



W T C

Water Training & Consulting aps

Torvegade 4, 1.  
DK - 8450 Hammel

Tel. + 45 8762 0400  
Fax + 45 8762 0404

E-mail [wtc@wtc.dk](mailto:wtc@wtc.dk)  
[www.wtc.dk](http://www.wtc.dk)

## INVITATION

Benny Hagelskjær  
E-mail: [bh@wtc.dk](mailto:bh@wtc.dk)  
**Date: 30/01/2010**

### Indonesian-Danish Water Days 21-25 June 2010

With 240 million inhabitants, Indonesia has the World's fourth largest population. The island of Java and especially the two main urbanized areas - Jakarta and Surabaya are the most advanced and stable with regard to service delivery. It is also here the most promising business opportunities exist for Danish companies.

As the Indonesian economy is growing, one of the main challenges faced by the country is how to handle the environmental damage related to this. Water shortage, access to safe drinking water and water pollution are serious obstacles for an increase in the economic and social welfare of the country.

The main challenges are:

- Substantially high-rate of water loss (more than 30%)
- Piped water is accessible to less than 30% of households in the country's cities and below 10% in the villages
- An ambitious program to establish 10 million new house connections from 2009 to 2013
- Limited water resources both in terms of quality and quantity
- Waste water policy has not been well implemented
- Only 25% of wastewater is treated (and only basic treatment)

Thus, given the Danish competences and technologies within the field of water and sewage, the higher attention to solve the problems in the country presents a good basis for Danish business opportunities in Indonesia.

On this background, we are happy to invite you to participate in **Indonesian-Danish Water Days 2010** taking place from **21-25 June**. The event is following a successful seminar and networking event carried out in May 2009 with a group of Danish companies participating.

The arrangement will include several activities of relevance to Danish companies:

- During seminars in Jakarta and Surabaya, participants will have a chance to present their products and services and to get in contact with key-players and discuss projects and cooperation



Co-financed by the  
Trade Council of Denmark



- As a part of the seminars, individual meeting programmes will be organised for each company
- The B2B Environment Programme supported by Danida will be introduced to the participants.

The participation fee in the total program is DKK 21.500 per company. This is on condition of 10 participants and 50% support from the Trade Council of Denmark. You sign up by filling out the enclosed form and return it on **9<sup>th</sup> April 2010** at the latest.

Further information, hereunder a short description of the Indonesian water and wastewater sector can also be found at our website, [www.wtc.dk](http://www.wtc.dk).

We do hope that you will find participation relevant and if you have any further questions, please feel free to contact WTC ApS (tlf +45 8762 0400, e-mail [bh@wtc.dk](mailto:bh@wtc.dk)).

Best regards

WTC

Benny Hagelskjær  
Director



**Indonesian-Danish Water Days 2010, Jakarta and Surabaya  
21-25 June 2010**

**Draft Programme**

<b>Monday 21 June 2010</b>	
Morning and afternoon	Arrival in Jakarta and check-in at the Le-Meridien Hotel, Jakarta
17:30 - 19:30	Briefing at a nearby restaurant <ul style="list-style-type: none"> <li>• Update on the Indonesian water sector by an external speaker</li> <li>• Program overview</li> <li>• Dinner (at own cost)</li> </ul>
<b>Tuesday 22 June</b>	
08:30-09:00	Workshop registration at the Le-Meridien Hotel, Jakarta
09:00-10:00	Opening ceremony by: <ul style="list-style-type: none"> <li>• Danish Ambassador</li> <li>• The Minister of Public Works (Tentative – to be invited)</li> <li>• Chairman of PERPAMSI</li> <li>• Head of the Danish delegation</li> </ul>
10:00-10:15	Coffee break
10:15-12:30	Presentations by Danish delegation companies
12:30-13:30	Lunch participated by the Danish delegation and invited companies
13:30-16:00	Individually arranged B-2-B meetings
18:30	Departure from hotel for a networking function at the Ambassador's residence
19:00-22.00	Networking function at the Ambassador's residence
<b>Wednesday 23 June</b>	
09:00	Departure from the Le-Meridien Hotel by a chartered bus to visit a water treatment plant
09:00-10:00	Approximately 1 hour road trip from the hotel to the site
10:00-12:00	Visit to a water treatment plant
12:30-14:00	Lunch at an Indonesian restaurant (at own cost)
14:00-15:30	Approximately 1.5 hours road trip to the airport
17:30-18:30	1 hour flight to Surabaya

19:30	Check-in at the J.W. Marriott Hotel Surabaya
<b>Thursday 24 June</b>	
08:30-09:00	Workshop registration at the J.W. Marriott Hotel, Surabaya
09:00-09:45	Opening ceremony: <ul style="list-style-type: none"> <li>• Danish Ambassador</li> <li>• Head of Provincial/Local Government (not yet identified)</li> <li>• Head of Danish delegation</li> </ul>
09:45-10:00	Coffee break
10:00-12:00	Presentations by Danish delegation companies
12:00-13:00	Lunch participated by the Danish delegation and local invited guests
13:00-16:00	Individually arranged B-2-B meetings
19:00-22:00	Networking dinner (tentatively to be held at a function room, J.W. Marriott Hotel)
<b>Friday 25 June</b>	
09:00	Departure from Surabaya to Jakarta
10:00	Arrival in Jakarta



## Indonesian-Danish Water Days 2010

### Registration Form

*Yes, we would like to participate in the event*

Contact Person: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Tel: \_\_\_\_\_ E-mail: \_\_\_\_\_

Signature: \_\_\_\_\_

Names and e-mails of (additional) participants:

\_\_\_\_\_

\_\_\_\_\_

### Participation fee

The participation fee is DKK 21.500 per company. This is subject to 10 participants and 50% support from the Trade Council of Denmark. Participation fee is exclusive of individual travel/accommodation costs.

**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](mailto:bh@wtc.dk) or fax +45 8762 0404) by 9<sup>th</sup> April 2010.**

### 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.

