

# Information trip for buyers and multipliers from Ghana in the field of waste management and recycling 13th to 17th of May 2024



## Business potential in Germany

*From **May 13-17, 2024**, **enviacon international** will conduct an information trip for Ghanaian buyers and multipliers from the waste management and recycling sector, on behalf of the German Federal Ministry of Economics and Climate Protection, together with the Delegation of German Industry and Commerce in Ghana (AHK Ghana). Part of the trip is the visit of the “IFAT”, the leading trade fair for environmental technologies and waste management in Munich. This is a project-related promotion measure within the framework of the Foreign Market Entry Programme aimed primarily at small and medium-sized German companies. A **webinar** will be held on **15 February 2024** in preparation for the trip. (attendance in only one of them is possible)*

Germany plays a major role internationally in the field of waste management and recycling. It consistently ranks among the top countries in waste management, exports its expertise and shares knowledge and best practices. With more than 260,000 employees and a turnover of over 40 billion Euros in 2020, the recycling industry is an important economic sector in Germany. In 2020, 376.6 million tonnes of waste were produced in Germany, which equates to around 4.5 tonnes per inhabitant.

In order to utilise this, there are various legal regulations and procedures like The Closed Substance Cycle Waste Management Act. There are also various systems such as deposit systems or waste separation into recyclables, waste paper and electronic waste. Due to the strict disposal regulations, the proportion of recycled waste has increased. In 2020, 68.2% of waste was recycled or used for energy.

The need to access new markets is growing steadily and the topic of sustainability and recycling is becoming increasingly important. Ghanaian companies can redefine their business relations in Germany or establish them for the first time. A good network plays a key role in this.

IFAT is a leading trade fair for environmental technologies and waste management, presenting innovative solutions in the fields of waste, water, sewage, and raw materials management and will take place from 13 to 17 May 2024. With high-caliber exhibitors and informative events, it is a major event for environmental protection and sustainable development.

During the trip, we will visit the IFAT trade fair as well as several business sites in order to establish contacts and introduce the respective products and services through presentations and lectures by German companies.

Organizers:

## Objective of the trip

The objective of the information trip is to provide Ghanaian participants with access to the German recycling sector and state-of-the-art technologies through the participation of German experts from companies, administrations, trade associations or institutions. This is achieved through:

- Networking and discussion rounds
- Conferences
- Visit of the IFAT trade fair
- Company visits

Through the various points of the program, Ghanaian companies have the opportunity to introduce themselves to the German network, present their company and get to know the German market in depth. In this way, potential business opportunities will be identified and the foundations for future cooperation will be laid.

## Target group

The information trip is aimed at Ghanaian buyers and multipliers in the field of waste management and recycling (plastic, e-waste, solid waste, paper, digitization, etc.).

## Your benefits of participation

- Identifying new business opportunities for your company in Germany
- Getting to know state-of-the-art technologies for recycling
- Participation in the IFAT trade fair

## Costs

Flight, hotel and accommodation costs are to be borne by the participants. Participation in the information trip is completely free of charge.

## Registration

Has your interest been piqued? Find out more information and how to register here:

Link coming soon



## Contact

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Organizers:



Delegation der Deutschen Wirtschaft  
in Ghana  
Delegation of German Industry and  
Commerce in Ghana

## Provisional programme\*: information trip

<b>Sunday, 12.05.2024- Munich</b>	
<b>All day</b>	Individual arrival to Munich
<b>Evening</b>	Dinner together (optional, self-paying)
<b>Monday, 13.05.2024 – Munich</b>	
<b>All day</b>	Visit to the IFAT trade fair On this day, participants will have the opportunity to gain an overview of the waste management and recycling industry and to visit some of the most important waste management companies also exhibiting at the trade fair in order to make contacts.
<b>09:30 – 12:30</b>	Welcome Conference - Introduction to the German waste management and recycling market (in the conference room/conference hall of Messe München)
<b>12:30 – 13:30</b>	Lunch break
<b>13:30 – 16:30</b>	Visit to company stands/networking
<b>Evening</b>	Dinner together (optional, self-paying)
<b>Tuesday, 14.05.2024 - Munich</b>	
<b>Morning</b>	Visit to the IFAT trade fair: - Networking with companies (from Germany and all over the world) - Participation in conferences, etc. - Presentation of Ghanaian companies - Organisation of B2B meetings
<b>Afternoon</b>	Visit to selected German companies and institutions from the waste management and recycling sector, tour of operations, e.g. ALFA Recycling Munich
<b>Evening</b>	Dinner together (optional, self-paying)
<b>Wednesday, 15.05.2024</b>	
<b>All day</b>	Visit to selected German companies and institutions from the waste management and recycling sector, company tours, e.g. visit to Kronos
<b>Thursday, 16.05.2024</b>	
<b>All day</b>	Visit to selected German companies and institutions from the waste management and recycling sector, company tours, e.g. visit to the Brunn/Geisenfeld site of BME Bauer + Moosleitner Entsorgungstechnik GmbH and BLUES - der Bay. Logistik Umwelt & Entsorgungs Systeme GmbH
<b>Afternoon</b>	De-briefing & feedback session
<b>Friday, 17.05.2023</b>	
<b>All day</b>	Individual departure to Ghana

\* This is a provisional programme. The final programme will be organised in close consultation with the participating target country and business partners, as well as with the participating companies. The interests of the target market will be asked in advance and the agenda will be designed accordingly. Subject to change without prior notice.

Organizers:



Delegation der Deutschen Wirtschaft  
in Ghana  
Delegation of German Industry and  
Commerce in Ghana

## Provisional programme: information event

Prior to the information trip to Germany, an information event (webinar) will take place. The webinar aims at equipping you with all the necessary knowledge about the waste management and recycling market in Germany, getting to know the German companies that you will visit during the trip and getting to know the business fair IFAT.

Date: February 15<sup>th</sup>, 2024

Time: 10 am – 12 pm (Ghanaian time)

Format: Webinar

Moderation: Melanie Otto, enviacon international

10:00 – 10:10	Opening & Welcome words
10:10 – 10:20	Introduction round of Ghanaian participating companies and partners
10:20 – 10:30	Presentation of German companies
10:30 – 10:45	“Waste management and recycling sector in Germany“ Melanie Otto, enviacon
10:45 – 11:15	Presentation of IFAT Business fair
11:15 – 11:45	Presentation on waste management by association (title tbc)
11:40 – 11:55	Presentation of information trip (incl. information on visa) Flurina Graf, AHK
11:55 – 12:00	Closing remarks

Organizers:



Delegation der Deutschen Wirtschaft  
in Ghana  
Delegation of German Industry and  
Commerce in Ghana

# enviacon international



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enviacon international is your partner for the market entry in Germany / Europe or any other of our partner countries. Our dedicated team of consultants and analysts covers the central services around international market development, market analysis, and location marketing for public bodies and private company clients. We do have the experience and network for your success. With our global network of experts, we can advise on the German and many other foreign markets - bespoke, targeted, and on fair terms. Take a look at our services and get in touch with us.



# Delegation of German Industry and Commerce in Ghana (AHK Ghana)



Delegation der Deutschen Wirtschaft  
in Ghana  
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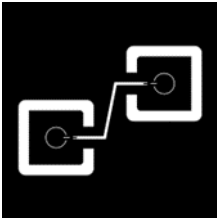
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At 140 locations in 92 countries around the world, the German Chamber Network (AHKs) offers its experience, network and services to German and foreign companies. AHKs are located in all countries which are of special interest for German industry and business. The Delegation of German Industry and Commerce in Ghana is part of the worldwide AHK German Chamber Network. As a Delegation, it is the preliminary stage for a bilateral Chamber of Commerce. Our goal as AHK Ghana is to sustainably enhance the economic activities between Germany and Ghana.

Drawing from our vast experience and expertise, we are able to provide high quality services to German and Ghanaian companies seeking a comprehensive overview of the various markets of interest in order to make well-informed business decisions. We offer a vast range of services through our DEinternational Department and our Competence Centres. The Delegation is closely connected to the Chambers of Industry and Commerce (IHKs) in Germany. Together, they support German companies with promoting and extending their business relations to foreign countries. The umbrella organisation of the IHKs is the German Chamber of Commerce and Industry (DIHK), which also coordinates and supports the AHKs and Delegations. Furthermore, the cooperation with various German trade associations strengthens the link between AHKs and business markets.

# Cywatt Technik



## **Cywatt Technik GmbH**

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CyWatt Technik acts as a system integrator and management contractor, bringing together various components to create innovative solutions.

One of their key focuses is on intelligent digitization within waste management, particularly in the realm of electronic waste (e-waste) circular economy. They specialize in the design and implementation of decentralized data centers, enabling efficient and scalable operations. Additionally, they excel in developing high-speed fiber optic networks, providing robust connectivity for their clients. They are also experienced in deploying stand-alone wireless telecom systems, including 4G, 5G, and Wi-Fi technologies.

CyWatt Technik's expertise extends to hardware-software interfaces, encompassing research and development as well as chip design, labeled as "Made in Bavaria." They are well-versed in industrial Internet of Things (IIoT) devices, which may involve cyber-physical systems. Furthermore, the company offers supplementary sensor systems, vehicle electrical systems, and controllers. They excel in IIoT connectivity, including network technology and network architecture, ensuring seamless integration and communication among devices.

To provide a comprehensive solution, CyWatt Technik offers a complete solution in the form of microgrids, as an intelligent platform to which the other project components can be connected, embedded and integrated, such as Inverters, charging stations, voltage switches, substations, IP cameras, HSE moisture & corrosion sensors, etc. In this regard, the group will also complete the predictive maintenance (servicing, handling, servicing).

# Easy Plastics



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We are Easy Plastics, the company that is changing the game in the construction industry. We specialize in providing high-quality bricks from recycled plastic that are designed to make building affordable and hassle-free.

Our modular building system allows for houses to be assembled quickly and easily, without the need for excessive labor or expensive cement alternatives.

We are proud to offer our customers a cost-effective solution that does not compromise on quality. Our bricks are engineered to last, ensuring that the homes you build with them will stand the test of time.

With Easy Plastics, you can rest assured that you are making a responsible choice for your business and for the environment.



# Green Bridge



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THE GREEN BRIDGE (TGB) is a globally active engineering and project management driven technology and software provider. In addition to consulting and planning as well as monitoring and control for the establishment and operation of projects and ECO-systems, TGB stands as a technology supplier for innovative software solutions that make processes more effective, efficient and transparent - economic and ecological at the same time.

Our product family geoGRIM, is setting new benchmarks for task, area and volume management including material-flow planning, tracking and managing as well as its analytics and documentation. Plug-ins for environmental and disaster management, waste and construction management, management of fillings and excavations – dumping and mining are available.

They offer two products: 1) geoGRIM-Kernel: it enhances geo-related data by unique and static AreaSeals. It makes the content of existing GIS-Applications and databases easier and more reliable to manage. The product is applicable for cross branches and business sectors with easy converter functionalities.

2) smart-MANAGER: geo-related task, area, volume and material-flow management as basic configuration and with sector specific plugins. It is based on geoGRIM-Kernel, AreaSeals and geoGRIM database architecture. The product is characterized by high performance, easy to use with low costs and usable with less skills and simple devices.



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Use it, throw it away and that's it? Absolutely not! Because one thing is beyond doubt: how the human race deals with packages and recyclables is changing – away from resource consumption and towards a sustainable closed-cycle economy. Disposable products like plastic packaging thus get a chance for a sustainable, eco-compatible life –not just once, but repeatedly. All it takes is a recycling system that can recover post-consumer materials at the end of each use cycle and make them ready for the next one. And Krones is already offering with MetaPure the right solution: Krones provides not just its own washing and decontamination modules but also takes on the overall responsibility for entire recycling factories.

Krones approaches all of these issues with a recycling technology which has been modified to precisely suit the processing of the corresponding material. The company's experience in recycling includes many different types of plastic - not only PET and PO, but also polystyrene, polypropylene and PET/PE multilayer packaging.

With MetaPure, all main components are being optimally matched to each other. Krones thereby benefits from its own recycling expertise as well as from in-house plant engineering and project management which permit overall responsibility with only few interfaces in the first place. For components, such as front end or the utilities which are not included in the Krones portfolio, Krones banks on years of cooperation with experienced manufacturers.

The Krones MetaPure system consists of three main elements: In the front end, foreign substances, contaminants and impurities are removed and the input material is sorted. In the washing module, a pre-treatment zone, caustic washer and hot post-washer ensure a clean input material. The scope of the washer depends on the type of plastic. The third element is the MetaPure S decontamination-module: The path to food-grade flakes.

# nOa climate



climate

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nOa climate GmbH is a German company that is committed to investing in a sustainable future by providing eco-friendly solutions for single households, small to medium businesses and organisations.

With a focus on waste to energy and circular economy and renewables nOa climate invented a range of innovative products and services that promote cleaner living and reduce carbon footprint.

nOa One, a micro-digester that produces gas and fertiliser, and the ReParaiso-Facility, a container-based plastic recycling plant, are the company's flagship products. These solutions contribute to using waste as a valuable resource and return it to a circular economy that enables us and our partners to produce recycled and sustainable products and renewable energy for local markets.

nOa climate also supports community projects that aim to restore the social-environmental balance through the use of sustainable products. By using nOa climates solutions you are able to achieve 16 of 17 of the UN's Sustainable Development Goals (SDGs).

WildPlastic

**WILDPLASTIC**

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WildPlastic GmbH was founded in 2019 and has 13 employees. The company recycles waste from flexible plastic (polyethylene) from developing countries into granules. From them, they produce new products which are sold through an online shop directly to customers as well as to retailers. Currently, their products are garbage bags in different sizes. WildPlastic wants to support the local economy by working with small local companies, NGOs and entrepreneurs.

# Cooperation partners

