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MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME

German-NZ Resilient Waters Conference

Strengthening Urban Water Systems Against Extreme Weather – German Insights for Aotearoa

Monday, 17 November 2025
11.30AM - 3.30PM



Repräsentanz der
Deutschen Wirtschaft
German- New Zealand
Chamber of Commerce Inc.



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FOREWORD

German-NZ Resilient Waters Conference Strengthening Urban Water Systems Against Extreme Weather – German Insights for Aotearoa

Welcome to our conference dedicated to strengthening the resilience and sustainability of our urban water systems. We are delighted to bring together German and New Zealand experts, industry leaders, and stakeholders to exchange knowledge and foster collaboration aimed at future-proofing our water infrastructure.

New Zealand, like many countries, faces increasing challenges from extreme weather events, ageing infrastructure, and growing urban demands. At the same time, Germany has extensive experience in integrated water management, smart infrastructure, and climate adaptation strategies. This event provides a unique platform to connect both countries, explore innovative technologies, and discuss practical approaches to strengthening water resilience.

Networking and Business Opportunities:

As part of a one-week delegation visit, participants will gain insights into the latest solutions for sustainable water management, digital monitoring, and infrastructure renewal. Through targeted B2B meetings, site visits, and expert discussions, attendees can connect directly with key stakeholders and explore practical pathways for collaboration. These engagements offer valuable opportunities to build partnerships that drive innovation and strengthen water security in New Zealand's cities.

Why Attend:

The Resilient Waters Conference showcases the strength of German–New Zealand collaboration in addressing shared water challenges. Join us to exchange ideas, build networks, and discover new perspectives on how we can make our urban water systems more sustainable, adaptable, and resilient.

We look forward to your active participation and the valuable connections and inspiration this event will generate.



A handwritten signature in black ink, appearing to read 'M. Surges'.

Monique Surges
Chief Executive Officer
German-New Zealand Chamber of Commerce Inc.

ABOUT THE GERMAN FOREIGN MARKET ENTRY PROGRAMME

This project, funded by the German Federal Ministry for Economic Affairs and Energy (BMWE), is part of the Market Entry Programme (MEP) designed to support German SMEs in accessing international markets.

The Foreign Market Entry Programme assists German small and medium-sized businesses during all stages of their export activities. Participating businesses receive widespread support from the initial stages of market exploration up to the making of actual business contacts, e.g., by providing first-hand market information, organising exploration trips and building networks.

Key element of this support is the personal assistance during preparation, implementation and follow-up of these measures to ensure that the business arrangements are of high quality and sustainable. This trade mission is also part of the Environmental Technologies Export Initiative and is administered as part of the Market Entry Programme for SMEs.

Programme Focus Areas

- Global future topics and megatrends with growing business potential for small and medium-sized enterprises
- Topics and countries offering increased market opportunities for trade and service companies
- Support with market entry for companies in traditional industries and sectors

Funded projects are tailored to the needs of the economy and are prepared specifically for certain topics and countries. By participating in projects, German companies gain market information on the target market and industry, can build and expand contact networks, meet potential business partners on-site during foreign trips, and learn about reference projects.

Benefits for Companies

- Access to first-hand market information
- Building networks and establishing contacts
- Meeting business partners on-site
- Increasing success in foreign trade/exports
- Exploring and entering new markets
- Saving time and costs



DELEGATION TRIP & B2B MEETINGS

Following this conference, the programme for the delegation will continue with B2B meetings, expert roundtables, and site visits in Wellington and Auckland from 17–21 November 2025.

These tailored sessions will connect the German companies directly with New Zealand stakeholders to exchange knowledge, explore collaboration, and identify concrete opportunities for partnership.

CONNECT BEYOND THE CONFERENCE

In-person meetings create stronger connections, foster trust, and open doors to new collaborations. They're the best way to explore opportunities beyond the conference. If travel isn't possible, virtual meetings are also available – ensuring you can still connect and collaborate.



Scan the QR code to request your meetings.



PARTICIPATING GERMAN COMPANIES

3S Antriebe GmbH – Smart Actuation



*Axel Sacharowitz, CEO | a.sacharowitz@3s-antriebe.de
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3S Antriebe GmbH, headquartered in Berlin, Germany, develops and manufactures innovative electric actuator systems specifically designed for buried valves in water, wastewater, gas, and district heating networks. In the English speaking world, the 3S products are sold under the brand “Smart Actuation”. The smart actuation product range includes stationary and mobile valve actuators. The stationary multi-turn actuators enable efficient, retrofittable automation of valves without the need for manholes or underground construction. And unique – without any cabling: The actuators can be supplied by rechargeable batteries and can communicate bidirectionally via mobile communication with the SCADA system directly. Sensors (e.g. flow, pressure, temperature) can be integrated in the system. The mobile maintenance device (“AIG”) is a powerful electric valve turning device. With every operation it is able to evaluate the condition of the valve by measuring torque and turns. Smart Actuation solutions help to enable smart, efficient and resilient distribution networks.

www.smart-actuation.com

Binder Group AG



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BINDER GROUP designs and manufactures equipment and systems for gas flow measurement, gas pressure and temperature control, biogas analysis, and aeration control for biological purification in wastewater treatment plants (WWTP). Our corporate slogan, “BETTER CONTROL. BETTER ENVIRONMENT.” underlines the use of all our products to conserve investment assets, improve processes safety and efficiency, and protect the environment while offering our customers the highest economic and performance value.

www.bindergroup.info

PARTICIPATING GERMAN COMPANIES

Christiani Wassertechnik GmbH – H&O Solutions



*Mike Dyer, Director H&O Solutions, New Zealand | mike@hosolutions.co.nz
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H&O Solutions is the New Zealand distributor for the Vulcan electronic anti-scale devices. Developed and manufactured in Germany by Christiani Wassertechnik GmbH (CWT), a Berlin-based pioneer in physical water treatment technologies with over 40 years of experience, Vulcan offers an eco-friendly solution to prevent limescale deposits and rust in piping systems and appliances.

The Vulcan-Impulse-Technology is based on the principle of physical water treatment, where special capacitive electronic impulses change the crystallization process of the liquid calcium, causing hard limescale to lose its adhesive power. This method effectively prevents limescale buildup and corrosion without the use of salt, chemicals, or magnets.

Vulcan systems are available for residential, commercial, and industrial applications, supporting pipe diameters of up to 1,000 mm (40 inches) and are compatible with all pipe materials. Manufactured in Germany and backed by a 25-year international warranty, Vulcan provides a sustainable and low-maintenance alternative for long-term water infrastructure protection.

www.cwt-vulcan.com

FLUIDTEC Flüssigkeitstechnologie



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FLUIDTEC Fluid Technology is a German-based company specializing in innovative solutions for liquid treatment and purification. With decades of expertise and a strong focus on quality, reliability, and sustainability, FLUIDTEC has established itself as a trusted partner in the field of drinking water treatment.

Our advanced systems are designed to ensure the highest standards of water purity and safety, combining state-of-the-art membrane technology, precision engineering, and robust process design. From municipal water supply and industrial applications to decentralized treatment systems, FLUIDTEC provides tailor-made solutions that deliver consistent performance and long-term efficiency.

By continuously investing in research and development, we drive technological progress in water purification – helping our customers meet increasing global demands for clean, safe, and sustainable drinking water. FLUIDTEC stands for German engineering excellence and a commitment to protecting one of the world's most valuable resources: water.

www.fluidtechnologie.com

PARTICIPATING GERMAN COMPANIES

SAMSON AG

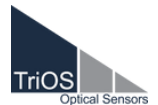


*Michael Calvert Managing Director | michael.calvert@samsongroup.com
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SAMSON Aktiengesellschaft offers a comprehensive range of high-performance control solutions for water and wastewater applications, focusing on sustainability, reliability, and precision. Their portfolio includes control valves, self-operated regulators, controllers, and sensors designed to meet the stringent requirements of drinking water and process water systems – such as resistance to corrosion, erosion, and high flow velocities. SAMSON's technologies are used in water extraction, treatment, and distribution, as well as in seawater desalination and systems combining solar power with water purification. Through its SED subsidiary, SAMSON also provides specialized components for reverse osmosis, cooling water systems, and ultrapure water production in industrial and pharmaceutical settings.

www.samsongroup.com

TriOS Mess- und Datentechnik GmbH



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TriOS manufactures optical sensors for process control in the water industry, environmental monitoring, energy, and maritime industry. TriOS is known for its high-precision instruments measuring e.g. hydrocarbons, nitrate, or algae in water. The company has a great production depth with all in house development and manufacturing. Using solar and geothermal energy, TriOS takes a serious approach on sustainability. The company has participated in international projects funded by organisations such as the World Bank and KfW, providing analytical solutions for clean drinking water, wastewater treatment, and at the interface of water and energy for e.g. water treatment in hydrogen production.

www.trios.de

PARTICIPATING GERMAN COMPANIES

Wilo Group



Shaun Dallas, Operations Manager | shaun.dallas@wilo.com
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Wilo Group is a global leader in pump and pump system solutions, offering a comprehensive portfolio tailored to every stage of the water cycle – from raw water intake and treatment to distribution and wastewater management. Their water treatment solutions include high-efficiency pumps designed for energy-efficient and reliable operation in drinking water purification processes. These systems support filtration, disinfection, and pressure boosting, and are adaptable via frequency converters to meet specific operational demands. Wilo also provides intelligent control and monitoring systems that optimize energy use. Their technologies are widely used in municipal and industrial water infrastructure projects, offering long service life, low operating costs, and compliance with international water safety standards.

www.wilo.com

MODERATOR



Campbell Barry

Former Mayor of Lower Hutt | Vice President, Local Government New Zealand (LGNZ) (2023–2025) | Chair of the Wellington Water Committee

Campbell recently completed two terms as Mayor of Lower Hutt, becoming NZ's youngest city Mayor in 2019. With 15 years in local government, he's led major infrastructure initiatives, including the RiverLink project. As previous Chair of the Wellington Water Committee and Vice President of LGNZ, Campbell has championed water resilience and infrastructure reform across the region.

OPENING REPRESENTATIVES



German-New Zealand Chamber of Commerce

Since 1983, the German-New Zealand Chamber of Commerce (GNZCC) has been fostering trade between Germany and New Zealand. As the official representative of the German economy, the GNZCC supports businesses with market analysis, business development, and market expansion. They are the project lead and organiser of this conference and delegation visit in New Zealand.



German Embassy in Wellington

The German Embassy in Wellington represents Germany's relationship with Aotearoa New Zealand. As part of the Auswärtiges Amt (Federal Foreign Office), it promotes political, economic, and cultural cooperation, provides consular services for German citizens, and supports New Zealanders seeking to engage with Germany through diplomacy, trade, and cultural exchange.



AHP International

AHP International is one of Germany's leading service providers in the field of international business development. The company is active in liaising with international and national clients in a global setting and with a wealth of experience in developing businesses. In addition to supporting German companies reaching out to the global market, AHP International strives to assist foreign and overseas businesses in entering and settling new markets in Germany and Europe. They are the project lead and organiser of the delegation visit in Germany.

SPEAKERS



Gillian Blythe

Chief Executive, Water New Zealand

Gillian leads Water New Zealand, the national body promoting sustainable management of drinking water, wastewater, and stormwater. Representing 3,300 professionals across government, industry, and academia, she works to advance Te Mana o te Wai and Treaty principles. Before joining nearly five years ago, she was Head of Strategy and Regulatory Affairs at Meridian Energy and has served on numerous advisory groups spanning energy markets, regulation, and climate action.



Martin Walter

Senior Manager and Water Industry Expert, Germany Trade & Invest (GTAI)

Germany Trade & Invest (GTAI) is the economic development agency of the Federal Republic of Germany. With two locations in Germany, 58 offices abroad and its network of partners throughout the world, GTAI supports German companies setting up in foreign markets, promotes Germany as a business location and assists foreign companies setting up in Germany.



Sara McFall

Head of Systems, Strategy, and Performance, Water Services Authority - Taumata Arowai

Sara has a long history of working in the health system both in New Zealand and the UK. She has joined Taumata Arowai from Te Whatu Ora | Health New Zealand, where she built and led a number of teams as part the reorganisation of the health sector entities. She has experience in strategic leadership, engagement, and delivery. Sara has previously led policy and corporate functions in government departments and Crown entities, including the Ministry of Health, ACC and MBIE.

With a background in health, Sara is strongly motivated by the mission of Taumata Arowai to ensure all New Zealanders have access to safe water.

PANELLISTS



Laurence Edwards

Chief Advisor Drinking Water, Wellington Water

Laurence, a Chartered Professional Engineer, is Chief Advisor – Drinking Water at Wellington Water. He provides strategic guidance on drinking water resilience, infrastructure planning, and regulatory risk. Laurence supports senior leaders with insight, constructive challenge, and thought leadership, helping align stakeholders around sustainable, resilient three waters outcomes.



Sven Harlos

Water Sector Lead NZ & Pacific, McConnell Dowell

Sven, a Fellow of Engineering New Zealand, leads the water sector for McConnell Dowell in New Zealand and the Pacific. He previously managed major water supply and wastewater projects at Watercare Auckland. Starting as a PhD student and lecturer in Water Resource Management in Germany, he worked on international water development projects in Namibia, Asia, Africa, and the Middle East before joining Watercare in 2004 and later McConnell Dowell in 2022.



Ulrich Glasner

Water Services Manager, Ashburton District Council

Ulrich, a German-born civil engineer with over 38 years' experience, has led major three waters and infrastructure projects across New Zealand since 2006. After senior roles at Western Bay of Plenty and Queenstown Lakes District Councils, he joined Aurecon as Technical Director for the Three Waters Reform and now serves as Water Services Manager at Ashburton District Council. He also chairs the Canterbury Wastewater Working Group and the NZ Asset Data Standard Governance Group.

AGENDA

Moderation

Campbell Barry, Former Mayor of Lower Hutt | Vice President,
Local Government New Zealand (LGNZ) (2023–2025) | Chair
of the Wellington Water Committee

11.30AM

Opening Notes

German-New Zealand Chamber of Commerce
Embassy of the Federal Republic of Germany
German Federal Ministry for Economic Affairs and Energy
AHP International

12.00PM

German Expert Speaker

Martin Walter, Senior Manager and Water Industry Expert,
Germany Trade & Invest (GTAI)

12.15PM

Showcase Part 1: German Innovations for Water Resilience

3S Antriebe GmbH – Smart Actuation for buried valves
Binder Group AG – AI-driven gas flow & aeration control
Vulcan by CWT – Eco-friendly scale & rust prevention
FLUIDTEC Flüssigkeitstechnologie – Advanced water treatment systems

1.00PM

Networking Break & Light Lunch

AGENDA

1.45PM **New Zealand's Water Infrastructure: Benefits, Challenges, and Future Opportunities**
Gillian Blythe, CEO, Water New Zealand

2.05PM **Showcase Part 2: German Innovations for Water Resilience**
SAMSON AG – Precision control valves for water systems
TriOS GmbH – Environmental monitoring & sensor technology
Wilo Group – Intelligent pump systems for the water cycle

2.45PM **Setting the Standards: Regulation for Resilient Water Futures**
Sara McFall, Head of Systems, Strategy, and Performance,
Water Services Authority - Taumata Arowai

3.00PM **Expert Panel Discussion:**
Tackling Urban Water Challenges Together
Laurence Edwards, Chief Advisor Drinking Water, Wellington Water
Sven Harlos, Water Sector Lead NZ & Pacific, McConnell Dowell
Ulrich Glasner, Water Services Manager, Ashburton District Council

3.30PM **Closing Remarks & Networking**

PROJECT LEAD & ORGANISER NZ



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Since 1983, the German-New Zealand Chamber of Commerce (GNZCC/AHK New Zealand) has been fostering trade between Germany and New Zealand. Acting as the official representative of the German economy, it provides support through market analysis, business development, and international expansion services.

Headquartered in Auckland, with a regional office in Wellington, the GNZCC is part of the global network of German Chambers of Commerce Abroad (Auslandshandelskammern/AHKs). With 150 locations in over 90 countries, this network ensures reliable local and international support for businesses seeking cross-border opportunities.

In addition to its focus on Germany and New Zealand, the Chamber's reach extends across the South Pacific island states, offering tailored services for companies operating in this wider region. It functions as an advisor, service provider, and member organisation, helping businesses connect, learn, and grow. As the largest European chamber in New Zealand and a bilateral trade office, the GNZCC is well-positioned to guide both German and New Zealand companies through an increasingly competitive global market environment.

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