

WATERVENT

12th Edition



Regensburg
November 30th, 2017

KRONES AG
Böhmerwaldstr. 5, 93073 Neutraubling
Germany



WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Invest in Bavaria

Participant:

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Invest in Bavaria

Katrin Beck



Invest in Bavaria – The Business Promotion Agency of the State of Bavaria

Since 1999, Invest in Bavaria assists companies from Germany and abroad to set up or expand business operations in Bavaria. Invest in Bavaria provides customized information, helps to find the ideal location in Bavaria and identifies and connects with the key contacts required for project implementation: government agencies and associations as well as relevant local networks and partners. Invest in Bavaria is supported by the worldwide network of 25 Bavarian overseas representative offices, notably in the United States, Japan, China and India.

The services offered by Invest in Bavaria are free of charge and all inquiries are, of course, treated confidentially.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Bavarian Cluster of Environmental
Technologies

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www.umweltcluster.net

Bavarian Cluster of Environmental Technologies

Alfred Mayr



- 2000-2011: verschiedene Geschäftsführerfunktionen bei einem internationalen Mobilitätsdienstleister und Leiter von strategischen Geschäftseinheiten
- 2006 – 2011: zusätzlich Chairman eines europäischen Committees
- 2011-2015: Geschäftsführer NPO
- Seit 2016: Geschäftsführer Umweltcluster Bayern
- Dipl.-Kfm. (Univ.)
- Diverse Auslandstätigkeiten (z.B. Belgien, Griechenland, Italien, Spanien) im Bereich Automotive und Medical

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG
Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

KIC KRONES Internationale
Cooperationsgesellschaft mbH

Participant:

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**KIC KRONES Internationale
Cooperationsgesellschaft mbH
Dr. Bernhard Unrecht**



Operating Supplies for water treatment equipment.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Via Marina

Participant:

Felix Bogliolo

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Via Marina Felix Bogliolo



Transportation of water in large quantities and over long distances by underwater pipeline; fresh water taken at the mouth of a river or from outfall of large coastal cities wastewater treatment plants; main beneficiary agriculture; directed towards socioeconomic development and fighting emigration by increasing irrigation; ensuring food security

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Sky H2O

Participant:

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Sky H2O

Alexander von Welczeck



Sky H2O, Inc. is creating a new Infrastructure Project Investment Class by scaling, innovating, and advancing industrial Atmospheric Water Generation (“AWG”) technology, products, systems and projects. SkyH2O effectively combines up-stream (IP/technology + products) with down-stream (projects + financing) to most effectively provide communities, water districts and municipalities, and large commercial and industrial water users with fresh potable water. AWG is a disruptive solution and a new water resource, and in most locations is more effective than alternative water systems including desalination or reverse osmosis (“RO”), and is more environmentally friendly. SkyH2O’s utility-grade AWG can be deployed in a distributed manner, specifically where water is needed most, including at or near existing reservoir infrastructure enabling self-reliance and independence – “Water 4.0”.

Reason: SkyH2O seeks impact and strategic investors and partners to support accelerating business expansion Globally.

View: The World needs more and greater triple-bottom-line ... People, Plant & Profit ... Impact companies that are underpinned by solid sustainability resource technologies.

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Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Bluetector

Participant:

David Din

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Bluetector

David Din



Bluetector is active in the area of agritech and water treatment.

Bluetector focuses on the purely biological treatment of manure and biogas digestate. These wastewaters are extremely difficult and expensive to treat due to their high concentration of ammonia. Our solution works perfectly for these applications.

In a later, second phase, the Bluetector will also enter the market for municipal water treatment, where our bacteria can eliminate almost all sludge, thereby enabling serious cost savings.

Our proprietary bacteria give us a unique position in the market. It is mainly thanks to these bacteria that we are able to treat manure and digestate from biogas plants at very low costs.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Dust BioSolutions GmbH

Participant:

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Phone:

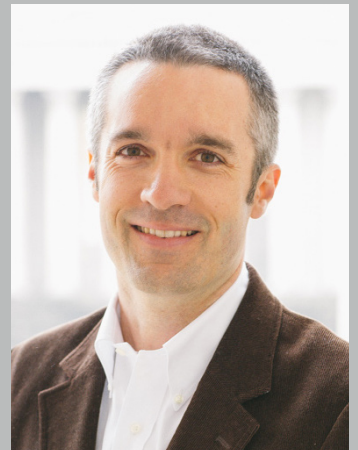
089339800510

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Dust BioSolutions GmbH

Martin Spitznagel



Dust BioSolutions applies biological binders in global and established industries to increase innovation, profitability and sustainability on a large scale. A first product controls dust in the mining industry cheaper and greener than current methods by turning sand into stone using a bacterial solution.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Susteen Technologies GmbH

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Susteen Technologies GmbH

Thorsten Hornung



Advanced technologies for conversion of organic residue to sustainable resources for energy, fuel, chemical, industrial and agricultural applications

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Waterscope International Inc.

Participant:

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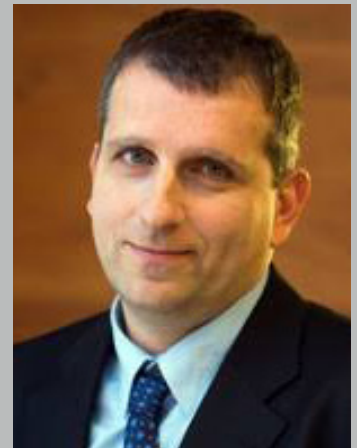
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Waterscope International Inc. Csaba Ilcsik



Real time. Remote. Visual

In order to comply to various water monitoring legislation and local regulations, laboratories need to use time and skill-consuming, microscopic water analysis procedures. Based on state of the art holographic technology, WaterScope has the potential to greatly facilitate this cumbersome process. WaterScope is an on-line, automated, flow-through device which operates with volumetric imaging for microbiological monitoring. The system is capable of detecting, calculating and classifying aquatic microorganisms.

WaterScope offers an innovative solution which provides large amount of data to the local as well as remote users. Continuous real time monitoring allows for a rapid intervention in the event of an anomaly within the production environment such as a filter failure in water production, sudden algae bloom near an aquaculture site, or a mass algae destruction in the event of a water reservoir poisoning. Bottom line: WaterScope increases operational effectiveness and health security.

Waterscope - Your first line of defense in water security

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

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Tradom The SDGs Company

Ash Domah



- Investors Consultants Government agencies NGO Ecopreneurs
- Desalination, Rainwater harvesting, Water from air, Groundwater, Surface water
- Demand-driven distribution, Distributed networks
- Grey water reuse/ recycling, Irrigation, Produced water, Green buildings, Household sanitation
- Advanced membranes, Disinfection/ Contaminant Removal, Distributed/ decentralized
- Sludge management, Carbon impact, Sewage/drainage systems
- Real-time monitoring & management, Smart metering
- Leak detection



WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG
Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Krones AG

Participant:

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Krones AG
Stefan Hoeller



Head of Productmangement Softdrink Dairy Water.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company: MICRODYN-NADIR GmbH

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MICRODYN-NADIR GmbH

Walter Lampartner



MICRODYN-NADIR offers a comprehensive spectrum of membrane filtration solutions over a complete range of microfiltration, ultrafiltration, nanofiltration and reverse osmosis products and systems. Membrane technology – as a modern and innovative technology – has advanced significantly in the last few years and has established itself to the benefit of many different sectors.

During the last 50 years, MICRODYN-NADIR has gathered its customers' trust with hard work and innovative membrane products like our BIO-CEL® module for wastewater treatment as well as with superior quality Membrane Bioreactor (MBR) technologies, like our BIO-CEL® MCP (Mechanical Cleaning Process). Moreover, MICRODYN-NADIR is a well-known and successful manufacturer of durable modules for industrial applications in markets, such as the Food & Beverage, Pharmaceutical and Chemical Industry.

Particularly in the Food Industry, extremely high requirements with regards to the manufacturing process and resulting certifications are key components of the MICRODYN-NADIR product offering. Professional quality management at MICRODYN-NADIR, working closely with our R&D and experienced production staff in order to deliver the perfect membrane for any application, is the only way to meet and address those growing demands and stringent obligations.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Silververtex aqua GmbH

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Silververtex aqua GmbH

Birgit Dürsch



Silververtex aqua GmbH is represented by the managing partner Mrs. Birgit Dürsch. The Company produces and distributes an innovative and uncomplicated system for the permanent preservation of water in many fields of application.

silververtex® is an internationally patented, three-dimensional textile mesh made from polyester fibres and silver-coated polyamide thread. This effective method of conserving water was originally designed for use in mobile and stationary water tanks. However, the silververtex®-system is now increasingly applied in the industrial water sector.

Many companies in the steel, paper chemicals and food industries, as well as in the medical sector are already saving time and money by using the silververtex®-system to keep cooling water circuits and sealing water systems clean.

The silververtex®-system has also proven its effectiveness in the microbial decontamination and sustained protection against contamination of drinking water, industrial water, process water, cooling water, pool water and treated sewage, as well as of aqueous fluids such as oil-in-water and water-in-oil emulsions.

The silververtex®-system requires no additional materials or technology and does not rely on biocides, which are harmful to human health. So silververtex® is not only economical but also has an important role to play in industrial environmental management or keep drinking water clean for a long time.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company: Watering Pipe Ltd.

Participant: Mr Kerry Frost

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Watering Pipe Ltd.

Mr Kerry Frost



Water technology invention and manufacturing company.
Two major solutions in Water available.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Planet

Participant:

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Planet

Alessandro Villa



We regenerate soil to produce fruits and superfood.

We provide a nature-inspired low-cost technology platform to regenerate degraded land.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

nalCon UGh

Participant:

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nalCon UGh

Jutta Beckendorf



Unique Solutions for Heating, Cooling and Airconditioning, Energy Conversion, Storage and Water Treatment.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

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newlisi spa

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newlisi spa

Antonio Capristo



Owner a revolutionary technology able to eliminate 70% of sludge and increase biogas +40% in a very easy an cheap way.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

RT-ROEMER Technology Int. UG

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RT-ROEMER Technology Int. UG

Dr. Maren Ernst



Invention, Planning and Construction of Drinking and Process Water Treatment Systems , more than 10 patents for Electrolysis Disinfection.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

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Company:

CUBO Environmental Technologies

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CUBO Environmental Technologies

Rui Brás Gomes

Containerized treatment units for drinking water and wastewater.



WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

German Water Partnership

Participant:

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German Water Partnership

Dieter Ernst



German Water
Partnership

The German Water Partnership is a joint initiative of the German private and public sectors, combining commercial enterprises, government and non-government organisations, scientific institutions and water-related associations. The network is supported by five federal ministries. Its head office in Berlin collects and coordinates information about innovations, activities and services of its members.

Reason: water vent provides a unique chance of linking ideas and visions regarding various aspects for the water sector.

View: we are living in a time of change and innovation, so resource efficiency and the objective of zero resource consumption is vitally important.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Waterpreneurs

Participant:

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Waterpreneurs

Nicolas Lorne



Waterpreneurs supports the scaling-up of impact investments financing the growth of local water entrepreneurs who are:

- creating greater access to safe affordable water and sanitation for low income populations
- complying with the human rights to water.

Reason: The success of the event „Innovate 4 Water „ which we co-organized with WaterVent in June 2017 at the UN World Intellectual Property Organisation in Geneva.

View: Scaling-up the use and the financing of these technologies is urgently needed.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

WIPO (World Intellectual Property Organization)

Participant:

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WIPO

Anatole Krattiger



WIPO GREEN is an interactive marketplace that promotes innovation and diffusion of green technologies. It does this by connecting technology and service providers with those seeking innovative solutions.

Reason: Use the intellectual property system to catalyze innovation, technology transfer and technology diffusion.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Episome Biotechnologies

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Episome Biotechnologies

Murat Bahadir KILINC



Episome Biotechnologies is a biotechnology company that was founded as a research&development laboratory. Episome Biotech focuses on industrial enzyme technologies. We aim to provide sustainable and environment friendly products for biogas, textile, leather, paper, starch, detergent, rubber and biofuel industries.

MICROBLOOM TECH™

Executive Summary

MicroBloom Tech cultivates & harvests microalgae to extract valuable compounds on a commercial scale for human and animal nutrition application.

Business Status

Startup, Product Development

Industry

Life Sciences, Blue Biotechnology (Industrial), Clean Tech

Problem

Increase in awareness from the customers about the ill effects of artificial colors in food and beverages, food and beverages industry is looking for alternative natural source of food colors especially from plants and microorganisms. Natural Blue is one of the primary colors, and is difficult to master as there are very limited natural sources that are acceptable by food regulatory bodies.

Solution

Phycocyanin is a blue pigment extracted from microalgae Spirulina, and the only blue pigment produced naturally and approved by all major food regulatory bodies in US, Europe, Japan and South Korea as food color or functional ingredient. We have the technology, know how to cultivate spirulina and extract the food grade Phycocyanin in commercial quantities.

Team

Srinivas Karuturi - Post Graduate, Business Administration from Indo-German Chamber of Commerce, Bachelors in Biotechnology. 12 years of experience in project management roles with companies like Daimler, Deutsche Bank, & Komet AG. Competent in handling project management, international projects, process & quality management systems, team management, financial controlling & budgeting.

Vijayan K - Post Graduate, Business Management, 18 years of experience working with multinational companies and Indian Armed Forces (Lieutenant Commander Engineering). Expertise over the years in the field of Facilities & infrastructure commissioning and Operations, Management, & Vendor Management.

Dr. Mayakkannan Gopal, CTO - PhD in Phycology, strong background & expertise in microalgae strain selection & improvements, media engineering, culture build up from start to commercial scales. Designed, cultivated microalgae in open-pond and closed photo bioreactors internationally. Currently working as international algal consulting scientist in University of Malaya. Worked as a CTO at Algaetech International Sdn Bhd, Malaysia. Developed commercial production of high value added microalgae (Haematococcus, Spirulina, Nannochloropsis, Dunaliella and Chlorella) more than the volume of 500,000L both in open and closed cultivation system.

Market

As per Future Market Insights, global natural food colors market is valued at EUR 1.3 Billion in 2016. North America & Western Europe largest markets with revenue share of 60% in 2016. Increasing use of natural food color by the food processing industry is driving growth of the market. Market size of Phycocyanin was EUR 90 Million in 2016, anticipated to grow at 5% CAGR with total addressable market size of EUR 120 Million by 2022. MicroBloom Tech expects to have a revenue of EUR 6 Million by 2020 and scalable to achieve a market size of EUR 25 Million by 2023 with periodic investment and improving process efficiency to raise production capacity.

Business Model

B2B model, positioned as ingredients supplier. Revenue is from sales of the product with a long term supply contracts, mainly with the food and beverages companies and distributors.

Competition

The major competition is from Parry Nutraceuticals and DIC – Earthrise servicing the 75% market volume demand. This industry needs high capex and other favorable conditions like access to large quantities of low cost water, electricity, manpower and large land parcels to set up or expand. These are the main entry and growth barriers.

Strategy

Major sales is driven through distributors located in Western Europe and USA, along with direct sales. Marketing manager is hired to oversee these tasks and will be based out of Europe or USA. MicroBloom Tech is headquartered in Germany, with an 100% subsidiary in India. This structure is designed to seek the advantage of both locations. Germany provides the access to market & investors and India, an ideal location to grow microalgae in commercial scale with low cost inputs.

Financials

Pre-revenue and currently bootstrapped. EUR 23K grant from Baden Württemberg Economy ministry. Applied for a grant of EUR 70K from Government of India. Seeking investment size of EUR 3,5 Million in equity to develop the plant, to execute the project in 2018 and product rollout in first quarter of 2019.

MicroBloom Tech UG
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WaterVent Profiles

Regensburg, November 30th, 2017

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GD German Desalination GmbH
Norbert Lehmann



Decentralized Raw-Liquid Treatment, LT-MED

A large, light blue wavy graphic that spans the width of the page at the bottom, starting from the left edge and ending at the right edge, with a smooth, undulating shape.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

Irriport e.K.

Participant:

Parssa Razavi

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Irriport e.K. Parssa Razavi



Ein Unternehmen für die Planung und Realisierung von effizienten Wasser-versorgungs- bzw. Bewässerungssystemen für den Agrarsektor.

Ein Unternehmen mit technischem Knowhow zur Realisierung maß-geschneiderter Bewässerungsmanagementsysteme, die eine gerechte und effektive Wasserverteilung für gemeinschaftliche landwirtschaftliche Projekte dauerhaft sicherstellt.

Ein Unternehmen, das seine Kunden über die Projektentwicklung und Projektrealisierung bis hin zur erfolgreichen ersten Anwendung beim Einsatz einer hocheffizienten Anlage begleitet.

Ein Unternehmen, das für die landwirtschaftliche Produktion einen integrierten Ansatz zur Lösung der anstehenden Bewässerungsprobleme liefert. Unser Können besteht nicht nur darin mit Hilfe exakt auf einander abgestimmter hydraulischer und automationstechnischer Komponenten sehr effektive und dauerhaft effizient arbeitende komplexe Bewässerungssysteme zu realisieren. Bei Irriport finden die aktuellen pflanzenbaulichen Erkenntnisse, insbesondere der Pflanzenernährung genauso Berücksichtigung wie bodenkundliche, topographische und klimatische regionale Gegebenheiten. Und bei Irriport ist man davon überzeugt, dass nur mit einem solchen Ansatz sich die großen Herausforderungen auf dem Gebiet der Wasserversorgung für die Landwirtschaft sowohl ökonomisch vertretbar, als auch mit nachhaltiger Wirkung im ökologischen Kontext bewältigen lassen.

Ein Unternehmen, das sich jetzt verändert. Aufgrund des rasanten Wachstums von Irriport wird es erforderlich, die Geschäftsfelder neu zu koordinieren.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

Böhmerwaldstr. 5 | 93073 Neutraubling | Germany

Company:

ILK Dresden gGmbH
in coop with nalCon UGh

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ILK Dresden gGmbH in coop with nalCon UGh Dr. Mathias Safarik

ILK Dresden 

Institut für Luft- und Kältetechnik
gemeinnützige Gesellschaft mbH

Institut für Luft- und Kältetechnik (Institute of Air Handling and Refrigeration) - is your competent partner for research and development tasks in the fields of air handling and refrigeration technologies and their applications. Our strength consists in the wide range of our research fields and technologies as well as in their mutual integration.

We pursue practical research, development and technology transfer to be directly applied by companies and society. For this purpose, we use the latest in procedures and methods in applied research and development.

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Regensburg, November 30th, 2017

KRONES AG

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CleanTech Capital

Matthias Retter



CleanTech Capital is an international corporate & project finance and mergers & acquisitions firm for clean (water) technologies and renewable energies with offices in Europe, North America and South America. We give advice and offer hands-on business development and transaction execution services to listed and private companies, international and domestic utilities, entrepreneurs and institutional investors.

Reason: We grow green and blue business.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG
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TCF Partners

William Bulthuis



TCF Partners invests capital, experience and creativity to turn early stage ventures in the energy & environmental sector into de-risked, scalable investment opportunities. TCF has a long-term perspective, building and maintaining attractive portfolios for sustainable investors. We operate from Amsterdam, London and Munich.

WaterVent Profiles

Regensburg, November 30th, 2017

KRONES AG

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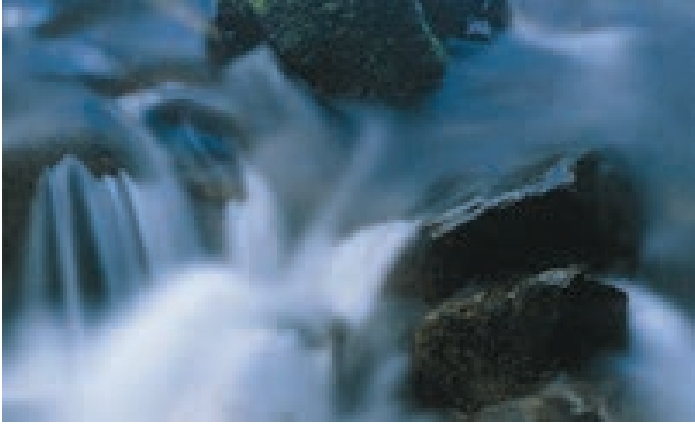
Since 2007 ORCA Consulting Group GmbH has initiated and assisted in managing the SKi-on water portfolio. Among others we have been advising on the investments or acquisitions of Paques, EnviroChemie, Miranda, Eliquo, Hydrok. During the last 10 years we have built a portfolio with a turnover above 500 million Euro.

Reason: Since 1994 Jörg has been successfully advising on the initiation and completion of strategic transactions and investments.

He studied law in Germany and the U.K., specializing on „international law“. 1998 he completed his business studies at Krannert Business School (Purdue - USA) and Ecole Supérieure de Commerce (Rouen - France) with an MBA degree.

In 2004 Jörg founded ORCA Consulting Group. Since then his clients include medium-sized companies (SMEs), family offices, private equity or venture capital funds who appreciate his views on the formation and execution of their growth strategies. Due to his international contacts, he can advise also on cross-border transactions.

Since 2007 he has built an investment portfolio for the SKion family office in the water/ waste water sector. His activities for this client comprise of the design of the right investment strategy, the search for target companies with the best fit, structuring and closing the transactions, and managing the investment portfolio.



Products – Solutions – Service
Global Presence



The KRONES Group, headquartered in Neutraubling, Germany, plans, develops and manufactures machines and complete lines for the fields of process, filling and packaging technology. Its product portfolio is rounded off by information technology, factory planning and products from KRONES' subsidiaries as intralogistics, valve production etc.

Filling and packaging technology – KRONES is the market leader

Systems for filling and packaging operations in the food and beverage industries can only be cost-efficiently successful if they take due account of all the situational conditions applying and ensure purposeful interaction of all the individual units involved: as the market leader, we take these requirements fully on board in the shape of a complete-coverage product portfolio. The comprehensive range of kit offered by KRONES as a holistic system vendor means you can enjoy the benefits of all the technologies used in beverage production, filling and packaging. An advantage that in daily operations assures fast communication on the same level.

Being the market leader means continually providing the appropriate technology for each and every output range. As a can-do partner for users of filling and packaging technology, we also attach major importance to quality, resource-economy and system expansion options.

Water preparation for your product with character

Carbonated or non-carbonated, hot or chilled – regardless of how versatile our taste is for water, the demands for the basic elements of your product are just as versatile. With the Hydronomic water treatment systems, KRONES provides an individual programme for careful treatment of your untreated water. Regardless if handling brewing or process water or raw material for soft drinks, juice or tea: With the KRONES process technology, you will give your water exactly the character which will meet the requirements of your product and customers.

At a glance

- It operates with a water treatment process which is tailored exactly to your requirements
- It prepares between 5 and 120 m³ of water per hour – optionally with a variable production quantity
- Minimised waste water thanks to its sophisticated technology
- Best possible access for operators and service personnel
- Minimised cleaning chemicals due to the stainless steel construction which can be sanitised completely with hot water
- It can be expanded thanks to modular design

