

Join the Shanghai Denmark Water Days, Workshop, Seminar, B2B and Danish Pavilion at IE Expo Yixing (Jiangsu) and Shanghai, 7-15 May 2013



Find partners, get market information and sell your products

To get into a new distant market, you typically need to set up a distribution first. Once this is established, you can support your customers, get market information and follow project potentials.

DWTG has just completed a survey for Danish Nature Agency, which concluded that you - the Danish companies - are interested in more activities to get business at the Chinese market.

This has led us to prepare an extensive programme, with both matchmaking opportunities, knowledge exchange about the Chinese market and participation in the IE Expo Exhibition. This is a first step towards starting up a DWTG network in China in parallel to our Wind and Marine Networks.

So we are very pleased to invite you to take part in a 3 tier event in Shanghai and Yixing in Jiangsu province. The expanded program is possible due to expected support from both State of Green, the Trade Council and the Central Region Denmark through their MIDTNET program.

The programme consists of:

- Preparation meeting in Denmark (legal information, exchange of experiences, profile building)
- Workshop and B2B meetings at Jiangsu (Yixing) Institute of Environmental Industry
- Seminar and B2B meetings in Shanghai together with Innovation Centre of Trade Council
- Site visit to WWTP/Drinking water plant in Shanghai
- Dinner together with locally established companies
- Danish Pavilion at IE Expo Shanghai, brochure stand or full stand

IE Expo Shanghai is the leading exhibition in China for water, sewage, refuse, recycling, air pollution and energy conservation

Danish Water Technology Group (DWTG) in cooperation with the Trade Council and State of Green are pleased to invite you to exhibit at the PAVILION OF DENMARK at the IE EXPO held in Shanghai New International Expo Centre (SNIEC) from 13-15 May 2013.

IE Expo 2013 is a strong brand based on the merging of IFAT China, EPTEE and CWS and focuses on the whole Asian market.

The exhibition is a clearly structured exhibition with location of exhibitors after business sectors.



IE EXPO in Shanghai:

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Facts about the IE Expo 2012:

- 753 exhibitors from 25 countries
- 24,000 visitors from 53 countries
- 90% visitors from China



PAVILION OF DENMARK (for preparation, workshops, B2B, see encl. programme)

- DWTG organizes a Danish Pavilion with focus on water management, waste and bioenergy.
- The pavilion will be divided into individual stands of 9 m² (including carpet, walls, furniture, lighting, standard electricity consumption and internet, your company name and logo).
- Together with our own stand builder, we will handle all practical issues with exhibition organizer in relation to freight, stand construction and dismantling and any additional needs.
- The joint area will always offer coffee/tea, cold beverages and snacks for you and your guests.
- Danish Water Technology will be present during the full event, ready to assist you.
- We will have a full page add in the IE Expo catalogue.
- We have started working on other types of PR
- We will have a full page add in the Visitor Guide and on the onsite map.
- You will have an English and a Chinese page in the Danish Pavilion brochure, which will also contain ReThink Water white papers
- We will assist you with travel and hotel arrangements through China Experience.

PREPARATION, WORKSHOPS, MATCHMAKING, FOLLOW-UP

Please see the description in the enclosed programme.

PARTICIPATION

Preparation, workshop, seminar, B2B meetings, dinner and Standard exhibition package: **33,800 DKK/9 m².**
incl. access to mutual area at the pavilion. In case you want extra space, please contact us for the price.

Preparation, workshop, seminar, B2B meetings, dinner and Brochure stand in mutual area including roll up: **12,800 DKK per company**

Please contact us, if you are interested in other ways of participating, e.g. only Exhibition.

All prices are excl. VAT, and subject to 12 companies participating, 50% support from the Trade Council in Denmark, and participation of Central Region Denmark. Coordination fee per company amounts to 4,800 DKK, which is included in the price. In case we have fewer participants, we will assess the situation, and come back to you conc. possible adjustments.

Hotel, travel expenses, insurance as well as transportation of equipment to/from the exhibition is not included. (NB.: Special conditions for companies from Central Denmark Region)

REGISTRATION

Register already today online on our webpage at [IE EXPO SHANGHAI 2013](#) or please contact Ilse Korsvang, +45 5089 4488, ilse.korsvang@dk-export.dk.

The deadline for registration is 19th April 2013!

We are at your service for any further information - we look forward to hearing from you.

Best regards

Karen Søndergaard
Central Denmark Region

Ilse Korsvang
Danish Water Technology Group

P.S.: We regret the short deadline, we have spent time trying to co-ordinate this event, with the other Danish event taken place in China.