



## Meet-the-Buyer Event

22 March 2018

Stena Nordic Recycling Center, Halmstad, Sweden

Join this opportunity to enter real business partnerships between cleantech SMEs and the established Scandinavian multinationals **Saint-Gobain Ecophon** and **Swerock**, and meet **Stena Recycling**, who are hosting the event. As a selected SME you are offered individual one-to-one meetings with key decision makers to pitch your company and products and discuss business partnerships that can fast-forward your company's growth. Please find below more information about each company.

The event is held at **Stena Nordic Recycling Center** in Halmstad, Sweden, one of the most modern recycling hubs in Europe, where 650,000 tonnes of raw materials are circulated each year using top-modern, innovative technologies. During the event, participants will be able to meet representatives from different business areas within Stena. As members of Re:source, a major Swedish initiative within circular economy operated by RISE Research Institutes of Sweden, participants also will have opportunities to discuss collaboration with representatives of RISE (see <https://www.ri.se/en>).

Please express your interest in attending by e-mailing [register@cleantechinn.com](mailto:register@cleantechinn.com) describing briefly why you believe there is a fit between your company and the corporate buyers, alternatively contact your regional Scale-Up partner (see more info and contact details below).

### Agenda (preliminary):

Time:	Activity:
09:00 - 10:00	Registration and introduction
10:00 - 15:00	Individual meetings (20-30 min) Complementary workshops Facility tour at <b>Stena Nordic Recycling Center</b>
15:00 - 16:00	Round-up and conclusions



## Saint-Gobain Ecophon

### About Ecophon

Ecophon is part of the global Saint-Gobain Group and develops, manufactures and markets acoustic products and systems, primarily acoustic ceilings and wall panels made of glass wool, to create the best possible room acoustics for indoor environments. Ecophon has 750 employees and yearly sales of 200 MEUR in 44 countries worldwide. The head office is outside Helsingborg, Sweden. See more: <http://www.ecophon.com>.

### Strategic objectives

Ecophon has set up high standards regarding sustainability efforts and has very ambitious goals in reducing the environmental impact of their products. One such initiative is in a major recycling project, to develop new products and services with a potential for worldwide rollout. The target is that in the coming years the majority of their acoustic panels installed today would be able to be recycled the end of their life. "Cradle to grave" will thus become "cradle to cradle" – new products will be made from old ones. See more about Ecophon's sustainability efforts: <http://bit.ly/2AlsNTN>.

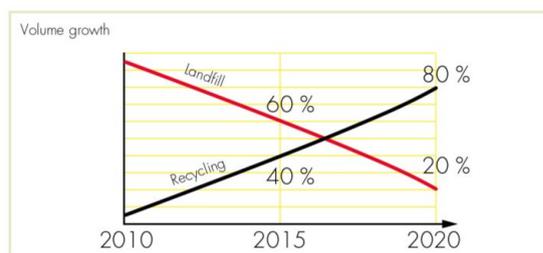


### Areas of interest

For this event, Saint-Gobain Ecophon is primarily looking for commercial SME companies with innovative offerings in the following areas;

- Innovations in creating **new products from base materials** in Ecophon's acoustic panels (primarily glass wool, binder agents and installation systems).
- Innovative **logistics systems** for collecting, sorting and quality assessment of recycled products.
- Innovative solutions within **production technologies** to handle recycled materials.
- Other innovations within the recycling area that can add value to Ecophon's initiatives.

Saint-Gobain Ecophon is represented by Research Director Ola Karlsson.





## Swerock

### About Swerock

Swerock AB is part of Peab AB, one of the Nordic region's leading construction and civil engineering companies. Peab has about 15,000 employees and net sales of EUR 5 billion.

Swerock's business includes production of aggregates, concrete and asphalt, as well as the recycling of waste and excess materials, residue and bi-products from building and construction projects and from various industrial processes. Services are also offered within, for example, soil remediation and water treatment. See more at: [www.swerock.se](http://www.swerock.se) (Swedish) and [www.peab.com](http://www.peab.com).

### Strategic objectives

With high environmental ambitions and with an operation that comprises the complete material chain from raw materials to recycling, Swerock has set the goal to have the final products containing at least 50% recycled input materials. These are defined as input materials not sourced through mining or extraction, nor resulting from new production, with the original purpose of being part of the final product. Examples of recycled inputs that are currently used to various extent are: asphalt granulates in new asphalt, fly ash or slag replacing cement in concrete production, aggregates from e.g. tunneling or crushed concrete used as ballast in asphalt or concrete production, as filling materials, or as subbase in road construction.



### Areas of interest

For the Scale-Up matchmaking event, Swerock is looking for innovative companies to identify new partnerships, ideas, technologies or methodologies, as well as other alternative or recycled input materials, that can help Swerock to reach the goal for material efficiency in their final products in an environmentally secured and resource effective way. Swerock is primarily looking for SMEs with solutions in the following areas:

- **Soil decontamination on-site** - methods and technologies for heavy metals and organic global pollutants such as PFOS and PCB. Risk analysis of soil contamination.
- **Water treatment solutions** - robust technologies for groundwater remediation techniques; mobile solutions are of special interest.
- **Recycled building materials** - for example using by-products from other processes as coarse aggregates or binder materials in cement.

Swerock is represented by Kent Jansson and Thomas Fägerman at the Recycling unit within Swerock.





## Stena Recycling



### About Stena Recycling

Stena Recycling is part of the Stena Metall Group, one of Europe's leading recycling companies. Stena Metall provides society with necessary raw materials, steel products and marine fuels, recycling five million tonnes of waste each year. Operations also include production of aluminum from recycled material, the supply of steel products and components, financial operations and international trading in steel, ferrous and non-ferrous metals and oil.

Stena Metall's head office is located in Gothenburg, Sweden. With yearly revenues of 2.5 billion EUR and more than 3,000 employees, Stena Metall conducts operations in eight business areas in more than 250 locations in 13 countries.

See more information about Stena Metall and Stena Recycling at <http://www.stenamettall.com> and <http://www.stenarecycling.com>.



### Stena Nordic Recycling Center in Halmstad, Sweden

At the recently inaugurated Stena Nordic Recycling Center, Stena has implemented modern automated recycling processes to recycle difficult waste materials from cars and other complex products that were previously sent to landfill sites. This means that car recycling can achieve the 95 percent target which the EU has set for European vehicle manufacturers.

At the Stena Nordic Recycling Center, industrial waste, cars and electronics from throughout society is processed and refined. By the time it has passed through the entire recycling process, we have around 30 different grades of material. With this technology, raw materials can be delivered directly to smelters, foundries and other manufacturers, in Sweden and around the world, where the material can live on in new products.

See more information at <https://youtu.be/soZmaPyZaGo> and <http://www.stenarecycling.com/about-stena-recycling/stena-nordic-recycling-center/>.

Representatives from Stena Recycling will be co-ordinated by Mats Tarring, Head of New Ventures.





## Scale-Up partners

This Meet-the-Buyer Event is an exclusive invitation for companies associated with the partner organisations in the North Sea region. Cleantech member organisations have joined forces in the Interreg Scale-Up project to enable cross-border business contacts between SMEs with green solutions and established large cap companies. The overall aim is to facilitate for innovative cleantech companies to move from start-up to scale-up. Consultants at the member organisations help participants prepare the meetings and support them through the business process.

## Contact

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