

**Business practice report carried out at company Waste Marketplace**

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### Abstract

Industrial waste management it's commonly known for its lack of traceability and transparency, with the transition to a circular economy as one of the main goals in the European market, be able to adapt to the SDG (sustainable Development Goals) it has become a need more than an advantage, increasing strict regulations like France's Lio AGEC demand companies to move from simple disposal to responsible and specialized waste recovery. **Objective:** This internship aimed to support the commercial area of Waste Marketplace in the South-East division, by managing account traceability for different clients, from simple, small construction sites to key clients such as EIFFAGE Construction and Haribo; while also executing a benchmarking study for international expansion into Germany, Switzerland, Spain and The Netherlands. **Method:** The approach combined platform qualitative research with operational management via the Waste Marketplace digital tool. Functions included cross-border analysis of regulatory barriers and competitor landscapes and logistics and commercial field development in the South-East region of France. **Results:** The internship resulted in the regularization of client accounts using the digital traceability, daily problem-solving skills for unanticipated events that happened during the daily operations. The benchmarking identified high-potential regions and their specific regulations. **Discussions:** The integration of digital tools in waste recovery to effectively bridge the gap between treatment centers and waste producers.

*Key works:* Waste Management, Circular Economy, Internationalization, traceability

### Resumen

La gestión de residuos industriales es conocida por su falta de trazabilidad y transparencia; sin embargo, dado que la transición hacia una economía circular es uno de los principales objetivos del mercado europeo, la capacidad de adaptarse a los ODS (Objetivos de Desarrollo Sostenible) se ha convertido en una necesidad más que en una ventaja, y el endurecimiento de normativas como la ley francesa Lio AGECE exige a las empresas pasar de la simple eliminación a una recuperación de residuos responsable y especializada. **Objetivo:** estas prácticas tenían como objetivo apoyar al área comercial de Waste Marketplace en la división del sudeste, gestionando la trazabilidad de las cuentas de diferentes clientes, desde pequeñas obras de construcción hasta clientes clave como EIFFAGE Construction y Haribo; al tiempo que se llevaba a cabo un estudio comparativo para la expansión internacional en Alemania, Suiza, España y los Países Bajos. **Método:** el enfoque combinó la investigación cualitativa en plataforma con la gestión operativa a través de la herramienta digital Waste Marketplace. Entre las funciones se incluían el análisis transfronterizo de las barreras normativas y el panorama de la competencia, así como el desarrollo logístico y comercial sobre el terreno en la región del sudeste de Francia. **Resultados:** las prácticas permitieron regularizar las cuentas de los clientes mediante la trazabilidad digital, así como desarrollar habilidades para resolver a diario los imprevistos que surgían durante las operaciones cotidianas. El análisis comparativo identificó regiones con gran potencial y sus normativas específicas. Reflexiones: La integración de herramientas digitales en la recuperación de residuos para salvar de manera eficaz la brecha entre los centros de tratamiento y los productores de residuos.

*Palabras clave:* Gestión de Residuos, Economía Circular, Internacionalización, Trazabilidad

### Glossary

*Benchmarking:* systematic process used to compare the processes, activities or results of one organization against others to identify best competitive advantages and best areas of improvement.

*Loi AGECE (Anti-Gaspillage pour une Économie Circulaire):* the French anti-waste law for circular economy that sets regulations for waste management, resource recovery and transparency.

*Market Entry Strategy:* outline of steps, methods and resources to target the entry of a new market.

*Onboarding:* operational process of integrating a new user into the company's digital tool to ensure perfect service execution.

*One-to-shop:* business model that provides multiple different product or services in one location (platform) offering a simplified solution.

*Waste Traceability:* the ability to document and track document the path of waste materials from their origin to their final destination, ensuring transparency and legal alignment.

## **Introduction**

In the current local landscape, waste management has transitioned from a basic, even optional, service to a strategic pillar of circular economy. The European Union has rigorous framework such as France's Loic AGECE, establishing a regulatory environment where industrial producers must ensure total transparency during the whole process of waste life cycle. In this context, Waste Marketplace (WMP) emerges as a digital broker and intermediary, to provide an innovative "one-to-shop" alternative that connects waste producers with specialized treatment centers through a proprietary digital tool.

The present document will report the professional practice carried out as Waste Marketplace's Regional Assistant for the South-East region of France in their regional office in Marseille. The focus on this internship was to, first, ensure operational excellence through waste traceability and customer onboarding, for companies such as EIFFAGE Construction and Haribo; and second, to work in an internationalization project aimed to expand WMP's original model into new European markets.

During this period, the integration of theoretical knowledge from the International Business program with the university Santo Tomás and the multicultural training from KEDGE Business School proved essential. The next chapters will detail the organizational structure of the company, the analysis of the macro and microeconomic environment of the waste sector, and specific contributions made into the WMP growth strategy. Moreover, this report includes an improvement plan designed to ensure an effective market entry to the markets previously identified.

In the end, this experience allowed for direct development of competences in international business development, professional communication and crisis resolution in a foreign language in a global services environment.

### **1. Business practice report carried out at company Waste Marketplace**

#### **1.1 Context of business practice**

This part proves a comprehensive overview of the professional internship done at Waste Marketplace (WMP). It starts by establishing the academic institutional framework of the internship, followed by the justification for the practice and definition of the general and specific objectives. The description marks the transition from academic theory in Business, to the reality of the operational reality in the context of the south of France.

#### **1.2 Justification**

The decision of joining Waste Marketplace as an intern came from the company's need to professionalize waste traceability and systematization of its international expansion strategy. As WMP manages complex industrial clients such as Haribo and EIFFAGE, irregularities in account data and lack of structured market entry protocol for neighbor countries within the Europe, this presents a giant operational risk. By integrating an intern with a multicultural profile, WMP aimed to bridge the communication gap between technical waste management techniques and strategic international business development, influenced and helped by the intern's native Spanish speaker for a better understanding of the Iberian market.

This professional exercise came as a requirement for the culmination of a double-degree program between KEDGE Business School and the University Santo Tomás, it offered an opportunity to directly apply competences acquired during my years of studies in international logistic, business development, market study and evaluation of risk, B2B and regulatory

compliance with regional and national “Green Economy” Environmental regulations. This practice allowed me to have a 100% immersion in the French professional environment, demanding high levels of adaptability and resilience while providing a platform to put into practice the practical knowledge obtained through my academic years by solving real-world situations and manage crisis.

The value proposition of WMP centers into the implementation of digital traceability protocol. As well as the development of an effective benchmarking study and study, to identify entry barriers for Switzerland, Spain, The Netherlands and Germany; the practice provided WMP with the necessary information to be able to successfully enter the international market. This contribution lays the groundwork for an efficient internationalization process, ensuring the company's business model remains competitive across diverse European regulatory framework.

### **1.3 Objectives**

#### ***1.3.1 General objective***

Analyze the potential for international expansion for the WMP business model into selected European markets, while also optimizing the operational and commercial of the South-East agency using different digital tool for business development and traceability.

#### ***1.3.2 Specific objectives***

- Control the traceability for major industrial accounts such as Haribo and EIFFAGE Construction, using the company's digital tool and the treatment center's own programs to ensure data accuracy and transparency.
- Managing the on-boarding of new clients to ensure a correct adaptation and use of the company's digital tool while also solving day to day crisis and emergencies.
- Analyze the logistical, regulatory and competitive environment of the WMP market in Germany, The Netherlands, Switzerland and Spain to propose a structured market entry strategy based on the benchmarking study.

## **2. Company profile**

Waste Marketplace was born upon the premise that waste management constantly represents a complex logistical challenge for construction site managers, as environmental regulations become stricter, waste management it is becoming more of a requirement than a competitive advantage, as it used to be. To address this, WMP focuses on simplifying waste disposal while maximizing resource recovery through a digital tool.

Jerôme De Tomasi identified this opportunity during his tenure as Secretary General at Vinci Construction. After Leonar's launch of an entrepreneurship program in 2017. The company was created to serve as a specialized digital intermediary; with the purpose of acting as a “one-stop-shop” broker, connecting industrial waste producers with a vast network of local recycling treatment centers to ensure efficiency and transparency in the circular economy.

### **2.1 Company name**

*Waste Marketplace*

## 2.2 Corporate purpose of the company

Waste Marketplace centers on providing technical intermediation and digital brokage for the environmental services industry. Legally WMP is thought to facilitate the connection between treatment centers and industrial waste producers, such as construction sites and big enterprises, and treatment and recycling centers. This allows the company to engage in legal transactions that ensure traceability of dangerous and non-dangerous materials from their origin through all the process until their final recovery.

The differentiator factor of the company it's the implementation of a digital tool designed to embrace and optimize all the steps in waste recovery to ensure alignment with regional and national environmental regulations, like the French Code de L'environnement. By operating a "One-to-shop" WMP aims to simplify administrative and logistical complexities of waste management for its clients, integrating digital efficiency with sustainable resource recovery.

## 2.3 Address, telephone number, email address and immediate supervisor in the company

Adress: 26 rue de la République 13001 Marseille

Telephone number: 04 72 12 28 04

Immediate Supervisor in the company: Etienne Mulot – Responsible of the South East division and international expansion. *Etienne.mulot@wastemarketplace.fr*

## 2.4 Organizational structure

This section describes the internal governance and strategic direction of WMP, detailing its fundamental pillars of the company's organizational culture, vision and mission that drive its commitment with waste management and circular economy. Moreover, it presents the hierarchical organization, illustrating the different departments and division, ranging from regional sales, administration of sales, commercial collaborate with each other's to ensure the company's "one-to-shop" value proposition its efficient and reactive. By defining these structural components it will be possible to stablish a clear understanding of the professional environment that the internship took place.

### 2.4.1 Company mission

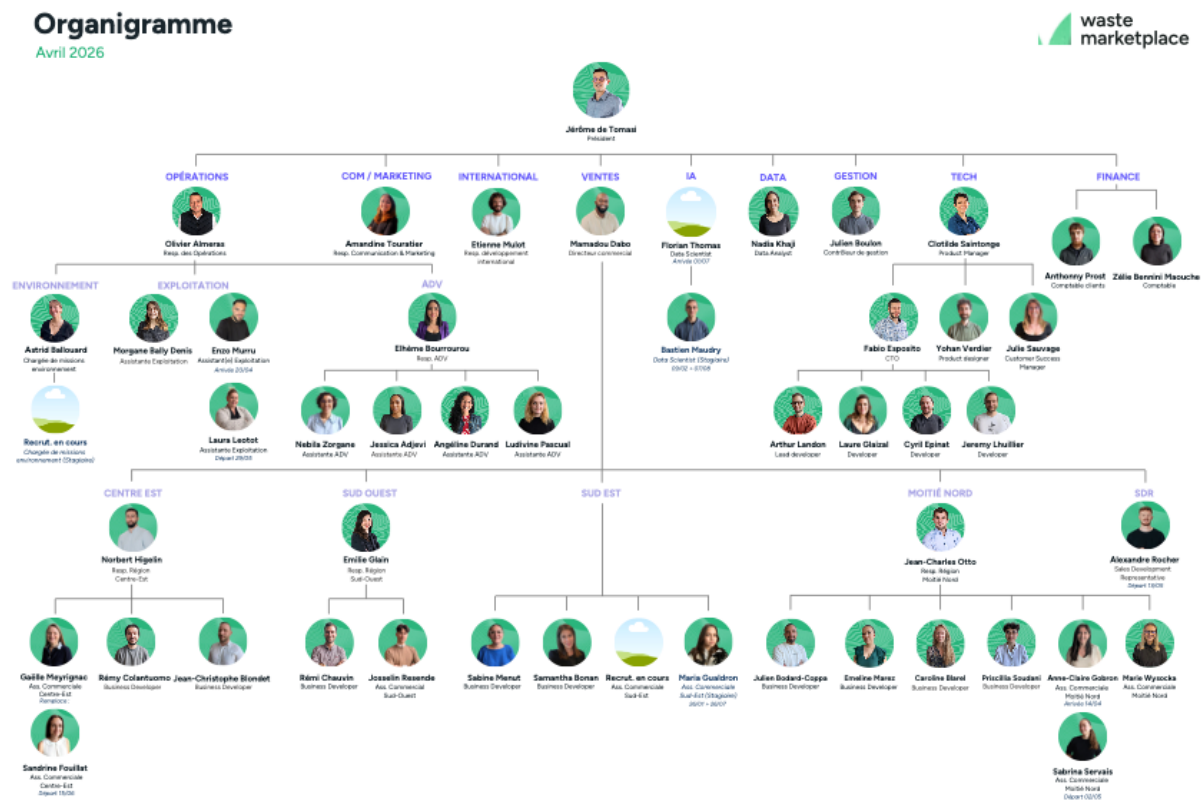
- Preserve the environment by collaborating with providers to reduce the final waste.
- Reduce treatment cost by guarantee an economic gestion of the recovered waste.
- Bring transparency for a better traceability and a better reporting environment.

### 2.4.2 Company vision

The vision is to become the lead European digital standard for industrial waste management by 2030, giving full transparency to traditional brokage in a data-driven ecosystem. The long-term aspiration focuses on the international expansion into key markets like Switzerland, Spain, Germany and The Netherlands, ensuring every industrial producer has access to efficient and localized recycling solutions.

By the integration of advance traceability technology with a constantly expanding network of waste transporters and treatment centers, Waste Marketplace envisions a future who "zero waste" is achievable by the optimization of recovery cycles and streamed logistics. This aligns with international sustainability goals and the constant transformation of the "Green Tech" sector, positioning Waste Marketplace not only as a service provider and broker, but a strategic partner sin global transition into circular economy.

### 2.4.3 Company organization chart



**Figure 1.** Organizational chart Waste Marketplace

Note: taken from the organizational chart of the company (April 2026).

### 2.5 Economic aspects

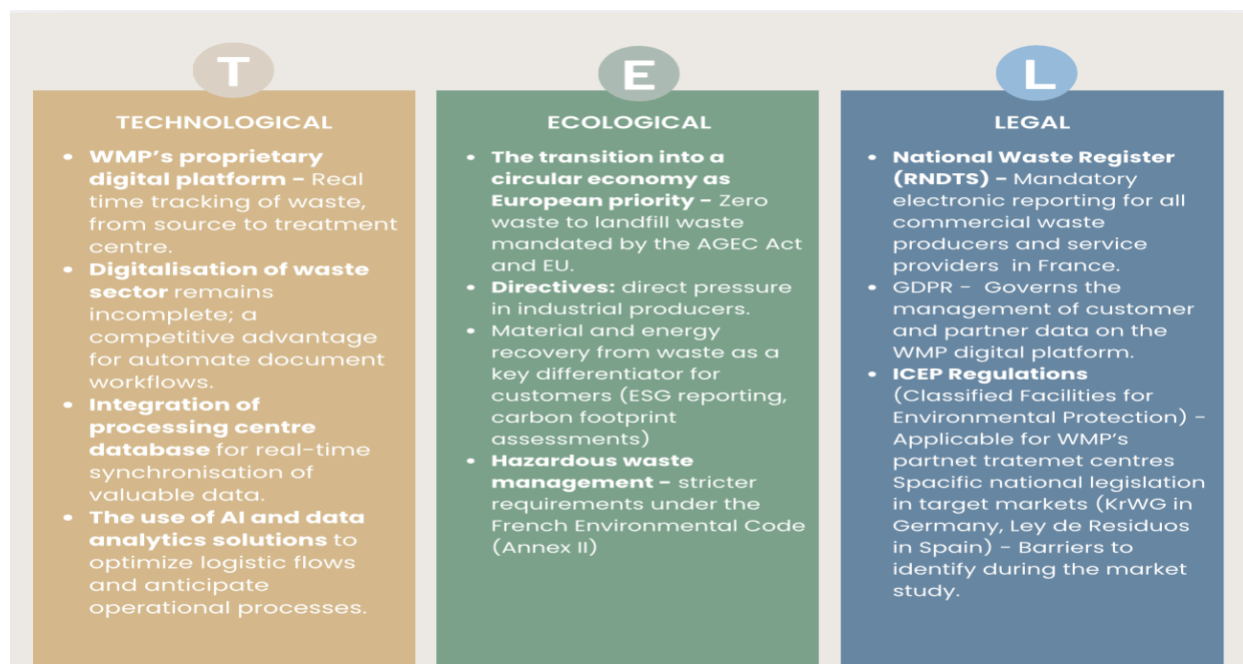
This section presents an analysis of the macro and microenvironment, considering all the, natural, socioeconomical, structural, political and technological factors For Waste Marketplace, these factors are heavily linked with the French and European environmental regulations and their constant transition.

### 2.5.1 Macroeconomic environment

**Figure 2.** PEST Analysis – Waste Marketplace



Note: own creation table in PESTEL analysis, in which the macro factors for the company's profile are analysed, based on the laws. Loic AGECE (2020), the French Environmental Code



and the Directive European Framework 2008/98/CE (Ministère de la Transition écologique, 2025); (République Française, 2026).

The PESTEL analysis allowed to identify the main macroeconomic factors that condition Waste Marketplace's activity on the French Market, and the aimed markets for the international expansion.

Under the Political analysis is strongly regulated by the Loic AGECE (2020), the French Environmental Code and the Directive European Framework 2008/98/CE that imposes industrial producers to a complete traceability of their waste management, this directly benefits WMP's business model. Growing pressure from Stakeholders for transparency and waste economy, aligned with the Sustainable Development Goals (SDGs) and CAR commitments of a large industrial group such as EIFFAGE Construction and Haribo

## 2.5.2 Microeconomic environment

**Figure 3.** *Porter's Analysis of the Microeconomic environment*



Note: own elaboration based on the results of the benchmarking study (2026).

The microeconomic environment of Waste Marketplace under the analysis of Porter's five forces (1979) allows to identify the actors that directly influence the company's activity in their direct market. As a digital broker and intermediary specialized in industrial waste management, WMP operates within an ecosystem where operational intermediaries, transporters and site coordinators, hold significant influence, owning a central role in day-to day traceability activities.

From the client's side, big accounts such as Haribo and EIFFAGE Construction, impose exigences in matter of reglementary compliance, and exact numerical traceability, exercising weight in the negotiation process.

The established "historical" completion such as Veolia and Suez, as well as the regulatory barriers identifies during the international benchmarking, notably Germany's KrWG and Le Ley de Residuos in Spain. WMP stands from the competition thanks to its network of approved

transporters and treatment centers, its own digital platform and its network relationships, all of which constitute a significant barrier to entry for new entrants.

## **2.6 Portfolio of products and/or services of the company**

Waste Marketplace's structure its commercial offer around three complementary services designed to cover the full spectrum of professional waste management needs. The first, the proprietary digital tool Wakio, a digital tracking application to enable to place collecting orders, containers, and other operations such as grappling, pumping and compactor services at the same time as having a real-time traceability with a report of total waste, total energy saved and all the data in energy recuperation or consumption of the process ensuring compliance with national and regional requirements such as the French RNDRS. Specially used during the operational process of the internship, particularly, in the management of accounts like EIFFAGE Constriction and Haribo.

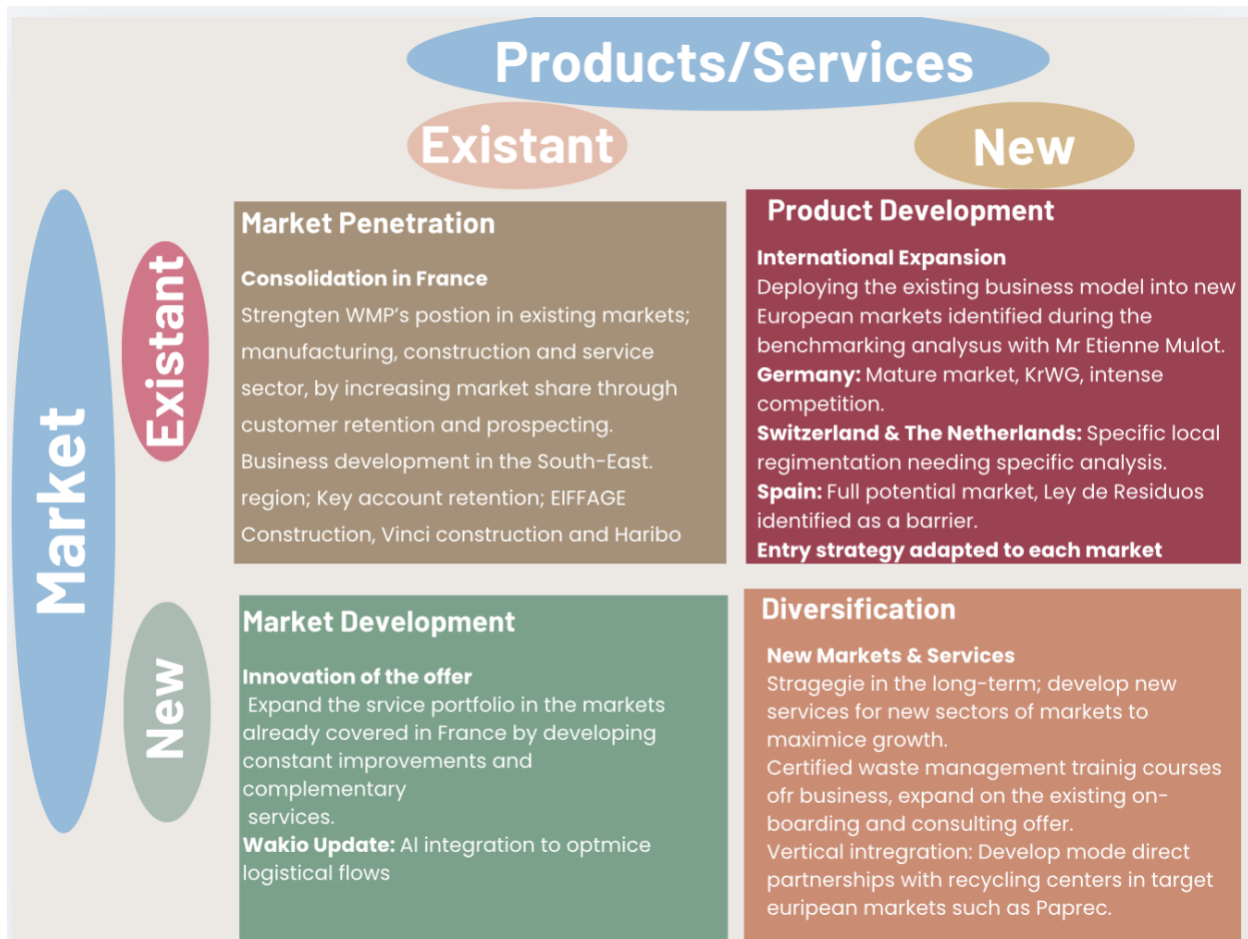
The second service, Conseil & Audit; provides personalized on-site operational support. Includes field audits of existing waste management set ups, optimization of container usage, team training in the digital tool uses as well as instant customer help line. This positions WMP not just as a logistics coordinator, but a strategic partner in the improvement of environmental regulatory compliance.

The third one, the Gestion Clé-en-Matin (Turnkey Waste management) which integrates all WMP's capabilities into a single contract. Under this model, WMP selects the most appropriate service provider for each specific client assuring the most efficient way, also coordinates all logistics and grants access to the Wakio platform. Which in summary, offers both, regional and national levels, with unified billing and simplified administrative processes for multiple site owners.

These services are directed to the main target market sectors: Construction sites (BTP), industry, distribution and logistics, and a tertiary sector, with a client portfolio exceeding 8.000 sites across France, including big groups like Vinci Constructin, Bouygues Bâtiment and Spie Batihnoles. In terms of international industrial classification, WMP corresponds to ISIC Rev. 4 codes 3813 (treatment for non-hazardous waste), 3822 (management of hazardous waste), 6209 (other information technology services), 7020 (management consultancy) and 4669 (Wholesale trade and brokerage) reflecting a hybrid nature fitting its model mixing environmental brokerage, operational advisory services and digital technology.

## 2.7 Aspects of the market served by the company

**Figure 4.** *Ansoff's matrix for the aspects served by Waste Marketplace*



Note: Own creation Ansoff Matrix analysis, in which the internal factors of the company were analyzed as well as the service's own characteristics (2026).

## 3. Position and duties performed

### 3.1 Position held

The internship took place in the commercial team for the South-East region, under the direct supervision of Mr. Etienne Mulot. The position was of Assistant Business Development, integrated into the commercial and operation structure of the division that include the department of Bouches-du-Rhône, Nice and Monaco; in the regional office based in Marseille. This role took place in the intersection of the three main function of the company: client account management and commercial and operational coordination.

Requiring constant and reactive communication with clients, service providers, divers and treatment centers across the region.

The position also evolved into the participation of the international expansion project led by Mr. Mulot, that aimed to identify entry strategies and a benchmarking study for identified

potential markets to define a clear way of implementing WMP's business model into these markets. This dual responsibility defined the dept and professionalism experienced in the internship process.

### **3.2 Assigned functions**

This table shows the assigned during the internship at Waste Marketplace, distributed across operational, commercial and strategic dimensions, reflecting the dual nature of the role as Assistant Business Developer within the South-East regional team. The following table represents each function alongside the estimate weekly time, based on the official mission and effective distribution of task throughout the placement period.

**Table 1.** *List of assigned duties and hours*

| Function Name                                                             | Hours per week |
|---------------------------------------------------------------------------|----------------|
| Client portfolio creation, follow-up, and development                     | 8              |
| Client onboarding and follow-up upon Wakio platform usage                 | 6              |
| Waste Traceability management and regulatory account regularization       | 7              |
| Service provider network monitoring and loyalty management                | 6              |
| International benchmarking studies for identified markets                 | 4              |
| Market entry strategy development in collaboration with Regional director | 2              |
| International reporting and administrative coordination                   | 2              |
| <b>Total</b>                                                              | <b>35</b>      |

Note: self-made table, based on the model given by the university, describing the work load during the internship (2026).

### 3.3 Processes, procedures and tools

The operational reality of the internship at WMP required the acquisition of clearly defined processes, dedicated tools and specified processes in every step of the waste management cycle. The following table represents the structured association between each process, its corresponding procedures and the tools utilized.

**Table 2.** *Processes, procedures and tools*

| Process                                                                          | Procedures                                                                                                                                        | Tools                                                                                                                      |
|----------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|
| Waste Traceability management                                                    | Verification of container movement request, checking of treatment center data, regularization of client accounts and assure compliance with RNDTS | Wakio application, Paprec and Veolia's digital tool, Trackdéchets (French platform for non-hazardous waste) RNDTS registry |
| Client onboarding                                                                | Step-by-step introducing to Wakio functionalities, validation of regulatory documentation and regional regulations.                               | Wakio application, on boarding checklist, WMP internal process guidelines.                                                 |
| Client portfolio development                                                     | Tracking of account status and commercial process, registry of new clients into the company's internal systems.                                   | Wakio application; WMP's network of providers and direct field communication                                               |
| Service provider network monitoring                                              | Regular contact with treatment centers and transporters, incident resolution and follow-up                                                        | Wakio application, telephone and email for internal escalation                                                             |
| Operational crisis resolution                                                    | Reactive action and identification of the disruption in the supply chain, immediate communication with all actors involved.                       | Wakio application, telephone and email for internal escalation                                                             |
| International benchmarking strategy and international entry strategy development | Synthesis of benchmarking study findings, formulation of market-specific recommendations and presentation to the Regional Director                | PowerPoint, Excel, Internal strategy framework, Rocket, direct collaboration with Mr Etienne Mulot.                        |

Note: self-made table, based on the model given by the university, describing the process, procedures and tools used during the internship (2026).

#### 4. Conceptual and regulatory framework

The following part establishes the theoretical and regulatory foundations that sustained the professional practice at Waste Marketplace.

##### 4.1 Conceptual framework

The conceptual framework is structured around four core notions that inform the understanding of Waste Marketplace's operational and strategic reality.

The first one is the circular economy, defined as an economic model that aims to eliminate waste by reusing resources for as long as possible, extracting maximum possible value during the use and energy recovery process during the incineration process. This principle is the base, not only of WMP's business mode, but also the whole French waste management Law, highly determined by the "Hierarchie des déchets" (Hierarchy of waste) a) Prevention, b) Preparation, c) Recycle d) Other valorization (usually energetic) e) Elimination.

The second is digital brokerage, which refers to the intermediation role played by a platform-based actor that connects supply and demand within a given market without directly holding the goods or services exchanged (Parker et al. 2026)

The third concept is waste traceability, defined as the capacity to track and document the complete life cycle of waste stream, from its point of origin to its final treatment of valorization, in compliance with applicable and specific regulatory frameworks. This was the central concept of the daily operations performed during the internship, specifically in the management of accounts such as EIFFAGE construction and Haribo.

The fourth and final one is marketing internationalization, approached through the Uppsala model (Johanson & Vahlne, 1977) which describes internationalization as a gradual process guided by the progressive accumulation of market knowledge and reduction of uncertainty. This framework proved its relevance specially during the benchmarking study realized in collaboration with Mr. Etienne Mulet, in which the market entry strategies were adapted to each market's specific regulations, competitive and cultural conditions.

#### 4.2 Regulatory framework

The regulatory framework applicable during the internship period covers both, the French National Legal system and the broader European Union Institutional framework laws of waste management and environmental compliance.

At national level, the main legal reference is the *Loi Anti-Gaspillage pour une Économie Circulaire (AGEC 2020)*, that establishes the binding obligations of industrial waste producers in terms of valorization, traceability and reporting directly shaping the procedures of Waste Marketplace. This law is complemented by the *Code de l'environnement*, that constitutes the general legal framework that regulates the collection, transport, treatment and elimination of waste for hazardous and non-hazardous waste in France. The *Registre National des Déchets (RNDTS)*, manages, through the platform Trachdechets, the imposition of electronic declarations on all professional waste producers and services producers for hazardous waste, directly referencing the traceability management that has to take place daily. Additionally, the regulations governing *Installations Classées pour la Protection de l'Environnement (ICPE)* applied to all treatment centres.

At European level, the *Waste Framework Directive 2008/98/CE* provides the foundational regulatory architecture for all member states, as mentioned before, the waste hierarchy, as the main principle for waste management policies. The *General Data Protection Regulations (GDPR/RGPD)* was also applicable for WMP's digital tool and handling of client and partner data.

For the international expansion project, the regulatory analysis varied to country-specific frameworks, including the *Kreislaufwirtschaftsgesetz (KrWG)* in Germany, the *Ley de Residuos y Suelos Contaminados (Law 7/2022)* in Spain, and respective national transpositions of EU Waste Framework Directive in Switzerland and the Netherlands, each presenting a different entry barrier and compliance requirements that needed to be addressed as part of the marketing entry strategy.

### 5. Contributions

The following section presents the concrete contributions made during the internship at Waste Marketplace, focused around the added value for the company. It specifies in the two main axes of the internship, operational account management and the international development project, and the measurable impact produced within the organization.

#### 5.1 Added value proposition to the company

The internship process that took place at Waste Marketplace generated added value in two distinct but complementary dimensions: operational excellence in the South-East region, and strategic intelligence for international expansion. In both projects the approach followed a structured methodology combining diagnosis, planning, execution and result assessment.

### ***5.1.1 Identification of the problematic situation***

At the moment of integration of the commercial team, two problematic situations were identified, each of them representing a brake in the company's development.

The first was the regularization of clients in the South-East region. A significant number of clients, including big clients such as EIFFAGE Construction and Haribo, presenting failures and incoherences between operations in the treatment centers and the information available in the Wakio database. Representing a double risk, a regulatory risk for clients who must follow the RNDTS and the Loi AGECE framework. On the other part, an operational risk for WMP, whose promise of traceability and transparency is the heart of its commercial offering. Added to this, the need to successfully onboard new clients into the Wakio platform, to ensure compliance from the first use.

The second problem area is related to the strategic area; the lack of an structured data for the identified European targeted markets identified by senior management for the international expansion plans for Spain, Germany, Switzerland and The Netherlands.

These markets have been identified but no comparative analysis of the regulatory environment, logistical or competitive landscape was made. This made impossible to impose a definitive and viable strategy for the international expansion.

### ***5.1.2 Contribution of knowledge to the company***

After these two identified situations, a structured approach was put into place for each of these areas, mixing operational and strategic approaches drawn from the international business training.

#### *Axis 1 – Standardization of traceability and customer account management*

The resolution of the operational issue opted for a Plan-Do-Check-Act, adapted into a specific context in the waste management industries. First, each account manager was responsible of doing an individual audit, uploading all the information into the Wakio platform, such as; legal authorization for the entry of transportations, legal number and authorization for the industrial activity realized. On this basis, a systematic correction procedure was applied on a case-by case basis, involving reactive, daily communication with all parts involved in the chain, producers, drivers and treatment centers. To have a valid and accurate information to be able to integrate real time. For the new clients, the onboarding processes to validate all the required information, guiding every client through the functionality of Wakio and assuring compliance with regional and international requirements like the RNDTS from first use. In conclusion, the procedures implemented incorporated into the day-to-day working practices, helped prevent abnormalities and maintain a high level of traceability that complied with WMP's legal and commercial standards.

#### *Axis 2 – International Benchmarking Strategies and new market entry*

The strategic contribution for the Internationalization process followed a methodological strategy following the Johanson & Vahlne, 1977 model, in which the internationalization processes is determined by the progressive knowledge of the targeted market to reduce uncertainty and justify decisions. First, documentary research is extended in each of the targeted markets, analyzing the national legal framework for waste management as well as comparing with the European Union Regulations 2008/98/CE, the identification of a common framework and legal logistical conditions of each sector, particularly the Kreislaufwirtschaftsgesetz (KrWG) in Germany and the Ley de Residuos y Suelos Contaminados (Law/2002) in Spain.

In second step, the collected data were synthesized into a comparative analysis structured under five criteria: Regulatory complexity, Market maturity, Competition insensitive, feasible logistics and even cultural and linguistic proximity. In summary, the recommendations were specifically formulated for each market, setting the sequence of recommended actions, necessary adjustments for the WMP proposal, with local partnership as a priority, before presented directly to Mr. Etienne Mulot to inform strategic decision making.

### ***5.1.3 Impact from results and/or achievements***

Both areas of focus yielded concrete and measurable results for Waste Marketplace during the internship period, with both objectives successfully achieved and implemented within the organization's regular processes.

Under the operational plan, the regularization of client account allowed a complete consistency between the data presented on the Wakio platform and the processes held in the treatment centers across the entire portfolio eliminating. Risk of non-compliance with regulatory obligations like RNDTS. The structured onboarding process implemented for new clients showed significantly helping in reducing time taken into integrating them into the platform and enhance operational autonomy from the first use. Use of reactive and effective communication ensured a high-resolution rate for day-to-day operational incidents, increasing satisfaction and loyalty within the accounts under management.

Under the strategic plan, the international benchmarking study, provided the company structured and operational knowledge to work as the base for its international process, which had not existed prior the start of the project. The deliverables produced included country-specific analyses, mapping and differentiated market entry strategies. These strategies directly presented to Mr. Mulot to be evaluate and presented to the management team and stakeholders, enable to anticipate necessary previous adjustments into the company's business model presentation. Spanish as a native language, allowed cultural affinity with the Spanish market, and recognized as such by the management team, which is why I was entrusted with greater responsibility for the results, even after that the study was delivered, I assisted Mr. Mulot with the business presentation, ensuring a culturally appropriate approach.

### ***5.2 Company contributions to the training process***

My work I experience at Waste Marketplace provided me an exceptional learning environment, enabling me to develop, consolidate and enhance a range of skills that are directly transferable into my future entry into the KEDGE Master's program and the job market.

In terms of sector-specific knowledge, the placement provided in-dept understanding of industrial waste management and recovery sector in France and Europe, including regulatory landscape, key players, operational challenges and prospects for development, as well as direct experience in the operational logistics field, use of specific tracking programs and direct analysis over the actors in the value chain. This knowledge, only theoretical until the time of the internship, is known a key professional asset in a rapidly growing sector.

In terms of sales skills, the daily exposure to the full-scale cycle, allowed to acquire concrete knowledge in the mechanism of B2B market under a sector strongly technical and regulated. The management of a real client portfolio, with big accounts such as EIFFAGE Construction and Haribo, strengthen the capacity of creating complex commercial relations, whilst meeting deadlines, compliancy requirements and daily unforeseen circumstances.

The digital and operational competences, the intensive utilization of the Wakio platform and different tracking programs, developed a comfortable working relationship with the sector's specific digital environments, as well as the ability to manage complex information flows involving different actors of the value chain simultaneously. Real-time incident management has also strengthened problem-solving skills, communicating effectively under pressure and rapid decision making.

In terms of strategic and international skills, participation in the European market benchmarking study and the development of a project provided an opportunity to put into practice the strategic analysis tools learned during training and educational career.

In a real-world professional environment. This experience also strengthened my ability to work independently on high-stakes projects, to synthesize complex information from multiple sources and formulate tailored strategies for the company's growing strategy.

In conclusion, the multicultural environment and trilingual under which the internship took place, has enhanced the ability to operate with ease in international professional context, a skill that has been directly put into good use in the context of Waste Marketplace's European expansion project.

### **5.3 Improvement plan**

The presented improvement plan shows the operative results of the international benchmarking study in direct supervision of Mr. Etienne Mulot, Regional Director of Waste Marketplace and manager of the international expansion project. For each market analysis, the identification of key entry barriers, opportunities and entry strategies recommended are presented into concrete actions, measurable indicators and implementation of schedule.

#### ***5.3.1 Quantifiable KPI's for the improvement plan***

##### ***5.3.2. Selective effectiveness ratio***

Selective Effectiveness Ratio = (Number of identified countries/ amounts of studied countries)

Selective Effectiveness Ratio =  $(1/5) * 100$

Selective Effectiveness Ratio Germany = 20%

Targeted Score = 15%

During the initial part of the study, Spain was presented as the targeted market, with the objective of studying all the markets but prioritizing it. But after doing the study, Germany was the one found more suitable for the company's business model.

The local German Waste management act (KrWG) presents the opportunity to present WMP's business model as a competitive advantage, the preexisting strong logistical actors will allow to create a strong network of providers. Also, the presence of numerous clients that are also present in the German market will present a direct opportunity as these are clients that already know how to use the digital tool and can be strategic allies in the adaptation to the German culture.

As regarding the timeline, there was a big independence in the way the workload was divided, the methodology selected was a weekly meeting with Mr. Etienne Mulot to inform about the findings and give a report of the process, all of this was made directly through the company's own cloud service, and for confidentiality motives, this specific information is

classified, therefore, is presented with the detail of the months in which the whole study was conducted.

**Table 3.** *Proposed improvement plan (if the name occupies more than one line, the second will be aligned with the margin)*

| Aspect to improve                                                                                                        | Goals                                                                                                                                          | Actions                                                                                                                                                                                         | Indicator                                                                               | Do/Verify                                                        | Responsible                                                                          | Resources                                                                      | Schedule       |
|--------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|------------------------------------------------------------------|--------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|----------------|
| Entry into the Spanish Market Expansion opportunity via already existing partnerships in France                          | Establish commercial presence in Spain, by leveraging strategic partnerships with Veolia and Paprec, which are already in the French Market    | Identify the potential regions (Catalonia, Madrid and Basque Country) formalize collaboration plans with Veolia SP and Paprec SP; adapting WMP's offer into the existent Ley de Residuos 7/2022 | Number of potential clients and contacts into a database to be presented to management. | Initial contacts with potential clients in the targeted markets. | Regional Director Mr. Etienne Mulot; manager of the international expansion project. | Wakio platform; Paprec/Veolia networking; regulatory framework of each region. | February-April |
| Entry into the German Market with high regulatory barriers, offering an opportunity to position oneself as a structuring | Start the positioning of Waste Marketplace as an organizational intermediary, in a fragmented market, leveraging the complexity of the KrWG as | Cartography of the fragmented actors in the German market, analyze the KrWG to adapt the WMP's presentation into the                                                                            | Number of potential clients and contacts into a database to be presented to management. | Initial contacts with potential clients in the targeted markets. | Regional Director Mr. Etienne Mulot; manager of the international expansion project. | Wakio platform; Paprec/Veolia networking; regulatory framework of each region. | February-April |

| Aspect to improve specialist                                                                                                                                     | Goals                                                                                                                                                                                 | Actions                                                                                        | Indicator                                                                               | Do/Verify                                                        | Responsible                                                                          | Resources                                                                      | Schedule       |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|------------------------------------------------------------------|--------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|----------------|
|                                                                                                                                                                  | a competitive advantage                                                                                                                                                               | market's needs. Using the possibility of regulatory compliance as an advantage offered by WMP. |                                                                                         |                                                                  |                                                                                      |                                                                                |                |
| Entry into the Dutch market Strong internal market, despite a low population density.                                                                            | Develop a clear vision of the targeted market, and the actors involved                                                                                                                | Identify local services providers and clients and potential clients (Industrial sites)         | Number of potential clients and contacts into a database to be presented to management. | Initial contacts with potential clients in the targeted markets. | Regional Director Mr. Etienne Mulot; manager of the international expansion project. | Wakio platform; Paprec/Veolia networking; regulatory framework of each region. | February-April |
| Entry into the Swiss Market Low population density, as well as geographical barriers (Swiss Alps) but a strong domestic market and high environmental standards. | Develop a clear vision of the targeted market, and the actors involved, present WMP to support industrial companies, by promoting digital traceability as a response to environmental | Identify local services providers and clients and potential clients (Industrial sites)         | Number of potential clients and contacts into a database to be presented to management. | Initial contacts with potential clients in the targeted markets. | Regional Director Mr. Etienne Mulot; manager of the international expansion project. | Wakio platform; Paprec/Veolia networking; regulatory framework of each region. | February-April |

| Aspect to improve | Goals requirements. | Actions | Indicator | Do/Verify | Responsible | Resources | Schedule |
|-------------------|---------------------|---------|-----------|-----------|-------------|-----------|----------|
|-------------------|---------------------|---------|-----------|-----------|-------------|-----------|----------|

Note: This improvement plan has been drawn up on the basis of the results of the international benchmarking study that took place during the internship period at Waste Marketplace (January-July 2026) The proposed indicators and timelines constitute strategic recommendations for senior management; their implementation is at the company’s discretion. Adapted from Santo Tomás University (2021).

6. Conclusions and recommendations

The presented report documents and analyze the professional experience gained during the internship period at Waste Marketplace, a company specializing in digital brokage for industrial waste management, during the period from the 26 of January to 27 Juli 2026. Through the various modules covered, it was possible to demonstrate the link between the theoretical knowledge acquired during the international business program at KEDGE Business School and the Universidad Santo Tomás, and the practical skills applied in a real-world, demanding professional environment.

From the macroeconomic perspective, the PESTEL analysis showed that Waste Marketplace operates in an environment that is particularly conducive to its growth driven by the increasing French and European regulatory framework for industrial waste management. The AGECE, the Environment Code and the European Framework Directive 2008/98/EC are structural drivers that reinforce the relevance and necessity of digital brokage, transforming legal obligations into a commercial opportunity. At a microeconomic level, Porter’s Five Forces analyses revealed that, whilst competitive pressure from stablished players such as Suez and Veolia remains significant, WMP proposes strong differentiating advantages. Its vast network of approved service providers and contacts, as well as the Wakio digital tool, represent a significant entry barrier for new players into the sector.

From the operational perspective, the duties I performed as Assistant Business Developer enabled me to gain practical expertise in the entire industrial waste management cycle, from business development to ensuring regulatory traceability, including on boarding clients onto the Wakio platform and managing incidents in real time. The diversity and complexity of the trusted missions required the ability to adapt quickly, consistent operational rigour and effective communication with all actors involved in the chain, producers, transporters and treatment centers.

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## Appendices

### Appendix A. Screenshots from the Wakio platform to present the interface

The image displays two screenshots of the Wakio platform interface. The top screenshot shows a search filter panel with various criteria for filtering requests. The bottom screenshot shows a list of 79 found requests, each with details on date, reference, demand, waste type, site, status, and trackability.

**Search Filter Panel (Top Screenshot):**

- Recherche
- Statut de la demande
- Date de la prestation - Début
- Date de la prestation - Fin
- Date de création - Début
- Date de création - Fin
- Déchet
- Tracabilité
- Catégorie déchet
- Litige
- Prestataire
- Société productrice
- Société cliente
- Ville
- Type de demande
- Eco-organisme
- Région
- Périmètre
- Filtrer
- Moins de filtres

**Request List (Bottom Screenshot):**

| Créneau                | Référence | Demande                                             | Déchet                           | Site                                                        | Statut              | Tracabilité |
|------------------------|-----------|-----------------------------------------------------|----------------------------------|-------------------------------------------------------------|---------------------|-------------|
| 13/05/2026<br>09h - 7h | 2605297   | Rotation<br>Public-terres B m³ Bois B               | Bois B<br>17.02.01               | EFFAGE CONSTRUCTION PROVENCE - VELTEN -<br>Marseille 1 (13) | Traitee<br>Acceptée | + Pesée     |
| 07/05/2026<br>09h - 7h | 26050378  | Rotation<br>Public-terres B m³ Gravats              | Gravats<br>17.01.07              | EFFAGE CONSTRUCTION PROVENCE - VELTEN -<br>Marseille 1 (13) | Traitee<br>Acceptée | ✓ 9.1t      |
| 06/05/2026<br>09h - 7h | 26050377  | Rotation<br>Public-terres B m³ DHD<br>chantier (DB) | DHD chantier<br>(DB)<br>17.09.04 | EFFAGE CONSTRUCTION PROVENCE - VELTEN -<br>Marseille 1 (13) | Traitee<br>Acceptée | ✓ 1.46t     |
| 04/05/2026<br>09h - 7h | 26049973  | Rotation<br>Public-terres B m³ Gravats              | Gravats<br>17.01.07              | EFFAGE CONSTRUCTION PROVENCE - VELTEN -<br>Marseille 1 (13) | Traitee<br>Acceptée | ✓ 6.66t     |
| 29/04/2026<br>09h - 7h | 26049972  | Rotation<br>Public-terres B m³ Bois B               | Bois B<br>17.02.01               | EFFAGE CONSTRUCTION PROVENCE - VELTEN -<br>Marseille 1 (13) | Traitee<br>Acceptée | ✓ 0.5t      |
| 28/04/2026<br>09h - 7h | 26046794  | Rotation<br>Public-terres B m³ Gravats              | Gravats<br>17.01.07              | EFFAGE CONSTRUCTION PROVENCE - VELTEN -<br>Marseille 1 (13) | Traitee<br>Acceptée | ✓ 7.94t     |
| 24/04/2026<br>09h - 7h | 26046502  | Rotation<br>Public-terres B m³ Bois B               | Bois B<br>17.02.01               | EFFAGE CONSTRUCTION PROVENCE - VELTEN -<br>Marseille 1 (13) | Traitee<br>Acceptée | ✓ 0.82t     |
| 23/04/2026<br>09h - 7h | 26045923  | Rotation<br>Public-terres B m³ Gravats              | Gravats<br>17.01.07              | EFFAGE CONSTRUCTION PROVENCE - VELTEN -<br>Marseille 1 (13) | Traitee<br>Acceptée | ✓ 0.46t     |

## Appendix B. Example of an BSD (Bordeau de Suivi des Déchets)

| Art. R. 561-45 du code de l'environnement.<br>Textes réglementaires                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                           | Ministère de la Transition Écologique<br><b>Bordeau de suivi de déchets</b><br><input checked="" type="checkbox"/> dangereux <input type="checkbox"/> non dangereux<br>Région Île-de-France                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | <br>Document édité le 7 janvier 2025 à 15:26 |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|--------|-----------------|--|-------|--|--------|--|---------------------------|---|-----|--|------|--|--------------------|---|----------------|
| J'insère un BSD pour <input checked="" type="checkbox"/> la prise en charge des déchets du producteur <input type="checkbox"/> un autre détenteur <input type="checkbox"/> un bordereau de tournée dédiée <input type="checkbox"/> un bordereau d'annexe 1 <input type="checkbox"/> coter un bordereau de regroupement, pour la personne ayant transféré ou réalisé un traitement dont la provenance des déchets reste identifiable (l'annexe 2 sera jointe automatiquement)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| N° Bordereau : BSD-20241107-9668B4STQ (11242302-ELI-HOUSTON-127)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| <b>1.1 Producteur ou détenteur du déchet</b><br><input checked="" type="checkbox"/> L'entreprise est un établissement français<br><input type="checkbox"/> L'entreprise est un particulier<br><input type="checkbox"/> L'entreprise est un navire étranger<br>N° SIRET : 4647718450116<br>RAISON SOCIALE : EFFRAGE TRAVAIL MARITIMES ET FLUVIAUX (ETMF SUD)<br>Adresse complète : AVENUE ALFRED KASTLER VALGORA<br>BATIMENT C 83166 LA VALETTE-DU-VAR<br>Pays (je cas échéant) : France<br>Tel : 09 23 36 71 83<br>Mail : elienne.murat@wastemarketplace.fr<br>Personne à contacter : ETIENNE MULOT<br><b>1.2 Point de collecte/chantier</b> (si adresse différente de 1.1)<br>Nomination sociale :<br>Adresse :<br>Info libre :<br><b>1.3 Types et sélections</b><br>Parcella(s) :<br>Coordonnée(s) GPS :<br>Référence(s) laboratoire(s) :<br>Identifiant(s) terrain (je cas échéant) :<br><input type="checkbox"/> Une éco-entreprise est responsable du déchet, de la collecte et/ou du traitement<br>Raison sociale :<br>SIREN : |                           | <b>2. Installation de destination ou d'entreposage ou de recyclage</b><br>(Entreposage provisoire ou recyclage)<br><input type="checkbox"/> oui (cadres 13 à 19 à remplir)<br><input checked="" type="checkbox"/> non<br><input checked="" type="checkbox"/> Entreprise française<br><input type="checkbox"/> Entreprise étrangère<br>N° SIRET : 42191873300622<br>RAISON SOCIALE : E. COMPAGNIE<br>Adresse complète : 34 LOTISSEMENT VINCE A ARNOUVILLE 97170<br>PETIT-BOURG<br>Pays (je cas échéant) : France<br>Tel : 090251424<br>Mail : ecompagnie@ecompagnie.com<br>Personne à contacter : Marie COERQUE<br>N° de CAP (je cas échéant) : 249300630006ELI-HOUSTON063<br>Opération d'élimination/traitement prévue (code DR) : R 12 |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| <b>3. Désignation du déchet</b><br>Code déchet : 13 02 04*<br>Désignation officielle : TRAITEMENT<br>HUILES USAGÉES<br>Déchet dangereux : <input checked="" type="checkbox"/> oui <input type="checkbox"/> non<br>Déchet contenant des POP : <input type="checkbox"/> oui <input checked="" type="checkbox"/> non<br>Consistance du déchet :<br><input type="checkbox"/> solide <input type="checkbox"/> pâteux <input checked="" type="checkbox"/> liquide <input type="checkbox"/> gazeux                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                           | <b>4. Conditionnement</b><br><table border="1"> <thead> <tr> <th>Nombre</th> <th>Conditionnement</th> </tr> </thead> <tbody> <tr> <td></td> <td>Basse</td> </tr> <tr> <td></td> <td>Citane</td> </tr> <tr> <td></td> <td>Conditionné pour Pipeline</td> </tr> <tr> <td>1</td> <td>GRV</td> </tr> <tr> <td></td> <td>Fûts</td> </tr> <tr> <td></td> <td>Autre (à préciser)</td> </tr> <tr> <td>1</td> <td>COLIS (totaux)</td> </tr> </tbody> </table>                                                                                                                                                                                                                                                                                    |                                                                                                                               | Nombre | Conditionnement |  | Basse |  | Citane |  | Conditionné pour Pipeline | 1 | GRV |  | Fûts |  | Autre (à préciser) | 1 | COLIS (totaux) |
| Nombre                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Conditionnement           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Basse                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Citane                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Conditionné pour Pipeline |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | GRV                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Fûts                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Autre (à préciser)        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | COLIS (totaux)            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| <b>5. Quantités</b><br>Tonne(s) : 0.09<br><input type="checkbox"/> Tonne<br><input checked="" type="checkbox"/> Cubique<br>QUANTITÉ ESTIMÉE CONFORMÉMENT<br>AU 5.4.1.1.3.2*                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| <b>6.1 Mention au titre du règlement ADR (je cas échéant) :</b><br>UN 3082, DGD-H, MATIÈRE DANGEREUSE DU POINT DE VUE DE L'ENVIRONNEMENT LIQUIDE N.S.A. (HUILES usagées en mélange),<br>H, (R)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| <b>6.2 Mentions au titre des règlements RID, ADN, IMDG (je cas échéant) :</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| <b>7. Négociant / Courtier</b><br><input type="checkbox"/> Entreprise française<br><input type="checkbox"/> Entreprise étrangère<br>Récépissé n° :<br>Département :<br>Ligne de validité : ____/____/____<br>Nom Prénom :<br>Adresse complète :<br>Pays (je cas échéant) : France<br>Tel :<br>Mail :<br>Personne à contacter :                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| <b>8. Collecteur-Transporteur</b><br><input checked="" type="checkbox"/> Entreprise française<br><input type="checkbox"/> Entreprise étrangère<br>Récépissé n° : DEAL/REC/6415628<br>Département : 971<br>Ligne de validité : 25/10/2026<br>N° SIRET : 42191873300622<br>RAISON SOCIALE : E. COMPAGNIE<br>Adresse complète : 34 LOTISSEMENT VINCE A ARNOUVILLE 97170<br>PETIT-BOURG<br>Pays (je cas échéant) : France<br>Tel : 090251424<br>Mail : ecompagnie@ecompagnie.com<br>Personne à contacter : Marie COERQUE<br>Mode de transport :<br>Immobilisation(s) :<br>Date de prise en charge : ____/____/____<br>Nom et signature :                                                                                                                                                                                                                                                                                                                                                                                                 |                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| <b>A. REMPLIR PAR LA PERSONNE MORALE MENTIONNÉE AU CADRE 1.1</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| <b>9. Déclaration générale de la personne mentionnée au cadre 1.1</b><br>Je soussigné, certifie que les renseignements portés dans les cadres ci-dessus sont exacts et de bonne foi.<br>Nom : Salda Varoukha Date : 18/11/2024 Signature :                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| <b>A. REMPLIR PAR L'INSTALLATION DE DESTINATION</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| <b>10. Réception par l'installation visée au cadre 2 (ou 14)</b><br>Quantité prélevée nette : son(s)<br>Date de présentation : ____/____/____<br>Lot accepté : <input type="checkbox"/> oui <input type="checkbox"/> non <input type="checkbox"/> partiellement<br>Quantité refusée nette : Non renseignée<br>Quantité acceptée nette : Non renseignée<br>Motif de refus (même partie) :<br>Date de signature : ____/____/____<br>Nom :<br>Signature :                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                           | <b>11. Réalisation de l'opération</b><br>Code DR de l'opération :<br>Mode de traitement :<br>Description :<br>Date de l'opération : ____/____/____<br><input type="checkbox"/> Autorisation par arrêté préfectoral, à une rupture de traçabilité pour ce déchet.<br>Je soussigné certifie que l'opération ci-dessus a été effectuée.<br>Nom :<br>Signature :                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |
| <b>12. Destination prévue</b><br><input type="checkbox"/> Entreprise française<br><input type="checkbox"/> Entreprise étrangère<br>Nom Prénom :<br>Adresse complète :<br>Pays (je cas échéant) : France<br>Tel :<br>Mail :                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                           | CODE DR de traitement prévu :<br>N° du document prévu à l'annexe I-B du règlement n°1013/2006 ou le numéro de notification et numéro de saisie du document prévu à l'annexe I-B du règlement n°1013/2006 (si connu) :                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                               |        |                 |  |       |  |        |  |                           |   |     |  |      |  |                    |   |                |

## Appendix C. Results of the benchmarking study presented to Mr. Mulot Germany

### Courtier en déchet

**Statuts concernés :** Abfallhändler (Négociant en déchet) / Abfallmakler (Courtier en déchet)

**Cadre juridique :** Kreislaufwirtschaftsgesetz (KrWG - Loi économie circulaire)

**Autorité compétente :** Autorités locales, (Behörde des Landes)

#### Conditions d'accès et qualifications nécessaires :

**Abfallhändler et Abfallmakler (Déchet dangereux)**

Une autorisation formelle est requise, Tout commerce/courtage de déchets dangereux

- Basée sur § 53, 54 du KrWG

- Examen de capacité professionnelle **recommandé**

Inscription au registre des entreprises autorisées

**Déchets non dangereux**

- Pas d'autorisation obligatoire

- Enregistrement auprès des autorités régionales

- Formation et compétences recommandées

- Capacité financière suffisante requise

#### Obligations Réglementaires et Administratives

Pour le commerce/courtage de déchets dangereux :

##### 1. Demande d'Erlaubnis (autorisation) auprès de **l'autorité régionale compétente**

- Dépôt du dossier auprès de la Behörde du Bundesland

- **Délai de traitement : 3 à 6 mois**

##### 2. Documents requis :

- CV détaillé du demandeur

- Preuves de qualifications

- Déclaration de responsabilité

- Preuves de capacité financière

##### 3. Immatriculation commerciale

- Au Handelsregister (registre du commerce)

##### 4. Enregistrement fiscal

- Numéro de TVA et numéro fiscal



4

### Obligations pour le **producteur** du déchet

#### Registre interne

Tenir un registre des quantités, codes AVV, transporteurs et destinations. Contrôlable à tout moment par les autorités.

**Tous déchets**

#### Entsorgungsnachweis

Certificat de traitement à obtenir avant tout envoi de déchets dangereux — validé par l'autorité compétente (Behörde).

DID uniquement

#### Begleitschein (eANV)

Bordereau numérique signé électroniquement à chaque expédition de déchets dangereux. Via la plateforme ZKS-Abfall.

DID uniquement

#### Plan de minimisation

Obligatoire si production > 10 t de DID/an. Soumission d'un reporting annuel en mars de l'année N+1.

Si seuil atteint

#### ISO / cotées

Registre déchet obligatoire pour certification ISO. Entreprises cotées : exigences ESG supplémentaires.

Conditionnel

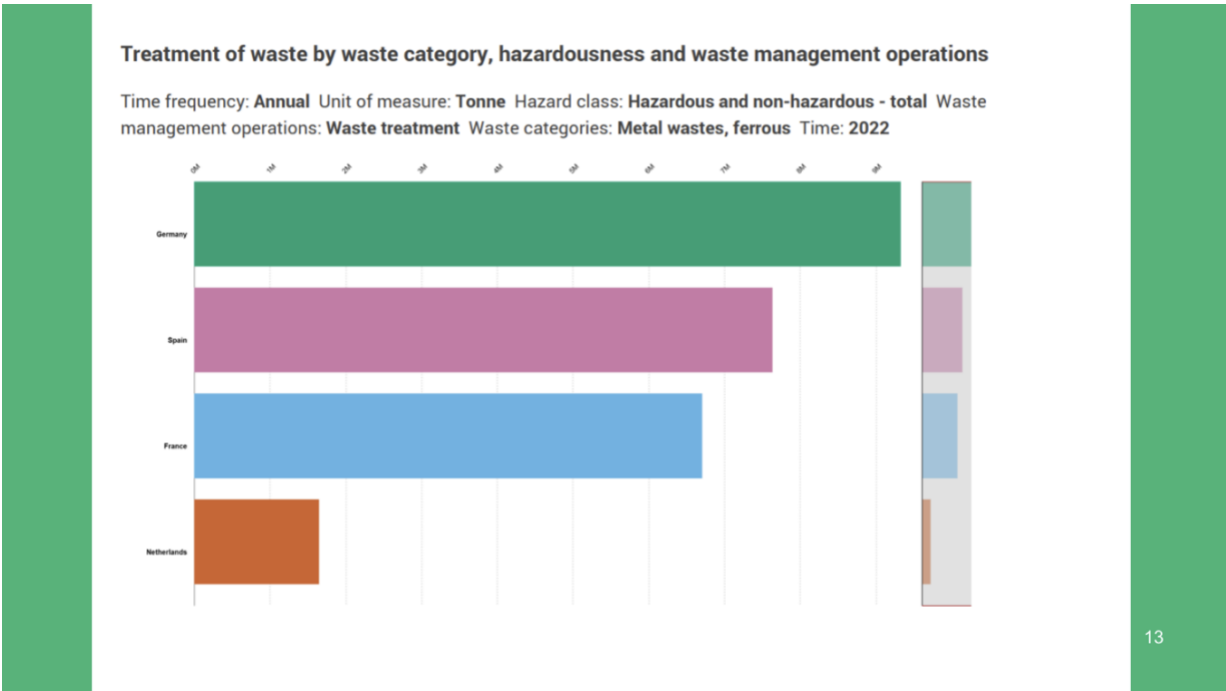
#### LUCID (emballages)

Inscription obligatoire si mise sur le marché d'emballages. Déclaration des quantités. Pénalité max : 200 000 €.

**Si emballages**



7



**Acteurs régionaux par agglomération**

|                             |                                                       |                                                                                         |
|-----------------------------|-------------------------------------------------------|-----------------------------------------------------------------------------------------|
| Berlin                      | DARE GmbH, ALBA, REMONDIS                             | DARE : 2 500 conteneurs, déchets dangereux, amiante, déchets chantier toutes catégories |
| Hamburg                     | Nehlsen GmbH, Veolia Nord, REMONDIS Nord, Meiller     | Nehlsen : ancrage Brême/Hamburg, fort sur logistique portuaire                          |
| München                     | Knettenbrech + Gurdulic, REMONDIS Bayern, AWM (régie) | K+G : spécialiste bauschutt, terres excavées, matériaux recyclés BTP                    |
| Köln / Düsseldorf           | B+R Köln, Schönackers, REMONDIS, Lobbe                | B+R : spécialiste recyclage bauschutt et Straßenaufbruch ; Schönackers : fort sur NRW   |
| Frankfurt / Rhein-Main      | Franz Kahl GmbH & Co. KG, ANTAL, REMONDIS Hessen      | Franz Kahl : 90 ans d'expérience, spécialiste déchets de chantier et dangereux          |
| Stuttgart / Bade-Wurtemberg | PreZero, REMONDIS BW, Knettenbrech + Gurdulic         | PreZero : ancrage fort depuis le HQ de Neckarsulm                                       |
| Leipzig / Dresden           | REMONDIS Sachsen, Veolia Dresden, ALBA Est            | Veolia a repris le site REMONDIS de Dresden en 2021                                     |
| Hannover / Niedersachsen    | Tönsmeier/PreZero, Nehlsen, REMONDIS Nord             | Tönsmeier historiquement dominant en Basse-Saxe                                         |

## Spain

## Commissionnaire de transport

**Statut / Cadre Juridique :** Comisionista de Transporte (Commissionnaire), le cadre juridique entourant la profession est le code du transport par route.  
**Règlement CE n°1071/2009**

**Conditions d'accès :** La profession n'exige pas de permis, elle reste réglementée, aucun examen de capacité professionnelle n'est requis mais la qualification professionnelle est fortement recommandée.

**Qualifications acceptées :**

Qualifications reconnues - Diplôme en Gestion de Transporte (Ciclo Formativo de Grado Superior)

- Bachelor en Logística y Transporte / Master en Logística
- Expérience professionnelle de 5 ans minimum

**Inscription administrative :**

- Inscription au Registre des Commissionnaires
- Enregistrement auprès de la Chambre de Commerce (Cámara de Comercio)
- Obtention du numéro VAT (NIF en Espagne)
- Immatriculation à la Sécurité Sociale
- Inscription au RETEU (Registro de Transportistas en la Unión Europea) si nécessaire

**Obligations Réglementaires et Administratives :****1. Enregistrement auprès du Conseil Provincial de Chambre de Commerce**

- Demande auprès de la Cámara de Comercio locale
- Documents requis : identité, CVs, références
- Délai : 2-4 semaine

**2. Inscription au Registre du Commerce (Registro Mercantil)**

- Enregistrement légal de l'entreprise
- Formalités devant notaire

**3. Obtention du Numéro NIF**

- Numéro d'identification fiscale
- Identification auprès de l'administration fiscale (Agencia Tributaria)

**4. Licence d'Activité (Licencia de Actividad)**

- Obtention auprès de la mairie locale
- Vérification de conformité urbaine

**5. Inscription à la Sécurité Sociale**

- Affiliation obligatoire à la Sécurité Sociale (Seguridad Social)

## Courtier en déchet

**Statuts concernés :** Gestor de Residuos (Négociant/Courtier)

**Cadre juridique :** Ley 7/2022 de Residuos y Suelos Contaminados

**Règlement (CE) n°1071/2009**

**Autorité compétente :** Consejerías de Medio Ambiente (régions)

**Registro de Producción y Gestión de Residuos**

**Conditions d'accès et qualifications nécessaires :****Négociant en déchet (Negociante) :**

- Achète et vend des déchets pour son propre compte
- Peut ne pas prendre possession physique
- Pas de certification obligatoire
- Inscription au Registro obligatoire

**Courtier en déchet (Corredor) :**

- Organise la valorisation/élimination pour tiers
- Intermédiaire ne prenant pas possession
- Pas de certification obligatoire
- Inscription au Registro obligatoire

**Qualifications recommandées :**

Formation en gestion des déchets + Expérience pro + Connaissances réglementaires

**Obligations Réglementaires et Administratives****Inscription au Registro de Producción y Gestión de Residuos**

- Demande auprès de la Comunidad Autónoma
- Inspection préalable pour déchets dangereux
- Délai : 2-4 semaines

**2. Immatriculation au Registro Mercantil**

- Enregistrement légal de l'entreprise

**3. Obtention du NIF (numéro fiscal)**

- Auprès de Agencia Tributaria

**4. Licence d'activité (pour déchets dangereux)**

- Obtention auprès de la mairie. Uniquement dans le cadre du statut de négociant ayant une installation physique.

**5. Inscription à la Sécurité Sociale**

- Cotisations obligatoires

## Taille du marché : production par typologie de déchets

|                      | Total     | Tasa anual | No peligrosos | Tasa anual | Peligrosos | Tasa anual |
|----------------------|-----------|------------|---------------|------------|------------|------------|
| Residuos generados   | 110.104,2 | -5,4       | 106.650,3     | -5,3       | 3.453,9    | -6,9       |
| Minerales            | 43.426,4  | -7,7       | 42.773,9      | -7,8       | 652,5      | -3,7       |
| Residuos mezclados   | 38.079,3  | -6,7       | 38.001,4      | -6,6       | 77,9       | -16,6      |
| Animales y vegetales | 9.303,1   | -2,6       | 9.303,1       | -2,6       | ..         | ..         |
| Metálicos            | 5.810,8   | -3,8       | 5.810,8       | -3,8       | ..         | ..         |
| Papel y Cartón       | 4.014,5   | 1,5        | 4.014,5       | 1,5        | ..         | ..         |
| Químicos             | 2.612,1   | 2,1        | 1.084,7       | 5,5        | 1.527,4    | -0,2       |
| Vidrio               | 1.406,8   | 9,6        | 1.405,9       | 9,5        | 0,9        | ..         |
| Equipos desechados   | 1.359,3   | -15,4      | 228,8         | -12,8      | 1.130,5    | -15,9      |
| Lodos comunes        | 1.345,3   | 52,2       | 1.345,3       | 52,2       | ..         | ..         |
| Plásticos            | 1.122,1   | 16,7       | 1.122,1       | 16,7       | ..         | ..         |
| Madera               | 1.089,1   | 2,4        | 1.088,6       | 2,4        | 0,5        | -36,3      |
| Otros                | 535,4     | -4,7       | 471,2         | -5,6       | 64,2       | 2,6        |

El 96,8% de los residuos generados en 2022 fueron residuos no peligrosos y el 3,2% peligrosos. Del total de los peligrosos, el 44,2% correspondieron a Residuos Químicos, el 32,7% a Equipos Desechados y el 18,9% a Residuos Minerales.

## Switzerland

### Courtier en déchet

Statuts concernés : Négociant en résidus / Courtier en résidu

Cadre juridique : Loi sur la protection de l'environnement (LPE)

Ordonnance sur les déchets (OLED)

**Autorité compétente :** Cantons (très décentralisés) // OFEV (Office fédéral environnement)

En Suisse, il n'existe pas de réglementation fédérale stricte pour les courtiers/négociants de résidus non dangereux.

**Résidus non dangereux :**

- Peu ou pas d'obligations fédérales
- Variations selon les cantons
- Inscription commerciale cantonale généralement suffisante
- Qualifications recommandées

**Résidus dangereux :**

- Réglementation plus stricte
- Notification obligatoire auprès de l'OFEV
- Dossier technique requis
- Capacité financière requise
- Assurance obligatoire

**Qualifications recommandées :**

- Formation en gestion des résidus
- Connaissances de la réglementation OLED
- Expérience professionnelle

Obligations Réglementaires et Administratives

1. Inscription au Registre Commercial Cantonal

- Demande au canton de domiciliation
- Documents requis : statuts, extrait casier judiciaire
- Délai : 1-2 semaines

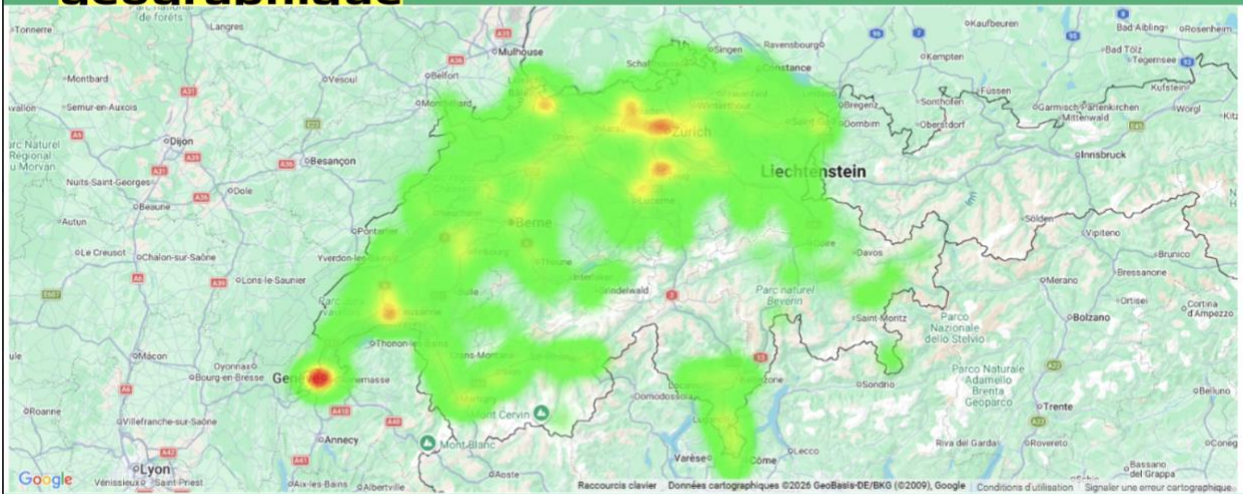
2. Numéro IDE (Numéro d'Identification Entreprise)

- Attribution automatique
- Valide pour tous les cantons

5. Pour résidus dangereux

- Notification auprès de l'OFEV
- Dossier technique complet
- Capacité financière démontrée

## Collecteurs de déchets – Répartition géographique



Les régions le plus grand nombre de Collecteurs de déchets : Canton de Berne (131), Canton de Zurich (120) et Canton de Vaud (116).

waste marketplace 14

## Obligations – Site de traitement

Doit disposer une autorisation cantonale pour chaque site

Autorisation définit :

- Types de déchets
- Quantités
- Procédés

### Traçabilité

Vérification obligatoire à l'entée:

- Conformité des déchets
- Correspondance avec documents

### Obligation spécifique

Déclaration obligatoire aux autorités

Office fédéral de l'environnement (OFEV)

Trimestrielle (déchets dangereux)

Annuelle (autres déchets)

Permet:

Contrôle des flux

Suivi des volumes

Détection anomalies

waste marketplace 20

Belgium

Commissionnaire de transport

**Statut / Cadre Juridique :** Commissionnaire de Transport

**Conditions d'accès :** la profession ne demande aucune certification professionnelle mais une qualification est recommandée pour la crédibilité (Ex. certificat de Compétence Professionnel).

**Qualifications acceptées :**

- Diplôme en logistique / Formation professionnelle en logistique / Expérience professionnelle démontrée (5 ans minimum) / Cours de droits dans le transport.

**Inscription administrative :**

Inscription professionnelle :

- Immatriculation au Registre du Commerce
- Inscription auprès de la Chambre de Commerce compétente
- Enregistrement fiscal et TVA
- Affiliation à la Sécurité Sociale

- Obligations Réglementaires et Administratives :**
- 1. Immatriculation au Registre du Commerce**
    - Déclaration initiale
    - Enregistrement RNC (Registre National de Commerce)
    - Délai : 10 jours ouvrables
  - 2. Inscription TVA**
    - Numéro de TVA Belge
    - Auprès du SPF Finances (Service Public Fédéral)
  - 3. Enregistrement auprès de la Chambre de Commerce**
    - Formalités auprès de la Chambre locale
    - Documents requis : certificat d'incapacité, statuts, etc.
  - 5. Inscription à la Sécurité Sociale**
    - Affiliation obligatoire à la Sécurité Sociale

Résumé

| Synthèse comparative par région |                         |                         |                                         |
|---------------------------------|-------------------------|-------------------------|-----------------------------------------|
| Critère                         | Bruxelles-Capitale      | Wallonie                | Flandre                                 |
| Texte principal                 | Brudalex                | Décret du 9 mars 2023   | VLAREMA / Materialendecreet             |
| Autorité                        | Bruxelles Environnement | SPW ARNE / DSD          | OVAM                                    |
| Déchets non dangereux           | Enregistrement          | Enregistrement          | Enregistrement OVAM                     |
| Déchets dangereux               | Agrément                | Agrément                | Agrément + audit qualité                |
| Renouvellement                  | Tous les 5 ans          | Périodique              | Périodique                              |
| Traçabilité                     | Document traçabilité    | Déclarations mouvements | DAF numérique obligatoire (depuis 2024) |
| Système qualité                 | Oui (autocontrôle)      | Non explicitement       | Oui (audité)                            |
| Sanctions max.                  | Non précisé             | > 1 M€ + prison         | 5 000 € + suspension                    |

**Conclusion**

Le courtier en déchets sans installation physique est **pleinement assujetti** à la réglementation régionale belge, quelle que soit la région d'exercice. La caractéristique centrale du droit belge, par rapport au droit français, est la **tripartition régionale** : une même activité peut requérir trois enregistrements distincts si elle s'exerce dans les trois régions. La distinction entre **déchets dangereux** (agrément) et **non dangereux** (enregistrement) est commune aux trois régions, et l'obligation de traçabilité numérique s'impose avec une intensité croissante, notamment en Flandre avec le DAF obligatoire depuis 2024.