Invitation

EXPORT PROMOTION CHINA

24 - 28 AUGUST 2015

TAIYUAN RENOVATION PROJECT
- District heating and energy saving technology

BEIJING DISTRICT HEATING GROUP EXPANSION PLANS
- Energy savings and DH expansion

In cooperation with the Royal Danish Embassy in Beijing, Taiyuan City and Beijing District Heating Group, DBDH takes pleasure in inviting you to participate in a two-city joint export promotion tour to Taiyuan in Shanxi province and Beijing.

The delegation will be headed by DBDHs managing director Mr. Lars Hummelmose and a representative from a Danish Utility.
BACKGROUND INFORMATION

The DH Sector Visit is a part of the continued strategy of DBDH to focus on Chinese regions to develop business opportunities for Danish companies in those specific regions, where there is a huge potential for development and maintenance of the district heating systems and energy saving technologies.

Taiyuan, Shanxi

Energy Saving is a long term strategy of economic development in China. To build Taiyuan to an environmental friendly and energy conservation oriented city, the Taiyuan City Government has made the decision to renovate 40 million sqm of existing building stock within the next five years. The renovation project includes better windows, insulation and the district heating network. The total investment is about RMB 1.12 billion. The renovation target for 2015 is 4 million sqm.

The DBDH promotion will focus on sharing experience in energy efficiency technologies and energy saving projects. Target participants will be authorities, design institutions and Taiyuan heating company.

Beijing City

DBDH and its members have for many years established good relations with Beijing District Heating Group and the city of Beijing. Focus will be on direct business opportunities. There will be a roundtable where Beijing explain about specific investments in district heating and building renovations. There will also be discussion on how Danish companies can be a part of the future investments in Beijing. There will also be good B-2-B opportunities.

WHO SHOULD PARTICIPATE?

The visit will be top attractive for Danish companies offering know-how and technologies in all areas of the district heating sector: production side, transmission & distribution side and housing sector as well as others offering energy saving technologies in houses.

You will meet your specific target groups within the above areas, e.g. utility companies, design institutes and authorities during round tables as well as B-to-B meetings. Furthermore, there will be lots of networking opportunities during site visits and joint lunches.

WHY PARTICIPATE?

IF YOUR COMPANY IS WELL ESTABLISHED IN CHINA

High-level representatives from HQ will meet DH decision makers on a city level and directors of DH companies in China and thereby support the local sales organization. Further, you will be able to exchange market intelligence with other established Danish companies.

IF YOUR COMPANY IS NOT ESTABLISHED IN CHINA BUT HAS EXPORT SALES

You will support your local sales agent and have an opportunity to meet new customers. Be inspired by Danish companies that have been established on the Chinese market for many years.

IF YOUR COMPANY DOES NOT HAVE ANY SALES TO CHINA TODAY

You will get a firsthand intensive one-week-introduction to the Chinese DH market and learn from Danish companies who already have export sales to China.
TENTATIVE PROGRAMME

Monday, 24 August 2015 Taiyuan
Arrival Beijing Capital Airport and transfer to Taiyuan by train (3 hours) or flight
Evening: Dinner and briefing

Tuesday, 25 August 2015 Taiyuan
Morning session:
- Background briefing by Moderator
- Welcome speech by Taiyuan heating
- Welcome speech by Danish Embassy Beijing
- Danish green transmission strategy and energy efficiency technology development
- Taiyuan energy efficiency renovation project introduction
- Q & A

Lunch

Afternoon session:
- Danish companies’ presentation on renovation projects
- Wrap up and B2B meetings
- Dinner with relevant project stakeholder (tbc)

Wednesday, 26 August 2015 Taiyuan and Beijing
Morning: Project visit

Afternoon: Travel back to Beijing by train (3 hours)

Evening: Dinner with Beijing District Heating Group and other relevant stakeholders (tbc)

Thursday, 27 August 2015 Beijing
Morning session:
Roundtable meeting with Beijing District Heating Group and energy efficiency stakeholders
Topics:
- News from Beijing District Heating Group (working plan, new heating area, technology focus)
- How to proceed Sino-Denmark low temperature demo project
- Building Renovation plans

Afternoon: Individual meetings or travel back to Denmark
TRAVEL ARRANGEMENT

Flights can be booked from approx. DKK 6,000 incl. taxes depending on time of booking and choice of airline. Many flight opportunities are available. Arrival in Taiyuan Monday the 24 August. Contact Suzanna Vazquez from BCD Travel at tel. 3915 4588 for booking.

The Danish Embassy will arrange hotels in Taiyuan and Beijing. The price level is approx. DKK 1,000/night for Standard Single room including breakfast.

Prices

DBDH has applied for co-financing from the Trade Council of Denmark, and provided support is granted, the price based on 10 participating companies will be (per company):
Price for participation, standard fee: DKK 20,500

The price includes all shared costs of the project including lunch at the two days of seminar. Individual costs like travel, breakfast, lunch, dinners, accommodation, and roll ups are not included.

Do you want to join?
The registration form must be filled out and returned to the DBDH secretariat before 26 June, 2015.

Best regards

DBDH
Lars Hummelmose
BINDING REGISTRATION

Danish District Heating Sector Visit to China
Tayian, Shanxi Province and Beijing, 24-29 August 2015

☐ Yes, our company will participate.
   The price is DKK 20,500 based on the participation of 10 companies and co-financing from Danish Export Council.

☐ No, thank you, we will not participate

Company (stamp): ____________________________________________________________
Contact: ___________________________________________________________________
E-mail: ___________________________________________________________________

Return to DBDH before 26 June, 2015

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