



W T C

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Invitation

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Danish Water Days in Bulgaria and Romania 7 to 11 June 2010

The Danish Embassies in Sofia and Bucharest and WTC ApS hereby invite you to participate in **Danish Water Days in the two newest EU-member countries, Bulgaria and Romania.**

Bulgaria

7,6 million inhabitants, a high growth rate over a number of years and member of the EU since 2007. The country has received large EU-funds for infrastructure projects, including water and wastewater projects.

Bulgaria is eager to improve its environment and has made considerable investments to accomplish this.

The biggest challenges are:

- Unbalanced access to water (largest water resources situated in scatterly populated areas)
- Water pollution
- Deteriorated water distribution and sewer networks
- Deteriorated wastewater treatment plants
- Need for new wastewater treatment facilities

Bulgaria is therefore a very interesting market for Danish companies delivering solutions and products to the water sector.

Romania

21,5 million inhabitants, high growth rate over a number of years, member of the EU since 2007. The country has received large EU-funds for infrastructure projects, hereunder projects within water and wastewater. Romania is therefore also a very interesting market for Danish companies.

The biggest challenges are:

- Development and reform of the water sector
- Problems related to climate changes (e.g. large fluctuations in available water amounts in rivers and lakes)
- Unbalanced access to water (many consumers without access to piped water)
- Water pollution
- Deteriorated water distribution and sewer networks
- Deteriorated wastewater treatment plants
- Need for new wastewater treatment facilities



Bulgaria and Romania are in many ways similar and are facing the same challenges. As the two countries are also neighbours we are organising Water Days in the two countries in the same week.

The event will take place from 7 to 11 June will include the following activities:

- Sofia:
 - Seminar for end-users (water companies, municipalities), with possibility for individual meetings
 - Individual meetings with potential partners and contractors
 - Visit to Sofiyska Voda, the water company of Sofia
 - Introduction to the Nopef facility
- Bucharest
 - Seminar for end-users (water companies, municipalities), with possibility for individual meetings
 - Individual meetings with potential partners and contractors
 - Visit to Veolia Bucharest, the water company of Bucharest

Nopef - financing of projects and businesses

Nordic Export Project Fund, NOPEF, offers financing in relation to new businesses and projects in Bulgaria and Romania. During the event we will introduce the opportunities and we offer assistance with preparation of applications for support from Nopef.

How will my company benefit from participation?

- Kick-off or boosting of presence in the two markets
- Collective marketing and marketing material in local language
- Individual marketing and partner search
- Pre-booked meetings with 3-4 potential partners/consumers as per company request
- Networking and exchange of experiences with other Danish companies who want to enter the markets and/or existing Danish companies on the markets
- Contact to a huge group of local decision makers from private as well as public companies

Participation fee

The fee for participation in the full programme is DKK 25.500. It will be possible to participate in parts of the programme (for details, please refer to the registration form below).

More information on the two markets is attached.

We hope that you will find participation in the event of interest and we look forward to receive your registration before 20 March. For more information, please contact Benny Hagelskjær, bh@wtc.dk or telephone +45 5089 4480.

Best regards

Benny Hagelskjær
WTC ApS

Danish Water Days in Romania and Bulgaria 2010 7 – 11 June 2010

Draft Programme

Monday 7 June 2010	
Morning and afternoon	Arrival in Sofia and check-in at Grand Hotel Sofia
16.00 -17.30	Briefing <ul style="list-style-type: none"> • Update on the Bulgarian water sector by the Royal Danish Embassy in Sofia • EU-funding of water projects in Bulgaria by external speaker • Program overview
19.00	Dinner (own cost)
Tuesday 8 June	
	Seminar – regional authorities, municipalities, water companies
09.00-09.20	Opening and welcoming speech by the Danish Ambassador
09.20-09.40	A presentation and overview of the Danish water sector with focus on <ul style="list-style-type: none"> - management, - energy efficiency, - Non-Revenue-Water - Wastewater treatment
09.40 – 10.15	Coffee Break
10.15 – 12.30	Presentations by Danish participating companies Danish solutions for water and wastewater (presented as cases or relevant projects)
12:30-13:30	Lunch
13:30-17:00	Individually arranged B-2-B meetings
17:30	Depart from the hotel for a networking function at the Ambassador's residence
18:00-21.00	Networking function at the Ambassador's residence
Wednesday 9 June	
09:00	Departure from the Hotel for visit at Sofiyske Voda.
09:30-11:00	Round table and presentation of the Danish delegation
11.00 – 12.00	Visit at wastewater treatment plant

12.00	Return to hotel
13.00 – 16.00	Individual arrangements
16.00 – 16.30	Nopef – financing of project and business partnerships A short presentation of Nopef as a financing opportunity for new projects and partnerships.
17.00	Transfer to airport
18.50 – 19.50	Flight from Sofia to Bucharest
	Transfer to Hotel Rodina
Thursday 10 June	
09.00-09.20	Opening and welcoming speech by the Danish Ambassador
09.20-09.40	A presentation and overview of the Danish water sector with focus on <ul style="list-style-type: none"> - management, - energy efficiency, - Non-Revenue-Water - Wastewater treatment
09.40 – 10.15	Coffee Break
10.15 – 12.30	Presentations by Danish participating companies Danish solutions for water and wastewater (presented as cases or relevant projects)
12:30-13:30	Lunch
13:30-17:00	Individually arranged B-2-B meetings
17:30	Depart from the hotel for a networking function at the Ambassador's residence
18:00-21.00	Networking function at the Ambassador's residence
Friday 11 June	
09:00	Departure from the Hotel for visit at Veolia Romania.
09:30-11:00	Round table and presentation of the Danish delegation
	Return to the Hotel
12.00-12.30	Debriefing and evaluation
	Check-out and departure (individually arranged)

Danish Water Days in Romania and Bulgaria 2010

Registration Form

Yes, we would like to participate in the event

Contact Person: _____

Company: _____

Address: _____

Tel: _____ E-mail: _____

Signature: _____

Participation fee

		Participation
Participation in the full event	DKK 25.500	
Participation in the full event (excl. of local bus and air transfers)	DKK 24.500	
Participation in the events in Sofia	DKK 15.000	
Participation in the events in Bucharest	DKK 15.000	

(Participation fees are subject to 10 participants and 50% support from the Danish Trade Council. Participation fee is exclusive of individual travel costs).

Participation fee includes:

- Programming and planning of the events
- Marketing of events
- Company profiles to be sent to invitees
- Interpretation during seminars
- Lunches/coffee breaks during events
- Receptions at the Danish Embassies in Sofia and Bucharest
- Two site visits
- All local bus and air transfers

(Excl. of translation costs during individual meetings)

Company Contribution

- Short company profile with logo and relevant photos (English)
- Short description of your requirements to meetings with end-users/potential partners
- Title for case/presentation during the seminar

Please e-mail or fax the above company form and the registration form, both duly signed, - to WTC - Water Training & Consulting Aps (bh@wtc.dk or fax +45 8762 04 04) before 20 March.



General conditions:

WTC's provision of services is conditional on not being delayed or prevented by force majeure, including but not limited to war, lockout, strikes, civil commotion, natural disasters or other circumstances beyond our control. If an export promotion event is cancelled on one or more of the above grounds, the companies registered are under the obligation to pay their share of costs already defrayed during preparation, and not covered by co-financing via export promotion funds.

By returning this binding registration form, the company commits itself to paying the cost indicated for participating in the event. Thus WTC has a claim on the price agreed regardless of whether the company subsequently cancels or reduces its participation. All calculations are based on a minimum number of participants. Should this minimum number of participants not register, WTC reserves the right to cancel the event. In cases of co-financed promotion, the company's registration is conditional on whether co-financing is granted.

Unless otherwise agreed, invoices will be issued as follows: 1) 100% after binding registration, 2) any extra services agreed upon are invoiced after termination of the event. If the invoice for participation is not paid in due course, WTC reserves the right to consider the agreement repudiated.

In the event that the representation material sent out by WTC indicates that co-financing will be applied for, participating companies are obligated to provide the necessary documentation and other information relevant to co-financing.

The participating companies have the responsibility to draw up insurance for their own employees and goods, exhibition and information materials, covering damage incurred in transit or during the event.

Overview of the Water Sector in Bulgaria

Introduction

Bulgaria has been a member of the European Union (EU) since January 2007. The EU membership imposed stricter environmental standards and regulations on the country. Bulgaria needs to spend major funds on the establishment, improvement, expansion and replacement of its sewer, water supply and water/waste water treatment facilities. The water sector is still mainly state-owned; however the government of Bulgaria has adopted a new piece of legislation to allow private participation in the water sector.

Bulgaria is one of the countries with poorest water resources in Europe. While the public water supply infrastructure is relatively well developed and 99.0% of the population has running water, the sewage network (69.6%) and the urban waste water treatment plants (44.7%) are considerably unsatisfactory. 95% of the Bulgarian towns has sewage systems whereas the same does not apply for villages where only 9% has sewage systems. The water consumption for the needs of the industry is 87.6%, for households' needs - 5.7%, other activities (including agriculture and construction) consume 6.7%.

In addition, many existing waste water treatment plants (WWTP) do not meet minimum Bulgarian standards under EU directives. Bulgaria has the obligation to build 430 waste water treatment plants for populated areas above 2000 inhabitants by 2014.

Funding for the water sector is provided through the EU post-accession instruments, the European Bank for Reconstruction and Development, the World Bank, the national budget. Investments needed for a rebirth of the sector are estimated at 9 billion Euro and expectations are to be realized through private operators' participation (20-25%), European programmes support (35%), national funding (20%), and about 20% to be supplied from international financial institutions.

Ninety eight per cent of the population is being serviced by the Water Supply and Sewage Companies (WSSC) that are state-owned, municipality-owned, or with mixed property. The WSSCs are responsible for the activities related to the operation and maintenance of water supply facilities (DWTP, pumping stations, water reservoirs and water supply network) and the sewerage networks (for waste water collection, treatment and discharge). There are 49 WSSC in the country. 29 of them are regionally based, delivering services to a specific district and several municipalities. The rest provide services to a single municipality.

The Waste Water Sector in Bulgaria

According to the Ministry of Environment and Water, 69 urban waste water treatment plants (WWTPs) are in exploitation in Bulgaria. 14 out of the total number WWTPs have only mechanical treatment, whereas the rest have biological treatment. These 69 urban WWTPs service 77 populated areas with 5.7 million of equivalent inhabitants. These WWTPs cover 42% of the total population of Bulgaria. The efficiency of the urban WWTP remains low mainly due to incomplete or not constructed sewerage systems. While the water supply infrastructure is relatively well developed and 98% of the population has running water, the sewage network is considerably unsatisfactory. 70.2% of the towns have sewer network, while only 2.1% of the villages have sewage system. There are 277 settlements and 3.8 million citizens with access to sewerage network in Bulgaria. There is a need to construct the sewerage network for another 109 settlements according to the EU requirements. The existing sewerage network needs major rehabilitation or even replacement.

European Funding Options for Bulgarian projects

Operational program ENVIRONMENT

Priority 1 – Improvement and development of waste water infrastructure - € 1.05 billion

- Projects for waste water infrastructure in settlements above 2 000 inhabitants, including Waste Water Treatment Plants (WWTPs)
- Construction of new sewerage systems, including WWTPs in settlements with population of above 10 000. (Actions will support introduction of technologies for tertiary treatment of urban waste water in compliance with Directive 91/271/EEC)
- Reconstruction and/or extension of existing sewerage systems in settlements with population over 10 000 and in settlements with population of 2 000 - 10 000
- Delivery of equipment for detection and measurement of leakages
- Provision of sludge treatment facilities for the WWTPs
- Elaboration and updating of plans for river basin management
- Preparation of investment projects for financing under OP "Environment"

Operational program REGIONAL DEVELOPMENT

Priority 1 – Urban rehabilitation and development – environmental infrastructure – 187 million EUR

- Projects for water supply networks
- Rehabilitation, reconstruction and construction of water supply networks in settlements, main water supply pipelines connecting water supply networks with aquifers, improvement of drillings and water catchments
- Construction or extension of the capacity of water storage tanks and reservoirs for ensuring provision of required water quantity, as well as steady water pressure to balance the network and guarantee a stable supply
- Modernization of pumping stations, water control and water redirection structures
- Construction/extension of purification facilities for increasing drinking water quality
- Provision of access to alternative water sources

European financial instruments for development of water supply and sewerage infrastructure are the Cohesion Fund, the European Regional Development Fund, and the European Social Fund. The indicated financial framework for Bulgaria is € 6.047 billion. Distribution is as follows:

- Aim "Convergence" - € 2.015 billion (Cohesion Fund); € 3.873 billion (European Regional Development Fund, European Social Fund)
- Aim "European Cross Border Cooperation" - € 159 billion

Need for Investments

The Main priorities in the water sector, which are defined in the Strategy for Management of Water Supply and Sewerage, have the following financial parameters:

- rehabilitation of the water supply infrastructure in settlements – € 2,832 million;
- building of new water sources and water supply infrastructure, including dams, drinking water treatment plants, water supply networks – € 1,137 million; collection and treatment of waste water – € 2,962 million.

Overview of the Romanian water sector

Most of Romania's water infrastructure in terms of water supply, wastewater treatment plants, and sewage is of poor condition and significantly below modern European standards.

The total estimated cost for compliance with the environmental EU Directives is about 29.3 billion Euro up to 2018, which is to be covered from various financial sources: state budget, local budgets, EU funds (pre-accession and post-accession), private funds, other sources (Environmental Fund, international projects (other than those financed with EU support), foreign loans.

Water infrastructure

Drinking water supply.

Only 68% of the population is connected to the drinking water supply network – around 98% of the urban population and only 33% of the rural population (3.4 million inhabitants). The rest of the population 32% (around 7 million citizens) use water from other sources. The situation in other European countries is much better: 96- 100% of the population is connected to the water supply network - 100% in urban areas and 87% in rural areas. In the last years the water network developed mainly due to EU co-financing. Anyhow in most of the urban areas the network is very old and needs investments in order to reach an adequate standard.

The volume of population potentially exposed to the risk due to the age of the distribution networks, quality and parameters of water source, for which currently there is no specific data, could be estimated at about 10 million inhabitants in urban areas.

Sewage network.

At the end of 2007, 735 localities were endowed with sewage network, from a total of 13,832.

The population that benefits from the sewage service is around 11.5 million inhabitants (from around 22 million citizens), out of which around 10.3 million inhabitants in the urban areas (representing 90% of the urban population) and around 1.15 million inhabitants in the rural areas (10% of the rural population). The total network covers 19,356 Km.

Correlating the two types of endowments - drinking water supply and sewage systems – the country population can be grouped into three categories:

- Population benefiting from both services – 52%;
- Population benefiting from water supply but not of sewage system – 16%;
- Population benefiting neither from water supply nor from sewage system – 32%.

Wastewater.

By the end of 2008, out of the total volume of wastewater that needed to be treated, 30% has been sufficiently treated, approximately 33.1% was represented by untreated wastewater and 36.9% of the wastewaters have been insufficiently treated. Therefore, almost 70% of the wastewater coming from the main pollution sources was discharged into the natural receivers, especially rivers, untreated or insufficiently treated. The wastewater discharged from thermal and electricity production represents 66%, other 25 % was produced by public utilities, and the rest of 9 % resulting from other activities.

The total number of wastewater treatment plants (both municipal and industrial) is 1,353. Based on the Romanian official information 394 plants, representing almost 29.1%, function adequately and the remaining 959 plants representing 70.9% don't function adequately.

SOP ENV – Sectorial Operational Program Environment

In order to reduce the existing gap between EU and Romania on environmental infrastructure in terms of both quantity and quality, Romania benefits from EU Structural Funds SOP ENV. This should result in the efficient public services, taking into account the principle of sustainable development and “polluter pays” principle.

POS environment is one of the largest operational programs developed under the National Strategic Reference Framework (NSRFs). EU average contribution to SOP is about 23.5% of total structural funds allocated to Romania under the Convergence Objective and the Cohesion Fund for 2007-2013, reaching about 4.512 billion Euro.

Million EUR

	Structural Financing – European Regional Development Fund (ERDF) (1)	Cohesion Fund (2)	Overall (3) = (1) + (2)
2007	50,580,264	221,792,472	272,372,736
2008	117,985,105	319,317,487	437,302,592
2009	149,019,785	429,487,432	578,507,217
2010	168,694,505	514,656,226	683,350,731
2011	206,330,853	554,815,177	761,146,030
2012	252,439,096	596,374,625	848,813,721
2013	291,602,587	639,374,524	930,977,111
Total 2007-2013	1,236,652,195	3,275,817,943	4,512,470,138

Source: Ministry of Environment

Comments

Romania needs heavy investments in water sector in order to meet the EU standards. In the last years public and local authorities as well as suppliers of equipment learned how to use EU funds and develop projects. Due to the financial crisis Romania is not in a good position to finance too many projects, but there are a lot of possibilities to deliver equipments and services on water sector. Most of the cities have to upgrade the network and to improve the quality; in the rural area new networks have to be developed. The wastewater sector also needs heavy investments in order to upgrade and to build new facilities to reach EU standards.