

Company profiles

Energy business trip of German companies

Green Industry and Sustainable Solutions for Renewable Energy and Heat

Thessaloniki, 13.05.2025



Organization:

The German-Hellenic Chamber of Industry and Commerce
in the framework of an initiative of the
Federal Ministry for Economic Affairs and Climate Action (BMWK)

Protarget AG

Protarget combines scientific and engineering excellence to support the industrial transition toward clean energy. Guided by core values such as energy security, independence, cost stability, and CO₂ reduction, the company delivers sustainable, future-ready energy solutions. As the global energy landscape shifts, Protarget stands as a reliable partner—bridging the gap when fossil fuels are no longer viable and empowering manufacturers to act, not just plan.



For more information, visit <https://protarget-ag.com/>.

Products and Services:

- Engineering systems
- Energy storage Solar cooling
- Solar thermal energy
- CSP

Competitive Advantage (USP):

- Systems supply industrial operations with process heat in the 60-420o C range.
- The systems are designed for industrial use in climatically demanding regions (e.g. deserts) with a lifetime of 25 years or more.
- Thanks to the modular design and industrially manufactured components, your systems produce process heat significantly cheaper compared to conventional, fossil-based energy

Market Strategy:

- Establishment of a local partner
- Serving the domestic market Distribution cooperation

Target Industry Sector:

- Contracts
- Construction
- Installation/assembly
- Supplier industry
- Food and beverage industry

Ideal Business Partners:

- Food and beverage industry, dairies, breweries, wine producers (cooking, pasteurization, sterilization, drying)
- Consumer goods industry, washing powder, soap, paper production (distillation, melting, colouring, bleaching, pressing, curing)
- Tourism industry, laundries and hotels
- Surface and heat treatment (heating in baths, drying, degreasing, degreasing, nitriding, phosphating)
- Production of mechanical components (subsequent surface and coating processes)

More information about the company can be found [here](#)



Schniewindt GmbH & Co. KG

Schniewindt, founded in 1829 and family-run for six generations, is a leading German manufacturer of electrical heating systems, power resistors, and energy measurement solutions. With a legacy rooted in innovation—beginning with the invention of the "Schniewindt grid" in 1902—the company combines tradition with cutting-edge technology.

From its headquarters in Neuenrade and with a global network of partners, Schniewindt develops custom solutions for industrial applications, including hazardous environments and advanced energy systems like HVDC and FACTS. With around 200 employees worldwide, the company is committed to engineering durability, efficiency, and sustainability—delivering products designed for long service lives and minimal environmental impact.

For more information, visit <https://schniewindt.de/en/>.



Products and Services:

- Engineered electric heating systems from 1kW up to 10-30MW
- Thermal energy storage
- Power-to-Heat systems
- Industrial electric heating technology (e.g., immersion heaters, flange heaters, air heaters, flow heaters)
- (No solar cooling, solar thermal energy, or CSP systems are part of the portfolio)

Competitive Advantage (USP):

- Custom-made solutions tailored to individual customer heating processes
- Robust and long-lasting heating systems suitable for industrial use
- Innovative solution approaches, developed with over 100 years of experience (since 1902)
- Strong expertise in explosion-proof applications and sector-specific certifications (e.g., ship classification)

Market Strategy:

- Serving the domestic market (based in Germany, long-established)
- Establishment of strong local partners (e.g., via representation in countries like Netherlands, Canada, Norway)
- Distribution cooperation through trading partners
- Planned expansion in Sweden, Finland, France

Target Industry Sector:

- Process Industry (Chemical, Oil & Gas, Petrochemical etc.)
- Energy/ Renewables/ District Heating (Project development)
- Industrial customers requiring electrification of process heat, including explosion-proof applications
- Marine industry

Ideal Business Partners:

- Partners with a strong access to the above target industry sectors
 - Food and beverage industry (implied via industrial process heating)
 - Consumer goods industries (e.g., plastics, chemicals, pharmaceuticals – see product relevance)
 - Industries with process heat demand (e.g., surface treatment, metal processing, marine sector)
 - Operators/end users requiring electrification of thermal processes

More information about the company can be found [here](#)

e-flox GmbH

e-flox GmbH specializes in advanced combustion technology for gases that are difficult or impossible to utilize thermally in conventional systems. With innovative solutions tailored to complex gas compositions, e-flox enables efficient and reliable energy recovery from challenging gas streams—contributing to both resource efficiency and environmental protection. The company stands at the forefront of industrial decarbonization, offering technologies that bridge the gap between waste gas treatment and sustainable energy use.



For more information visit <http://e-flox.de>.

Products and Services:

- Engineering systems (design and construction of combustion systems and reformers)
- Combustion systems for residual gases from biogas and landfill gas upgrading
- Compact modular reformer plants for producing high-purity hydrogen from biogas

Competitive Advantage (USP):

- Uses flameless oxidation technology, enabling combustion of fuels that are difficult to handle with conventional systems
- Only supplier on the market for compact, modular, turnkey reformer units for hydrogen production from biogas
- Offers solutions for challenging gas compositions that competitors cannot process
- Specialized in high-efficiency, decentralized energy systems

Market Strategy

- Cooperation with local partners
 - Selling our plants
 - Manufacturing part of the plants
 - Mounting and servicing our plants
 - Integrating our plants in their overall systems (biochar or biogas companies)
- Target markets: Netherlands, Poland, Greece, Canada
- Goal: Export share expected to rise to 50–80%, depending on product type (currently 40% in biochar systems)

Target Industry Sector:

- Project development
- Installation / Assembly
- System operation (e.g., biogas and landfill gas plants)
- Component manufacturing

Ideal Business Partners:

- Sales and service partners with experience in biogas plants and interest in gas upgrading technology
- Biochar producers looking to integrate high-end combustion solutions
- Municipal utilities / network operators, especially those with access to communal biogas plants
- Landfill gas plant operators, especially those dealing with low gas quality or seeking gas upgrading solutions



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More information about the company can be found [here](#)



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ÖKOBiT GmbH

OEKOBIT is a leading, owner-managed manufacturer of biogas and biomethane plants, with over 250 completed projects in Germany and abroad. The company develops technically advanced, substrate-flexible systems tailored to individual site conditions.

With a strong capital base and a team of experienced engineers, economists, and environmental experts, OEKOBIT offers end-to-end solutions—from consulting and planning to permitting and turnkey construction—delivering efficient, sustainable energy concepts using proven, flexible technologies.



For more information visit <https://www.oekobit-biogas.com/en/>.

Products and Services:

- Engineering systems
- Biogas and biomethane plant design and construction
- Fabrication of individual plant components
- Maintenance, repair, and servicing of biogas systems
- Operation support for biogas and biomethane plants

Competitive Advantage (USP):

- Development and construction of technically intelligent, substrate-flexible biogas and biomethane plants
- Systems are customized to the individual site conditions and requirements of each client

Market Strategy:

- Cooperation with local partners
- Sales/distribution partnerships

Target Industry Sector:

- Contracting
- Project development
- End customers (industry / agriculture)
- Investors
- Developers

Ideal Business Partners:

- Regional project partners for planning, permitting, or construction
- Public/private institutions supporting energy transition in biogas sectors

More information about the company can be found [here](#)

agriportance GmbH

agriportance GmbH is a B2B SaaS start-up specializing in digital solutions for the biomethane sector. The company offers a powerful software platform designed to simplify and streamline key processes across the biomethane value chain.

In addition to its core technology, agriportance provides expert services including biomethane and LCO₂ brokerage, GHG (greenhouse gas) accounting, mass balance management, and educational formats such as webinars and seminars. The company also supports businesses in achieving sustainability certifications in accordance with REDcert-EU or ISCC-EU standards. With its combination of digital innovation and industry know-how, agriportance helps accelerate the transition to a transparent, efficient, and sustainable biomethane market.

agriportance.

For more information visit <https://agriportance.com/en/>.

Products and Services:

- Brokerage services between producers and buyers of biomethane and LCO₂
- Preparation of greenhouse gas (GHG) balances, mass balances, and profitability calculations
- Workshops and seminars on renewable energy topics
- Proprietary software solution for sustainability certification of biogas plants

Competitive Advantage (USP):

- Unique combination of an innovative service portfolio and award-winning proprietary software
- Transparent and efficient brokerage services in the biomethane market

Market Strategy:

- No physical branch establishment; services are provided from the German headquarters
- Emphasis on markets with expected growth in biomethane production

Target Industry Sector:

- Consulting
- Installation / Assembly
- Supplier industry
- Project development
- Biogas plant operation
- Planning & certification services

Ideal Business Partners:

- Companies requiring GHG certifications or sustainability assessments
- Institutions and regulatory bodies in the environmental and energy policy sectors
- Service providers supporting software integration for energy and certification data
- Local sales or consulting partners for CO₂ reduction and renewable energy services

More information about the company can be found [here](#)

IBC Solar AG

IBC Solar AG, based in Bad Staffelstein, is a leading company in the field of off-grid solar power systems, private garage PV systems and large solar parks. As a global energy solutions provider, we are shaping the future of energy supply together with our customers and partners. IBC Solar markets modules and components of renowned manufacturers and also distributes its own product line through domestic retail partners. While a big part of its business is generated through a network of local installation partners, the company also specializes in the planning and implementation of photovoltaic systems for large commercial clients, as well as subsequent monitoring of the systems.



For more information visit <https://www.ibc-solar.gr/etaireia/schetika-me-mas/>

Product/Services:

- Modules and Inverters
- Storage / Batteries
- Mounting systems
- Cables,
- Brackets
- Electromobility
- Planning Software

Unique Selling Points (USP):

- System house
- Own planning software
- Distribution and project business
- Close collaboration with Fraunhofer (<https://www.fraunhofer.de/en.html>) + Sunlab quality laboratory (<https://www.sun-lab.com/en/your-professional-pv-testing-laboratory/>)
- Own products: Cables, brackets
- Direct contacts / contact persons in various languages

Market Entry Strategy:

- Establish a branch or subsidiary
- Co-operation with local partner or Joint venture
- Serving the domestic market
- Distribution partnership

Interest in partners from the sectors:

- Consulting
- Installation/Assembly
- Planning/Architecture
- Project development
- Plumbing companies

Looking for:

- PV installers
- Energy consultants
- Suppliers



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- Investors
- Project developers

More information about the company can be found [here](#)

Factor4Solutions GmbH

Factor4Solutions GmbH delivers an innovative software and hardware solution that optimizes the operation of cooling and heating providing systems.

With over 25 years of founder's expertise in refrigeration technology, the company focuses on system-wide efficiency rather than individual components—achieving energy, CO₂, and cost savings of 40%. Using machine learning and a modular approach based on digital twins in real time simulation to address the best system operation. Factor4Solutions enables smarter, more sustainable operation of multi-component cooling and heating systems, including thermal-driven sorption technologies.



For more information visit <https://www.factor4solutions.com/>.

Products and Services:

- System management solutions for cooling and heating systems
- Add-on automation technology for existing and new installations
- Energy consulting, metering solutions, and reporting
- Potential Analysis and engineering of operation cost optimized systems

Competitive Advantage (USP):

- System optimization focuses on overall system efficiency, not just individual components
- Open to all manufacturers, technologies, and applications
- Operates on-site, no cloud connection needed
- ROI within the first year in most cases
- Activation of thermal storages to operate situative as consumer and/or producer

Market Strategy:

- Cooperation with local partners
- Sales partnerships
- Expecting exports to dominate business by 2027

Target Industry Sector:

- Climatization (Offices, Venue Centers, Hotels, etc.)
- Production Cooling and Plant operation (especially multi-site users)
- Beverage industry
- Data-Centers / HealthCare-Centers

Ideal Business Partners:

- Plant operators / contractors open to pilot projects with scaling potential
- Installers and manufacturers of refrigeration systems looking for product enhancements
- Design engineers focused on sustainable, energy-efficient systems
- Pilot partners with monitoring-ready installations



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INTECUS

INTECUS Group is an independent engineering company with over 30 years of experience in waste management and environmental protection. Based in Dresden and Teltow, INTECUS advises municipalities, industries, and public institutions on technical and economic issues related to the circular economy. With projects in over 30 countries, the company combines scientific expertise with practical solutions for sustainable environmental management.



For more information visit <https://intecus.de/>.

Products and Services:

- Consultancy in the field of waste management and recycling activities
- Development of PV power plants, rooftop PV-installations and free space installations
- Development of landfill gas extraction projects and generation of electricity

Competitive Advantage (USP):

- Long term experience in the field of waste management and recycling with over 30 years
- Long term experience with PV-power plants with over 15 years
- Over 30 Megawatt of installation at commercial sites

Market Strategy:

- To find a local partner and potential project sites

Target Industry Sector:

- Waste management and recycling industry
- Municipalities, waste associations

Ideal Business Partners:

- Representatives from above mentioned stakeholders

More information about the company can be found [here](#)