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GERMAN ASIA-PACIFIC  
BUSINESS ASSOCIATION

# German Trade Mission to Cambodia

## Opportunities in Waste Management and Resource Recovery

## Private Sector Engagement by German Development Cooperation





# Foreword

## **Tassilo Brinzer**

Chairman, EuroCham Cambodia  
President, German Business Cambodia (GBC)

On behalf of the European Chamber of Commerce (EuroCham) Cambodia and its national chapter German Business Cambodia (GBC), I would like to express our great pleasure to co-organize this first German Trade Mission to Cambodia 2023: Opportunities in Waste Management and Resource Recovery together with the GIZ Business Scouts for Development.

We very much look forward to fostering relations with the incoming Royal Government of Cambodia on behalf of German and European businesses, and to build partnerships between German, European and Cambodian companies and organizations in the waste management sector.

As Cambodia grows and its waste becomes an increasingly attractive resource for multiple potential re-uses and treatments, I hope that new business can be attracted and created to support a modern waste management and recycling infrastructure in the Kingdom.

I would like to warmly thank the participating companies for supporting Cambodia and for their interest to invest and take part in this exciting market. My heartfelt appreciation also goes out to all public and private local partners for accommodating the delegation so expertly. I wish you a wonderful exchange and a very successful time here in Cambodia.

Sincerely,

## **Tassilo Brinzer**

Chairman, European Chamber of Commerce in Cambodia (EuroCham Cambodia)  
President, German Business Cambodia (GBC)





# Foreword

## **Roland Gross**

Head of the global Business Scouts for Development Programme, GIZ

Cambodia is an accessible frontier market that offers an excellent business environment for German and European companies. Along with its rapid economic development in the past decade, a pressing need for sustainable solutions in waste management has arisen in the country. German companies in particular have longstanding experience in this field and offer innovative technologies and comprehensive expertise in consulting. Potentially, they are able to play an important role in addressing some of Cambodia's current environmental challenges.

Therefore, it is my privilege to present the German Trade Mission to Cambodia 2023: Opportunities in Waste Management and Resource Recovery, organized under the auspices of the GIZ Business Scouts for Development Programme and jointly implemented in close collaboration with the European Chamber of Commerce (EuroCham) in Cambodia.

During the delegation trip, seven – mostly German – companies will engage with industry leaders, political decision-makers, financing institutions and international experts in waste management in Cambodia. They will explore not only business opportunities in the country, but will also learn more about the support that German development cooperation and especially the Business Scouts for Development Programme offers to companies striving to make sustainable commitments in developing countries such as Cambodia.

As we embark on this journey, let us all work together to develop and expand fruitful cooperation between Germany, Europe, and Cambodia in the waste management sector.

Sincerely,

## **Roland Gross**

Head of the global Business Scouts for Development Programme  
Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

# Overview of the Waste Sector in Cambodia

Cambodia's rapid economic and urban development, coupled with a growing middle class, has led to significant waste generation in its bigger cities. The country generates 4.78 million metric tons of municipal solid waste (MSW) per year, equivalent to 0.78 kg per day per capita. However, waste management in the country still faces challenges at every stage: collection, disposal, and recycling.

The Royal Government of Cambodia decentralised waste management to local levels in 1999. In many cities, private companies – predominantly CINTRI, GAEA, and Mizuda – operate waste collection and transport services, but some of the country's total 204 cities and towns still lack waste management services altogether: As of 2021, only 175 (86%) of them have access to MSW collection services. Overall, 65% of MSW generated in Cambodia is currently collected. The Ministry of Environment (MoE) has developed policies and guidelines to support local governments, while also providing equipment and training.

The capital Phnom Penh is a major waste generator, collecting up to 3,700 metric tonnes of waste per day. Sihanoukville generates 700 metric tonnes of waste daily, while Siem Reap generates 380 metric tonnes. Most of the waste ends up in local landfills that still require support to meet international standards. Several projects for the construction of new landfills are currently ongoing. The recycling sector is also in need of further development, with only 6.4% of the total 222,440 metric tonnes of recyclable waste collected in 2022 having been recycled in the country (95% of this being plastic waste).



# Agenda

Sunday,  
October 22<sup>nd</sup>

**Arrival at Phnom Penh International Airport (PNH), Hotel Transfer**

18:30 Dinner at Titanic Restaurant, Phnom Penh

DAY 1

Monday,  
October 23<sup>rd</sup>

**Introduction to Cambodia and to Development Cooperation**  
*TRIBE Hotel, No 47 Corner St 01 And St 94 Village 9, Phnom Penh*

9:00 **Welcome Remarks**  
Mr. Tassilo Brinzer, Chairman of EuroCham Cambodia

9:10 **Round of Introductions**

9:20 **Cambodia as a Business Destination (+Q&A)**  
Mr. Matthew Pocock, Trade and Advocacy Expert, EuroCham Cambodia

9:40 **Economic and Sector Briefing (+Q&A)**  
Mr. Christoph Janensch, GIZ Business Scout for Development

10:00 **Waste Management and Resource Recovery in Cambodia (+Q&A)**  
Mr. Jürgen Stäudel, Advisor at Ministry of Environment

10:20 **COFFEE BREAK (20 MINS)**

*Private Sector Engagement: Tenders and Financing*

10:40 **Waste Management Financing: Blue Economy Programme (online)**  
Ms. Katelijn van den Berg, Senior Environmental Specialist, World Bank

11:00 **ADB Business Opportunities**  
Mr. Anthony Gill, Head of Portfolio Administration Unit,  
Asian Development Bank (ADB)

11:30 **Long-term finance & promotional programmes by DEG for investors (online)**  
Mr. Benjamin Brink, Representative of German Investment Corporation (DEG)

12:00 **LUNCH, REST AND SHORT NETWORKING AT TRIBE (110 MINS)**

13:50 **Support Programs for the Private Sector**  
Mr. Christoph Janensch, GIZ Business Scout for Development

14:10 **Developing Local Waste Strategies in Districts and Municipalities**  
Mr. Georg Jahnsen, GIZ ISD Teamleader Waste Management (+Q&A)

14:30 **Extended Producer Responsibility (EPR) & Plastic Management**  
Florian Schmidt, GIZ

**SHORT REST AND TRANSIT (1H)**

**16:00** **Company Visit**  
GAEA Waste Management, leading MSW collector in Phnom Penh and Siem Reap

*GAEA Waste Management, Lot A, Phsar Lech Village, Sangkat Prek Pnov, Khan Prek Phnov Phnom Penh, 121101*

**18:00** **DINNER AT KHMER SURIN RESTAURANT, PHNOM PENH**

DAY 2

**Tuesday,  
October 24<sup>th</sup>**

**Workshop with Political Stakeholders**

**9:00** **Company Visit**  
Chip Mong Group, provider of sustainable waste disposal solutions for industrial waste

**10:15** **Company Visit**  
Waste Collector CINTRI Cambodia, Phnom Penh Office

**11:45** **LUNCH IN PHNOM PENH (1H)**

**13:00** **Ministry of Environment, Lot 503, Morodok Techo Building, Phnom Penh**  
Meeting with Ministry of Environment (MOE)  

- State-owned Transfer Station and Landfill Management Enterprise

**14:30** **Exchange Workshop with Local Authorities at TRIBE Hotel**  
Part 1: Presentations by:  

- Ministry of Environment (MOE)
- Ministry of Public Works and Transport (MPWT)
- Phnom Penh Capital Hall (Waste Management Dept.)

**15:35** **Exchange Workshop with Local Authorities at TRIBE Hotel**  
Part 2: Round Table Discussions at separate tables  
Needs assessment and investment opportunities

**16:35** **COFFEE BREAK (15 MINS)**

**16:45** **Delegates present their companies to private stakeholders (+Q&A)**  
Audience: Cambodian private (and government) stakeholders  
(8 mins per company)

**17:45** **SHORT REST AND 15MINS TRANSIT**

**18:30** **RECEPTION & NETWORKING AT THE RESIDENCE OF THE GERMAN AMBASSADOR**

DAY 3

**Wednesday,  
October 25<sup>th</sup>**

**Site Visits and Briefing**

**8:30-9:15** **Departure from Hotel (check-out completed!) & Transfer**  
**9:15-10:45** **Site Visit**  
Phnom Penh Dangkor Landfill

**11:00-12:00** **TBC: Company and Facility Visit**  
Waste Collector Mizuda Sanitation Cambodia Co., Ltd.

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12:00 LUNCH AND 30 MINS TRANSFER

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13:30 **Site Visit**  
 13:30-14:30 • Phnom Penh Special Economic Zone Administration  
 14:30-15:30 • GOMI Recycle Ltd.

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16:30 TRAVEL TO BATTAMBANG CITY,  
HOTEL CHECK-IN CLASSY HOTEL (ARRIVAL 21:30)

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18:00 DINNER EN ROUTE AT REST STOP

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DAY 4

Thursday,  
October 26<sup>th</sup> Battambang and Sisophon

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08:30 **Classy Hotel Battambang**  
Talks with Departments of Battambang Provincial Administration

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10:00 Visit new Landfill (not yet operational) or local composting plant

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12:30 LUNCH IN BATTAMBANG

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13:30 - 14:30 TRAVEL TO SISOPHON CITY

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14:30 **Pyramid Hotel and Spa in Sisophon**  
Talks with Departments of Banteay Meanchey Provincial Administration

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16:30-18:30 **Somadevi Angkor Hotel**  
Drive to Siem Reap, Hotel Check-in

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19:00 DINNER AT TAVERN IN SIEM REAP

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DAY 5

Friday,  
October 27<sup>th</sup> Siem Reap

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09:00 **Somadevi Angkor Hotel**  
Talks with Departments of Siem Reap Provincial Administration

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12:00 LUNCH AT SPOONS IN SIEM REAP

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13:00 VISIT SIEM REAP LANDFILL

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15:00 Visit Waste Collector GAEA in Siem Reap,  
incl. URBAN RIG pyrolysis machine

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Debriefing

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Evening DINNER AND FAREWELL AT FARM TO TABLE

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Saturday,  
October 28<sup>th</sup> **Departure**  
*Departure @ Siem Reap Airport (REP)  
or optional: Visit Angkor Wat Temple and return Sunday*




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# ARUP

## Arup Group



**Mr. Thomas Zazworka**  
Country Lead (Cambodia)

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Arup has had a presence in Germany for 30 years. From our offices in Berlin, Frankfurt am Main, Düsseldorf and Munich we provide design, engineering and planning services as well as strategic advisory services for high-performing buildings and infrastructure. As part of Arup's global specialist network, we bring a rich seam of expertise to local projects. Our clients receive affordable, smart and sustainable design solutions that will have a positive influence on current and future generations.

In Cambodia, Arup has been working since 2008 with a permanent office established in 2012. Our clients range from Cambodian to international private clients, architects and organisations. We support local community engagement work through our community engagement programme.

Our portfolios in Cambodia include many high-profile office buildings, hotel and leisure, arts and culture facilities, data centres, strategic infrastructure projects, master planning and some community engagement works.

The services we have provided for our clients in Cambodia range from civil/structural engineering, master planning and building services to specialist services that include advisory roles, transaction advise, resource and waste management, IT, façade and fire engineering services.

### **Our ESG statement**

We have made a commitment to contribute meaningfully to the UN Sustainable Development Goals, creating shared value for our clients and our communities while safeguarding our planet.

### **Our Products / Industry and Sector:**

We provide all forms of design services in the build environment, as well advisory services.

### **We would like to meet (Waste Management Sector):**

- Policy makers
- Operators
- Investors





# Ecologicon



**Mr. Florian Werthmann**  
 Founder / Managing Director

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ECOLOGICON GmbH is more than just consulting: Clients benefit from our ideas as well as long-term expertise and network worldwide in compliance issues in the areas of environment, product and waste, including hazardous and scheduled waste. We design tailor-made solutions for (waste) electronic and electrical equipment, batteries, packaging and textiles. One of our strengths is the creation and evaluation of the economic viability of concepts and projects. We consider ourselves as architects for sustainable waste management and (product) compliance solutions.

We are actively involved in the development of projects and their implementation in sustainable recycling and waste management for clients from the public and private sectors - also within the framework of research and development aid projects carried out worldwide. We mainly focus on South and East Asia, India, Central Africa and Europe and are planning to extend the scope to the Americas. Our current projects include CE-RISE and ReSoCart. We are planning to start with our project BattPro in Cambodia from 01-2024 to address the current situation with battery waste.

### Our Products / Industry and Sector:

- Consulting Services
- (hazardous) Waste Management
- EPR (Extended Producer Responsibilities)
- Batteries and WEEE
- Solid waste management
- Waste solutions and waste system design and architecture

### Business areas:

Environmental Consulting, Circular Economy and Product Conformity: Product and Waste Management, R&D Projects, Development Cooperation Projects, Green Start Up Programs

### We would like to meet:

We are interested in increasing the strength of our local network with local stakeholders as well as international partners who are being or are planning to become active in Cambodia as well to evaluate joint activities and projects - mainly regarding the solid waste sector including Batteries and WEEE as well as the area of EPR.



# MRS Materialis Recycling Solutions



**Mr. Dirk Mellen**  
CEO/ Managing Director

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**Mr. Tobias Becker**  
Senior Associate

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MRS Materialis Recycling Solutions provides services and solutions in circular economy and sustainability. These include technical services such as engineering of recycling processes and project management for implementation of schemes for collection, sorting and recycling. A strong focus is on plastics and packaging but other materials and other applications are also part of the portfolio. In addition to the more technical services, we also offer consulting and advisory services. This includes transaction advisory with focus on M&A and strategies for Sustainability and ESG.

Materialis has been founded in 2018 and experts mastered in engineering, economics and sustainability management with proven track record are the core of the company. Materialis aims to combine environmental, ecological and ethical goals in their approach and has a very strong focus on implementation.

### Our products:

- Engineering of all phases for recycling processes
- Project-Development internationally
- Project-Management
- Schemes for collection of waste (EPR and other 's)
- Feedstock Management for recyclers and converters
- Strategies for decarbonization
- ESG and CSRD consulting
- Innovations and Go-To-Market-Strategies

### Sectors and industries:

- Waste-Management and Recycling
- Plastic Producers
- Plastic Converters
- Brands and Consumer Goods Producers
- Retail and Distribution
- WEEE (Electronics)
- Governments
- NGO 's

### We would like to meet:

- Companies active in waste management and recycling in Cambodia
- Companies of the sectors above
- Relevant Stakeholders
- Policymakers



## Naue Group



**Ms. Jovana Husemann**  
Business Development  
Manager Projects

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**Mr. Colin Lim**  
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With 500 employees and customers in more than 60 countries worldwide, Naue Group is the leading geotechnical construction materials manufacturer and solution provider. An engineering office, quality control laboratory and installation services make us a full-service provider. Under the guiding principle “Building on sustainable ground” Naue offers a full service for diverse construction challenges in the fields of environmental, civil and hydraulic engineering.

In the field of environmental engineering and landfill construction Naue has over 50 years of experience worldwide and offers state-of-the-art solutions which comply with local regulations. Building with Naue eliminates health and environmental risks and results in savings in the construction process and maximization of the operation lifetime of a disposal site.

### Our Market Sectors

#### Environmental engineering

- Lining & capping of landfill, sewage sludge and slurry lagoons lining, waste transfer platform, buffer reservoirs for leachate, sewage sludge dewatering, etc.

#### Hydraulic engineering

- Lining/waterproofing of flood mitigation structure (e.g: Dikes, retention reservoirs, retention ponds)
- Riverbed, riverbank and coastal erosion protection

#### Energy Sector

- Renewable Energy sector: Base course reinforcement and stabilization onshore wind parks and PV, scour protection offshore wind parks
- Conventional Power Generation - secondary containment, deposits for contaminated soil, deposits for residues from technological processes

#### Mining

- Heap leach pads
- Tailings ponds base sealing & capping

#### Infrastructure

- Road construction- reinforced slopes, retaining walls, erosion control, etc.
- Ports, airports, tunnel construction

### We would like to meet

Landfill & dumpsite closure engineering consulting companies, regulators/ relevant landfill ministries, development funding banks, landfill operators or waste management working group.



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Managing Director

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**Mr. Teng Vitcheka**  
Sales and Marketing Manager

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Phnom Penh 12153, Cambodia

#### We care about your success

Rieckermann is your reliable partner for industrial production and processes. We realize customized high-quality solutions for you - from consultancy, engineering, the supply of machinery and technology, project and process management to technical services. With 130 years of experience and expertise in several industries and markets, we open new opportunities for you and your industrial production.

Within Environmental Technologies, our portfolio covers an extensive range of process technologies for value recycling, energy generation, and energy management.

Rieckermann uses state-of-the-art technology to provide optimal recovery, recycling, and CO<sub>2</sub>-neutral energy solutions. The conversion of biomass and other organic waste streams allows for the generation of electricity, heat, or natural gas for further use, which reduces the consumption of primary fuels and other resources.

#### Mechanical treatment of municipal solid household waste (MSW):

- Recycling of bottles
- Separation of metals
- RDF production for thermal recycling
- Automatic sorting systems
- Separation of organic fraction
- Biodrying systems

#### Organic waste to energy:

- Different types of biogas plants
  - Wet fermentation (agricultural waste)
  - Dry fermentation (organic fraction from MSW)
  - Anaerobic water treatment
  - Brine treatment
  - CO<sub>2</sub> recovery/ regeneration
  - Green hydrogen
  - Bio-CNG
- 
- Incineration of hospital & hazardous waste
  - Solvent recovery (liquid)
  - Solvent incineration (using gaseous solvent as a replacement for gas)
  - E-waste recycling (CKW recovery)





**Mr. Minh-Duc PHAM**  
Country Manager (Vietnam)

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### Waste sorting plants Made In Germany

STADLER is a global specialist in the design, production and assembly of automated sorting systems and machines for the recycling industry. With experience of more than 500 implemented plants as well as more than 3,000 manufactured individual components and a team of nearly 500 experienced specialists, we are ideally positioned.

As a family business with a long tradition, we always have the wishes and requirements of our customers in mind. Whether it's a new construction, conversion, modernisation or maintenance and repair of sorting systems – our experienced teams of experts from the fields of recycling technology, mechanical engineering and process engineering have the right solution for every customer requirement.

Our high-performance sorting systems and components equally represent our cutting-edge technology, top quality and an all-encompassing, worldwide premium service.

### Our Products / Industry and Sector:

- [Municipal solid waste](#)
- [Dry mixed recyclables](#)
- [Commercial waste](#)
- [Lightweight packaging](#)
- [Plastic bottles](#)
- [Film](#)
- [Paper and cardboard](#)
- [Refuse derived fuel](#)
- [Electrical and electronic waste](#)
- [Mixed construction materials / bulky waste](#)
- [Waste wood](#)

### We would like to meet:




- Landfill operators
- Potential investors for sorting facilities
- Representative from the local government



## UPI Group





**Mr. Detlef Gutjahr**  
Project Developer

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**Mr. Phalla SAM**  
UPI Partner & Executive Director  
of COMPOSTED

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 +855 12 727 206

The Umwelt, Projektbau und Immobilien GmbH (UPI), Meiningen, Germany, specializes in waste recycling. It is the main shareholder of a large number of waste management companies in eastern Germany. This group of companies employs a total of 164 people. UPI operates waste management companies with both private and public companies.

The companies transport, store, treat, recycle and dispose of waste in accordance with the German Waste Management Act (KrWG - German recycling law for waste). The UPI is the main shareholder of two composting plants, a plant for the production of alternative fuels for the cement industry, two transport and contracting companies, a construction machinery dealer and several waste trading and brokerage companies.

The UPI also works actively in several German associations of private and public waste management and engages in innovative cooperation with municipal and private waste management companies. This has led to an expansion of activities, e.g. towards renewable energies in a project with the company "Biowerk Walldorf".

### Our Products / Industry and Sector:

- 35,000t/year of compost as natural fertilizer for agriculture, gardening and landscaping from processing ca. 60,000t of biodegradable waste
- Fuel for thermal treatment plants from processing ca. 22,000t/year of wood from the construction industry
- Alternative fuels for the cement industry from processing ca. 15,000t/year of high-calorific waste
- 38,000 planned transport orders per year using our specialized waste transport vehicles

### We would like to meet:

We are looking for private and/or public partners in Cambodia to set up a network of composting plants across the country to help improving local soils and to reduce the burden on local landfills imposed by high shares of organic waste.





Secondly, we want to build and permanently install collection structures for recyclable waste, to be processed in our own facilities and then sent for recycling.

We have been involved in projects in Cambodia since 2014 and are able to advise other waste companies using our technical and cultural specialists.

# Logistic Information





## Phnom Penh

Tribe Hotel  
Phnom Penh

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 Keodavine.sok@mytribehotel.com  
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 023 965 500





## Battambang

Classy Hotel  
& Spa

 <https://www.facebook.com/classyhotelspa/>  
 159 D Street 207, Battambang  
 sales@classyhotelspa.com  
 053 952 555

## Banteay Meanchey

Pyramid Hotel Spa  
& Restaurant

 <https://www.facebook.com/p/Pyramid-Hotel-Restaurant-Spa-100063749135509/>  
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## Siem Reap

Hotel Somadevi  
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## Organizer's Contact Information

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