

Solid Waste Management Business Delegation to India



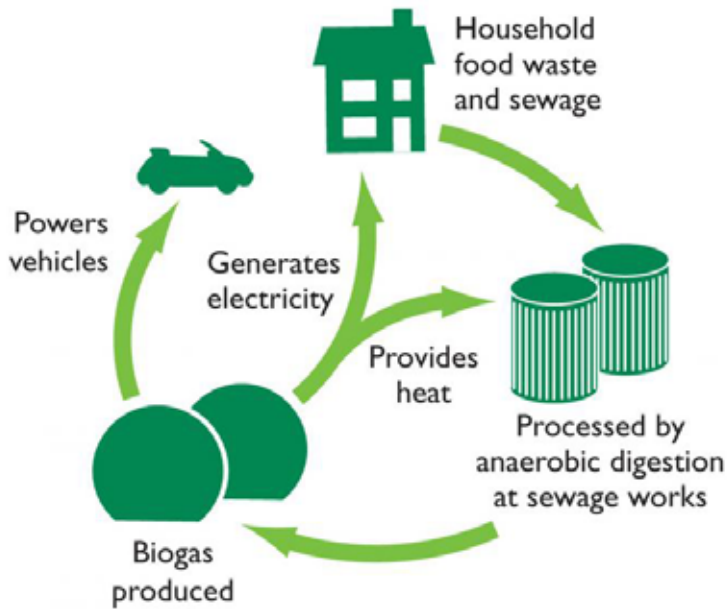
12 - 16 October 2015



German RETech Partnership
Recycling & Waste Management
Made in Germany



Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH



Present status of Solid Waste Management in India

APPROXIMATELY 50 MILLION METRIC TONNES (115,000 METRIC TONNES PER DAY) OF SOLID WASTE IS GENERATED EVERY YEAR BY THE URBAN POPULATION IN INDIA.

EXPERTS ESTIMATE THE INDIAN SWM MARKET TO BE WORTH US\$ 13.62 BILLION AND EXPECTED GROWTH AT A CAGR OF 7.14% BY 2025.

OPEN DUMPING A COMMON PRACTICE, NO SCIENTIFIC CLOSURE OF LANDFILLS – PUBLIC HEALTH MENACE, GHG EMISSIONS

NEGLECTIBLE WORK ON WASTE MANAGEMENT INCLUDING WASTE MINIMIZATION, ITS REUSE & RECYCLING

Waste Generation & Disposal Status in India

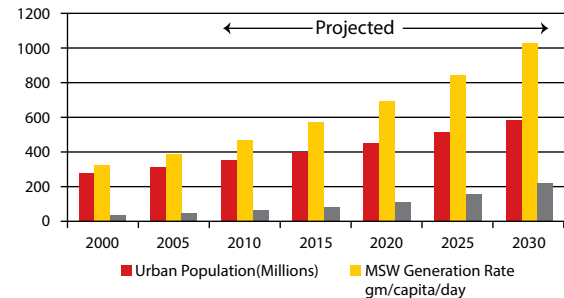
36 % (8 OUT OF 22) CITIES GENERATE MORE THAN 1000 TPD OF WASTE

13.6 % (3 OUT OF 22) CITIES GENERATE WASTE BETWEEN 500- 1000 TPD

50 % (11 OUT OF 22) CITIES GENERATE LESS THAN 500 TPD OF WASTE

Solid Waste Management - Growth market with potential

India is one of the most populated countries in the world. As one of the rapidly developing countries it is also the source of a humongous amount of waste per annum, be it the municipal solid waste, hazardous waste, biomedical waste or e-waste. Segregation at source, collection, transportation, treatment and scientific disposal of waste is largely insufficient leading to degradation of environment and poor quality of life.



Source: Central Pollution Control Board

The Indian Government has launched the “Swachh Bharat Mission” also called the “Clean India Mission” which aims to mobilize masses and seek to create a clean India.

India needs more investment in waste management sector as current recycling technologies are not readily available to most of the players. Due to the large amounts of wastes generated, this industry is experiencing a steep growth trend with the mandate from government’s side for appropriate waste treatment, support for generating of energy from these wastes, increasing public-private partnerships, increasing investments from various fund sourcing

agencies, world organizations like UNESCO, WHO etc. and various subsidies and incentives from both central and state government.

Aim of the business delegation

The business delegation to IFAT India aims at providing small and medium sized companies a substantial overview of the MSWM market, investment opportunities and incentive programmes in India. We provide first points of contact to companies in the industry, in order to enable decision-making towards entering the Indian market and establishing first contacts in this sector.

We look forward to

- Promoting member cooperation, exchange of information and experience
- Innovation and knowledge transfer in recycling-and efficiency technology

Target Group

Target group of market exploration are small and medium sized German companies from the areas of SWM specialising in services and products for waste collection and transportation vehicles, conveyors / cranes / crushers / dozers / dumpers, compost technologies and plants, Incineration plants for solid and hazardous waste, waste to energy, separation equipment etc.

Benefits

- Detailed information of the target market and access to expert knowledge and valuable market information
- Information workshop during IFAT India, with local experts, referents, and multiplicators
- Visits to Solid Waste Management sites in Mumbai, Navi Mumbai, Kerala
- Networking events for business contacts and with Government agencies

Expenses

Besides the costs for flight, hotel accommodation, visa, catering and logistics in India, a participation fee of 300 Euro (plus taxes) per participation will be charged.

Travel programme and plan

12.10.2015 - Mon	Departure from Germany
13.10.2015 - Tue	Visit to IFAT India, Personalised One2One meetings with Indian companies
14.10.2015 - Wed	Participation in workshop on MSWM at IFAT incl. briefing and meeting with Indian companies & Municipal Corporations
15.10.2015- Thu	Interactive session with Maharashtra Pollution Control board and Municipal Corporation officials Dr. P. Anbalagan, Member Secretary, M.P.C. Board, Mumbai Site Visit to Navi Mumbai Solid Waste Management
16.10.2015 - Fri	Discover Mumbai - Fly back to Germany

Conference Program

In partnership with the Messe München, IFAT India, GIZ.

The aim of the workshop

- » Comprehensive detailed overview on the Solid Waste Management Market in India
- » Appraise the international industry participants about the present situation with the focus on Clean India Mission.
- » Present the partnership and investment opportunities in the India SWM sector
- » Guided Tours for the International partners to specific sites around Mumbai

14.10.2015	IFAT India
16.00 - 17.30	Topic of the Workshop <ul style="list-style-type: none"> » Government Regulations and Initiatives Ms. Sanchita Jindal, Director, Ministry of Environment, Forest and Climate Change, Government of India <ul style="list-style-type: none"> » Municipal Solid Waste Management in India - learnings from GIZ experience Mrs. Vaishali Nandan, Senior Advisor, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH <ul style="list-style-type: none"> » Current state of the waste management sector, technologies used, growth and the scope of development in this sector Dr. Amiya Kumar Sahu, President, (NSWI) National Solid Waste Association of India <ul style="list-style-type: none"> » Partnership & Cooperation models for foreign companies - Investment & PPP models in MSWM sector Mr. M. Goutham Reddy, Managing Director & CEO, Ramky Enviro Engineers Limited (REEL) <ul style="list-style-type: none"> » Experiences, challenges and growth opportunities in Indian solid waste management sector Mr. Nikolas Wolf, Area Sales and Project Manager, Asia and Australia, Sorting Recycling Sesotec GmbH Question & Answer Session
17.30 - 18.30	Networking
19.00 - 22.00	Cocktail Dinner reception - Hosted by IFAT India and The Deputy Consul General of the Federal Republic of Germany at The Leela Hotel Sahar

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Program on 15th October

13.00 - 15.00	Solid Waste Management - Interactive session with Maharashtra Pollution Control board and Municipal Corporation officials Dr. P. Anbalagan, Member Secretary, M.P.C. Board, Mumbai
15.30 - 19.00	Site Visit in Navi Mumbai - Waste Processing / Waste Disposal / Treatment Facility

Company profile of SWM Business delegation companies to India for the IFAT India 13 -16, 2015.

Name: **Averda** (COMMERCIAL DIRECTOR)

www.averda.com

Company profile: Averda, the largest environmental service provider in the Middle East & North Africa, pioneers the environmental services industry by offering an integrated approach to waste management services. Averda is at the forefront of innovation in the market, providing sustainable solutions and more than 22 years of experience in the effective management of waste for both private and public sector clients.

Request: Averda is looking to understand India's solid waste management market in greater detail and would be especially interested in meeting representatives of both municipality corporations and other market players.

Offer: Collection, treatment, recycling and disposal of all forms of solid and liquid waste and facility management services for public, residential, commercial, institutional, and industrial sectors.

Name: **Binder+Co AG** (SALES MANAGER)

www.binder-co.com

Company profile: Processing of Primary & Secondary Raw Materials.

Request: Mining & Recycling Equipment - Screening, wet processing, Drying, cooling, sorting, air sorters etc.

Offer: New business contacts Market Data Sales Partners.

Name: **Doosan Lentjes GmbH** (DIRECTOR - PRODUCT LINE WTE)

www.doosanlentjes.com

Company profile: Doosan Lentjes engineers and supplies among other power plant components & complete "Waste-to-energy" plant. Doosan Lentjes workforce is approx. 200 employees, mainly engineers from all required disciplines.

Request: Understand the Indian market in order to get access with its Waste to energy offerings. Interested to meet business & cooperation partners.

Offer: Turkey waste to energy plants (EPC)

Name: **Doppstadt Systemtechnik GmbH** (AREA SALES MANAGER)

www.doppstadt.com

Company profile: NA

Request: Contact to local business partners / Dealers/ customers/ policymakers.

Offer: Machines & technical solutions for various fields of Solid waste treatment Dry & wet Mechanical process-Machines for classification of materials, shredders, screening,

Name: **Sesotec GmbH** (SALES MANAGER ASIA & AUSTRALIA - SORTING & RECYCLING)

www.doppstadt.com

Company profile: Sesotec is manufacturer and developer of inspection, separation & sorting systems. Metal detectors & metal separators, sorting machines. These machines are used in food, plastic & Recycling industries.

Request: Interested to meet buyers and business partners.

Offer: Sales & Support for separation & sorting machineries in Solid Waste Management

Name: **REMONDIS Aqua International GmbH** (MANAGING DIRECTOR)

www.remondis-aqua.de/

Company profile: REMONDIS is one of the world's largest recycling, service and water companies. The group company has over 500 branches and associated companies in 34 countries across Europe, Africa, Asia and Australia. 30,000 employees work towards further improving its services, developing innovative recycling processes and perfecting our material flow management systems

Name: **AJK Entsorgungs-Systeme GmbH** (COMMERCIAL MANAGER)

www.ajk.eu/de/

Company profile: Manufacturer of containers, waste compactors, container systems (hookloaders) tippers, container trailers & tipping trailers. About 200 Employees. Offices in Belgium, The Netherlands, France and Germany

Request To set up new business relations in Recycling / Waste Compactors.

Offer Manufacturing, Maintenance, Service and knowledge related to recycling (Waste compactors) and transportation solutions

Name: **SAACKE GmbH** (DGM SALES & BUSINESS DEVELOPMENT)

www.saacke.com

Company profile: In the business of combustion engineering. Products & solutions & supply of burners for boilers/heaters and other heating applications.

Name: **Erdwich Zerkleinerungssysteme GmbH** (TECHNICAL SALES)

www.erdwich.com

Company profile: Manufacture of Recycling & shredding technology. Owner managed medium sized business with international activities.

Offer Recycling & shredding Technology



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