



Danish Water Technology Group invites you to Kenyan-Danish Water Days

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B2B-meetings, authority meetings, networking event and Danish pavilion at IWA Development Congress & Exhibition, Nairobi, Kenya

The Trade Council in Nairobi, Danish Water Forum and Danish Water Technology Group (DWTG) invite Danish companies to the Kenyan Danish Water Days in Kenya, including Danish Pavilion at the International Water Association's Development Congress and Exhibition in Nairobi from 14 - 17 October 2013.

The IWA Congress presents a unique opportunity to display individual company expertise and collective Danish know-how in the development country context. The trip to Kenya includes participation in the Danish pavilion, authority meeting, B2B-meetings and networking event hosted by the Danish Embassy in Nairobi.

The event focuses on developing countries in general, and will have participants from all over Africa, but the Nairobi location ensures that companies will gain specialized attention from the Kenyan water sector.

BENEFITS OF PARTICIPATION

- Participating companies will benefit from the Embassy's strong access to relevant stakeholders and get the full overview of financing opportunities through Danida, IFU and EKF.
- The embassy will arrange group meetings with Kenyan water officials.
- The group will have a keynote speech at the conference morning plenum sessions.
- We can offer conference passes at the price of €450,- per registration instead of regular € 610,-
- You will be part of a Danish pavilion with carpet, furniture, lighting, company name, logo, as well as a depot, snacks, coffee etc., ready at your arrival. Individual areas or adaption can be arranged.
- Networking reception at the stand with key industry players. You are welcome to invite potential clients and connections.
- Evening reception at the Danish embassy in Nairobi
- A Danish Pavilion brochure will give you extra marketing
- The Embassy will send out invitations including mutual brochure to potential partners/clients as per your request, and own data base. This is both for the exhibitions, for B2B meetings, and for the two receptions.

www.dk-water.com

> Kenyan Danish Water Days
Nairobi, Kenya, Africa
> 14-17 Oct 2013





- Your company will be presented in the Exhibition catalogue
- We will take care of all practical issues conc. your participation, incl. registrations etc.
- We will be present throughout the event, ready to receive clients, and assist you, also with knowledge on Danida programmes
- The embassy will provide you with water market information on Kenya, and be available for discussions on how to enter or improve your position in the market.

We are open to your suggestions for making an even more efficient programme.

Presently, we have reserved 28 m2 stand-area. Our area will be distributed on a first-come-first-served basis.

Facts about the Kenyan Water Sector

- Change is under way in the water sectors of developing countries.
- Gradual move towards commerciality and market approaches.
- The rise of Public Private Partnerships as a tool for governments.
- Improvements in transparent procurement and tendering.
- Governments prioritizing universal access and environmental protection.

Four trends make Kenya a key destination:

- **Rapid urbanization:**
As towns turn into cities across Kenya, Nairobi's population will grow by 77% by 2025 to 6,2M.
- **Decentralization:**
The recent creation of 47 counties generates demand for new infrastructure and service delivery.
- **Construction:**
Two brand new high-tech cities, Konza and Tatu, are to be built from scratch.
- **Managing water scarcity:**
Equipment, water and sanitation are main priorities for the Kenyan dev. blueprint, Vision 2030.

Terms of participation

The price of participation is: **33,750 DKK ex VAT for the full event incl. 8 m2 individual stand**
18,750 DKK ex VAT for the full event incl. brochure stand

Additional m2 can be ordered.

All prices are excl. VAT, and subject to 10 companies participating and 50% support from the Trade Council in Denmark, which has been approved. Hotel, travel costs and insurance not included. Coordination fee per company amounts to 4,800 DKK, which is included in the price. In case of fewer participants, we will assess the situation, and come back to you concerning possible adjustment.

Sign up before 1st September 2013 at www.dk-water.dk



Draft programme

Venue: Kenyatta International Conference Centre (KICC)
 Harambee Avenue
 P.O. Box 30746-00100
 NAIROBI.
 Website: www.iwa2013nairobi.org

	Tuesday 15/10	Wednesday 16/10	Thursday 17/10
Morning Session	Keynote African Water Leaders Forum	Keynote Institutional settings and sector reform	Keynote Water value chain in river basins
Session	Decentralized wastewater and solid waste management	Assessing and planning sanitation in developing countries	Expanding access and improving service delivery
Session	Resource recovery for agriculture; Capacity development for improved utility performance	Innovation in water, energy and food security; Making infrastructure work for service delivery	Operations and maintenance in water safety
Networking Events	IWA Project Innovation Awards	Reception at the Ambassador's residence Guests from the Kenyan water sector, companies and government	Danish Reception Networking event

- Keynote will be one or two days, depending on company wishes.
- The Congress will feature 45 sessions, including technical sessions and strategic partner workshops.
- Utilities, officials, and companies from all over the world are participating - focus is on Africa.
- The above schedule includes only a few of the scheduled sessions.
- B2B-meetings and site visits will be organized individually by the Danish Embassy in Nairobi, on the basis of information from you
- Meetings with local authorities and relevant water authorities will be organized by the embassy, and scheduled once we know the group