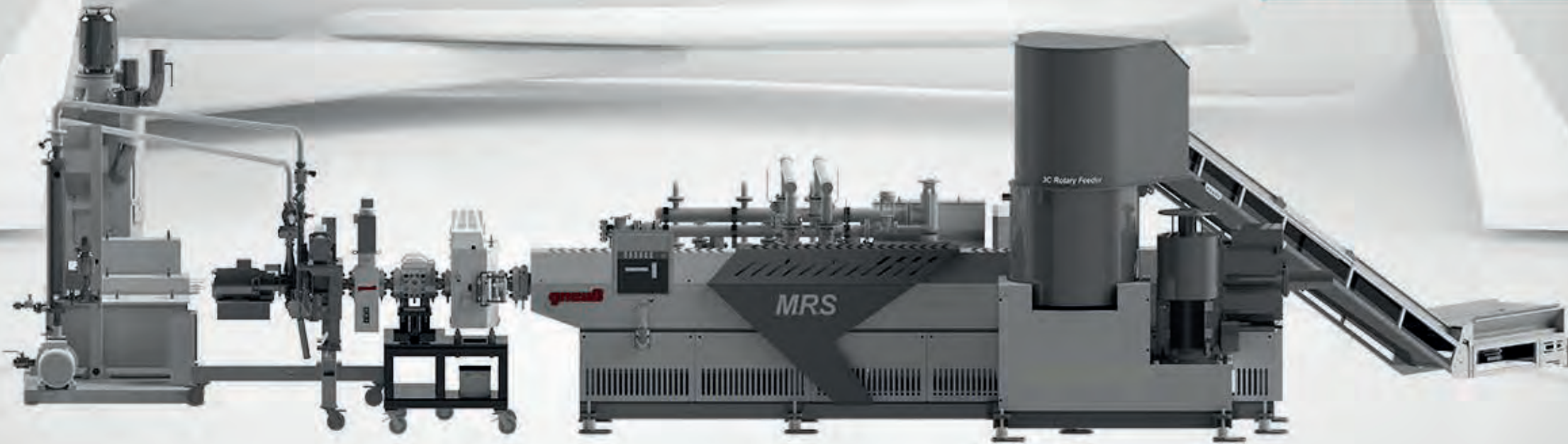
OMNI Recycling Systems for Polymers

Once is never enough

OMNI

OMNI^{max}

OMNI^{boost}



Summary

Gneuss is a supplier of innovative solutions for the plastic processing and recycling industry.



made in
Germany

gneuss

www.gneuss.com/en/

Company Profile

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

Products / Services

The patented MRS extrusion technology offers new possibilities regarding the efficient devolatilization of PET, PS, nylon or polyolefins. In combination with Gneuss' process of constant and fully automatic screen changers and high-quality pressure and temperature sensors, efficient processing of highly contaminated materials becomes possible. The fully automatic Rotary Filtration Systems and screen changers operate continuously and provide constant pressure with or without back-flushing. The new series of turnkey OMNI recycling machines is customizable for handling demanding applications and achieving the highest quality requirements.

References and export activities

Gneuss delivered over 4000 filtration and degassing extruder all over the world.

Target group

Polymer processing and recycling companies – Circular plastic economy.

Competitive advantages

Unmatched efficiency in energy cost and polymer yield. 40 years of experience in polymer processing, especially in the area of filtration of polymer melts. The highly efficient MRS-degassing extruder, which meets the criteria of FDA, EFSA and several regional approvals.

Ideal Business Partners

Polymer processing companys that give plastic packing a second live. Polymer processor and compounders. Film, sheet and Fiber manufacturers.



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Project

German Business Delegation **Waste Management & Recycling**
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SBS
systems for business solutions



Summary

Solutions provider for the environmentally friendly plastic recycling process.



Company Profile

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

Products / Services

Technical and high technical types of plastic: PC, PMMA, PA, POM, PET-A, PET-G, PEEK, PEI, PPSU.

References and export activities

Export: Hongkong, Malaysia, Thailand, India.

Target group

Plastic recycling companies, compounders and manufacturers.

Competitive advantages

Ongoing quantities of technical types of plastics (up to high technical types), more than 30 years of experience in plastics and logistic.

Ideal Business Partners

Plastic recycling companies, compounders and manufacturers.



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Project



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Summary

The company is a manufacturer of pelletpresses, complete pelletmill- and grinder-lines and high-quality spare parts for pelletmills.




made in
Germany

Efficient pelletizing systems since 1970

www.muench-gmbh.net

Company Profile

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

Products / Services

The products include: Pelletpresses, complete Pelletmill-an grinderlines, Hammermills, Crumbler, Counter Current Cooler, Dryer, spare parts for pelletmills, stainless dies, rollers.

Service and delivery cover the entire duration of a pellet press or a press program – from the development through the engineering, testing and production of new press systems and spare parts to maintenance services.

References and export activities

Export volume outside the European market – approx. 65%.

Worldwide export, for example to Indonesia, USA, Vietnam, LatAm.

Target group

Waste management companies, recycling companies, Plant operators, Sales partner.

Competitive advantages

Over 40 years of experience in the production of pelletizing machines and the associated wear and spare parts.

Longstanding cooperation with renowned European suppliers.

Long-term customer relationships and worldwide projects.

Ideal Business Partners

Waste management companies, Recycling companies, Plant operators, Sales partner.



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Languages: English, German

Project



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novis
BioBased Technology



Summary

The Company builds innovative biogas plants with German quality and delivers custom-made biopolymers.

Analyzing waste



and turning it into value



made in
Germany

www.novis.me

Company Profile

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

Products / Services

Biogas plants for special substrates such as organic waste, slaughterhouse waste, and other difficult-to-digest materials.

Furthermore, Novis provides innovative biopolymers derived from genetically modified algae (CO₂ negative). Through genetic modifications, the biopolymers can be tailor-made for specific applications.

References and export activities

Biogas plant in France: Sheep manure; Biogas plant in Italy: Slaughterhouse waste with its own sanitization system; Biogas plant in Greece: Cattle manure and silage; Biogas plant in Bavaria, Germany: Organic waste; Test biogas plant in Ivory Coast: Cocoa shells. Malaysia: Extensive field tests in the treatment of palm oil mill effluents.

Target group

Public institutions, municipalities, and cities, farmers and plantation operators, production companies in the food industry.

Competitive advantages

Customized plants of the highest industrial quality.

Large research department for integrating innovative solutions.

Ideal Business Partners

Local planning offices, owners of large quantities of bio-waste.



Novis GmbH

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Project

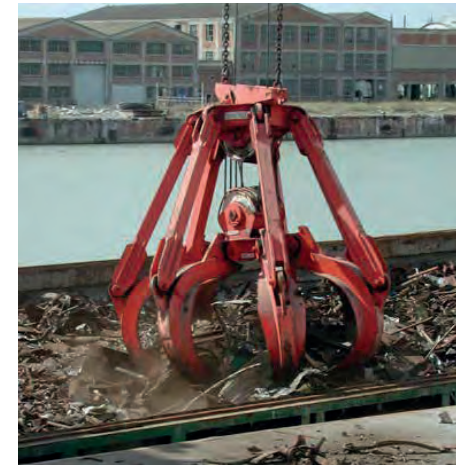


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Summary

Material Handling Grabs especially in the Waste to Energy sector.



made in
Germany



Company Profile

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

Products / Services

Motor Orange Peel grabs, Motor Dual Scoop Grabs, Motor Biomass Grabs, Motor Trimmer Grabs, Motor Ash- and Slaghandling Grabs, Grab maintenance and service.

References and export activities

Over 100 years of experience in grab construction, locations worldwide and service worldwide.

Target group

Waste incineration plants, operators of waste incineration plants, crane manufacturer.

Competitive advantages

Fast and comprehensive service, german know-how, advanced design and sensoric.

Ideal Business Partners

Waste incineration plants, operators of waste incineration plants, crane manufacturer.



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Project

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October

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Summary

Provider of complete packages consisting of bins and containers for waste and recyclable materials, digital solutions and smart services.



Company Profile

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

Products / Services

Professional waste disposal is a challenging task. An intelligent system that makes waste disposal both efficient and economical is therefore very important. SSI SCHAEFER offers you waste and recycling bins and containers in a variety of different designs and sizes.

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

SCHAEFER makes no compromises when it comes to the quality of the systems. Long service life and trouble-free operation are the key 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. Smart use of bin and container data with the help of digital solutions to optimize waste management processes.

High-quality, innovative products with long life cycles.

Ideal Business Partners

Disposal and waste management companies, and municipalities.

SSI SCHAEFER

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Project

German Business Delegation **Waste Management & Recycling**
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October

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Summary

Manufacturer of plants for sorting and treatment of waste as a basis for its recycling.



Company Profile

With an implemented base of more than 480 reference installations worldwide, Sutco ranks among the largest manufacturers of treatment plants for waste management. Since 1985, the plant manufacturer has specialized in the development, production, installation, commissioning, after-sales service and maintenance of recycling systems. A perfect and material-oriented sorting process is a requirement for an economically efficient recycling of waste. Highly qualified staff members of the Sutco RecyclingTechnik GmbH can provide a wide range of miscellaneous recycling solutions through advanced treatment plants.

No matter whether plastics, household waste, commercial and industrial waste, packaging waste, waste paper, mixed site debris or slag from waste incineration plants are concerned - Sutco RecyclingTechnik can prepare the perfect recycling concept for every industry. All from one company as a turnkey solution.

Products / Services

Intelligent sorting & treatment plants. Purely sorted. Resource-saving. Sustainable.

- Sorting plants for: Municipal solid waste (MSW); Material Recovery Facility (MRF); Waste paper; Packaging waste/light fraction; Construction and demolition waste (C+D); Wood
- Treatment plants for: Refuse derived fuel (RDF/SRF); Bottom ash after waste-to-energy plants; Waste-to-Energy
- Mechanical-biological waste treatment (MBT)
- Composting systems as tunnel and windrow composting systems (BIOFIX and Wendelin)
- Fermentation systems
- BIODEGMA Technologies
- Plants for the mechanical pre-treatment of domestic waste before thermal treatment (MPT)
- Component technologies (Trommel screens; Conveyor systems; Bag opener; Air shifters; Walking floors; Ballistic separators; Disc screens; Steel constructions; Special machines)

References and export activities

Together with its 6 subsidiaries, Sutco UK in Great Britain, Sutco Polska in Poland, Sutco Iberica in Barcelona, which deals with the Iberian and Spanish-speaking region, Sutco Brasil in Brazil, Sutco Singapore and its Asian agency in Singapore plus Sutco Sweden in Scandinavia, Sutco RecyclingTechnik has successfully established itself worldwide, knowing and considering the special features of the particular country.

Approx. 480 complete plants built in the waste area, worldwide.

Approx. 5,700 conveyor belts used in different plants, worldwide approx. 460 different trommel screens successful in operation, worldwide.

Target group

To realise a technically suitable long-lasting project for the customer taking into account the ecological and economic topics.

Competitive advantages

Very large share of references and experiences, combined with the execution of experts.

Ideal Business Partners

All private and public waste management companies.



Sutco® RecyclingTechnik GmbH

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Project

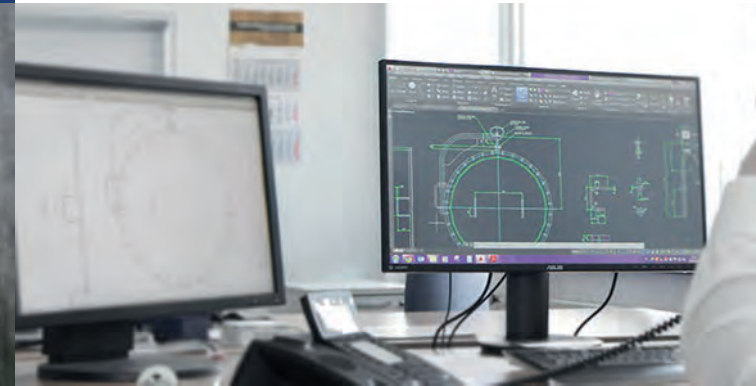


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Summary

Multi-discipline engineering contractor specializing in the full spectrum of services for flue gas cleaning industrial plant projects.



made in
Germany

Company Profile

szs engineering GmbH is highly specialized in design, engineering and supply of all kind of flue gas treatment components.

szs engineering is supporting their national and international customers by supplying a wide range of new and innovative turn-key plants and/or plant components, such as e.g. absorbers, scrubbers, fabric filters, dry and wet electrostatic precipitators, heating and cooling systems and others.

In addition, the company's business activities comprise all kind of engineering services like e.g. process- and plant-design, vessel and pipeline construction, structural steelwork, statics, computer-aided-design (CAD), instrumentation and control engineering, plant documentation, etc.

Products / Services

Spare parts and erection services for flue gas cleaning systems.

References and export activities

- Venator, wet electrostatic precipitator and evaporation cooler
- Tata Steel, wet electrostatic precipitator
- RheinEnergie, hot gas electrostatic precipitator and much others, see <http://www.szs.de>

Target group

Municipal waste incineration plants, glass smelting plants, steel works, cement mills, chemical industries and others.

Competitive advantages

High end technology, formerly LURGI engineers with long term experiences (40 years) in the field of flue gas cleaning plants.

Ideal Business Partners

Municipal waste incineration plants, glass smelting plants, steel works, cement mills, chemical industries and others.



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Project



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SBS systems for business solutions is a private consulting agency founded in 1999, with over two decades of experience in the planning, development and implementation of international projects. The company offers services such as workshops, events, individually organized B2B meetings, customized market entry strategies and support in the coordination of international teams for the Italian and German-speaking markets.

Since 2006, SBS has organized more than 200 internationalization projects, ranging from delegation trips abroad to large virtual conferences on behalf of several German ministries and other foreign

government institutions. In addition, SBS has been awarded the title of "Temporary Export Manager" by the Italian Ministry of Economic Development. A highly skilled team of project managers with multinational backgrounds at the Berlin and Rome offices is sensitized to the issue of cultural differences and therefore knows how to approach difficult cultural issues. SBS applies cross-cultural thinking and designs custom-made solutions that overcome intercultural borders to find the right partners for its clients. Thanks to a strong partner network and more than 1,000 German and international customers, SBS can facilitate a successful market entry in emerging and most attractive markets worldwide.



Malaysian-German Chamber of Commerce and Industry

The Malaysian-German Chamber of Commerce and Industry (MGCCI) 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. MGCCI currently has ca. 400 member companies. MGCCI 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.

MGCCI 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 MGCCI's support for German companies preparing their move to Malaysia.

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Business success through cross-culture thinking

In collaboration with



MITTELSTAND
GLOBAL
ENVIRONMENTAL
TECHNOLOGIES



German RETech Partnership
Recycling & Waste Management
Made in Germany



Bundesverband Sekundärrohstoffe
und Entsorgung e. V.



VERBAND BERATENDER
INGENIEURE

www.gtai.de/mep

www.bmwk.de

sbsbusiness.eu

www.germantech.org

