



W T C

Environmental Export

Torvegade 4, 1.
DK - 8450 Hammel

Tel. + 45 8762 0400
Fax + 45 8762 0404

E-mail wtc@wtc.dk
www.wtc.dk

INVITATION

Russian-Danish Waste, Waste-to-Energy, and Water Event Join the business delegation with the Danish Minister of Environment

The economic growth in Russia is resulting in increased amounts of waste and wastewater. Therefore, many new projects within these areas will be implemented in the near future in order to increase the efficiency of systems currently running.

Following examples illustrates this trend:

Waste technology / waste-to-energy:

- In St. Petersburg three large waste processing plants will be tendered in 2010-14
- New, advanced waste management technology will be introduced
- Construction of waste processing plant is currently on-going
- Waste-to-energy projects; the potential for processing wood waste to energy in Russia is enormous and equivalent to the energy of all petrol consumed in Russia every year
- Waste-to-energy and recycling services are being developed in the larger cities
- New energy efficiency plan launched as a top priority in the modernisation program for Russia (investment of USD300 billion until 2020)

Water/wastewater:

- Wastewater sludge management and utilisation is high on the agenda
- Combating high rates of NRW
- Sector reform has attracted private capital and management to the water sector resulting in growing demands for quality solutions for water and wastewater
- Higher focus on energy efficiency in water utilities
- Low water quality

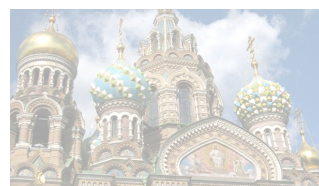
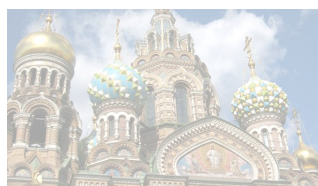
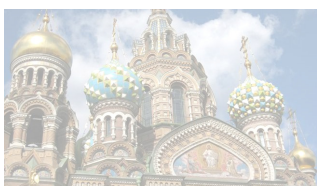
This situation is offering new and interesting business opportunities for Danish companies.

Join the business delegation with the Danish Minister of Environment

Together with the Ministry of Environment, WTC and the Royal Danish Consulate in St. Petersburg is inviting Danish companies to participate in this important event.

16-17 May 2011 - St. Petersburg

Business delegation headed by the Minister of Environment Karen Ellemann. Parallel events for water/wastewater, waste technology & waste-to-energy.



Programme highlights

- Seminar with Russian high-level participation
- Seminar opening by the Minister of Environment
- Session / discussion of issues of common interest with Minister and Russian counter-parts
- Site visits and roundtable sessions
- Individual meeting programme on request
- Focus on project financing
- Reception hosted by the Minister

The final programme will be adapted to take the requests of the participating companies into account.

A wide range of players will be addressed as a part of the export promotion activities:

- **Local authorities** (Regional and Municipal Administrations, Communal Services Departments) with the view of budgetary support of the communal sector, municipal guarantees and ongoing municipal/regional initiatives
- **Operators** (waste companies, Vodokanals, Private Operators etc.) with the view of strategic development, investment programmes and priority areas for cooperation;
- **Potential business partners** (contractors, consultants and design organisations) to analyse possibilities of establishing partnering arrangement;

We believe that this set-up will help Danish companies establish relevant contacts and take well informed decisions about their further business development activities in the selected regions.

Participation

We hope that the above mentioned activities have your interest. If so, we kindly ask you to sign up on the enclosed form as soon as possible to enable us to prepare the event.

In case you need further information, please do not hesitate to contact us.

Best regards

Benny Hagelskjær
WTC ApS

Klaus Sørensen
Royal Danish Consulate General, St. Petersburg

WTC has 10 years of experience in arranging this type of events, with extremely positive feedback from our participants.

They tell us, that they find our events very hands-on and focused on bringing them more business. You can see some of our references here:

<http://www.wtc.dk/index.php?page=list-of-references>

AVK has on several occasions made use of WTC's services, participating in delegations in connection with export promotions or visits to Denmark from foreign parties.

The events have been extremely relevant for us, and have contributed to create new contacts as well as consolidate existing ones. All events have been well organised with a high professional level.

Michael Ramlau-Hansen
Marketing Manager
AVK International A/S



The AVK group is one of the world's leading suppliers of valves and accessories for drinking water, gas supply, firefighting and handling wastewater.

Russian-Danish Waste, Waste-to-Energy, and Water Event 2011

Binding Registration form

We would like to participate in the following:

Activity	Price per company (DKK)	Mark X for participation
St. Petersburg	18,000	

Contact person: _____

Company: _____

Address: _____

Tel: _____ E-mail: _____

Signature: _____

Other persons from your company to participate; incl. e-mail for information:

The price includes:

- Preparation of the arrangements
- Joint expenses in connection with the arrangement
- Participation in seminars, round tables, site visits and reception
- Organisation of individual meeting programmes

Individual travel expenses are not included in above prices. The price for participation is subject to 10 companies participating and support from the Danish Trade Council.

Please send the completed form directly to WTC Aps – Environmental Export – bh@wtc.dk or fax no.: +45 8762 0404.

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.