



## Vietnamese-Danish Water Days 2011. Tentative Programme (09/03/2011) v. 4.

<b>Monday 28 March</b>	
Morning and afternoon	Arrival to Hanoi. Transportation to Hotel Melia Hanoi at own arrangement. Address: 44B Ly Thuong Kiet Street, Hanoi.
18.00-20.00	Informal dinner at Hotel Melia (at participants own cost): <ul style="list-style-type: none"> <li>• Informal introduction of delegation participants</li> <li>• Practical remarks and program overview by WTC and the Danish Embassy in Vietnam</li> </ul>
<b>Tuesday 29 March</b>	
08.00-17.00	Vietnamse-Danish Water Days business seminar at Melia Hotel, Thang Long Ballroom 7 <sup>th</sup> Floor, Hanoi.
08.00-08.30	Registration
08.30-09.00	<u>Opening ceremony:</u> 08.30-08.40 Welcome remarks by the Danish Ambassador John Nielsen 08.40-08.50 Opening remarks by Vice Minister of Construction 08.50-09.00 Introduction to the Danish Water Sector by Benny Hagelskjær, Head of the Danish delegation
09.00-09.20	An overview of Vietnam's water supply and waste water treatment sector. Presentation by Mr. Tran Quan Hung, Secretary General of Vietnam Water Supply and Sewerage Association (VWSA).
09.20-09.40	Financing and implementing projects in Vietnam. Presentation by sub-association of VWSA, Northern branch.
09.40-10.00	Water in Urban Areas and financing instruments, a Danish concept. Presentation by Jesper Dannisøe (DWF)
10.00-10.15	Developing Vietnamese project pipelines and marketing your services. Presentation by John Rockhold (Grontmij Carl Bro)
10.15-10.45	Coffee break
10.45-12.30	Danish water solutions. Presentations by Danish participating companies (10 min presentations from 10 companies)
10.45-10.55	AVK presentation
10.55-11.05	Danfoss presentation
11.05-11.15	DGE presentation
11.15-11.25	DHI presentation
11.25-11.35	DWF presentation
11.35-11.45	Grontmij/Carl Bro
11.45-11.55	Grundfos presentation
11.55-12.05	Howden presentatio
12.05-12.15	Krüger presentation
12.15-12.25	MT Højgaard presentation
12.25-12.35	VCS/Danaqua presentation
12.35-14.00	Lunch buffet at hotel restaurant together with the Vice Minister and Vietnamese companies
14:00-17:00	Individually pre-arranged B-2-B meetings (15 minutes each)



18.00-21.30	Dinner at the Danish Ambassador's residence for the delegation including a short briefing on Vietnam. Address 23 Le Hong Phong Street, Hanoi (10 minutes by taxi from Melia Hotel).
<b>Wednesday 30 March</b>	
08.00	Check out of hotel (guests pay at reception) or check out before 14.00 when returning from restaurant.
09.00	Bus leaving from Melia Hotel for site visit
10.00-12.00	Water in Urban Areas. Meeting with Vietnamese water company Hanoi Water Company (HAWACO)
12.00-13.00	Lunch at a Vietnamese restaurant
13.00-14.00	Bus transportation back to Melia Hotel
14.00-16.00	Venue: Melia Hotel, Function Room 4 (2 <sup>nd</sup> Floor). Follow-up on Vietnamese-Danish Water Days: Project financing and establishing of consortia. Roundtable and workshop with the Danish companies. Introduction by DWF
16.00	Bus leaving from Hotel Melia to Noi Bai airport
18.00-20.00	Flight VN 1155 to Ho Chi Minh City (own arrangement)
20.00	Arrival in HCMC. Transport to and check-in at Renaissance Riverside Hotel Saigon. Address 8-15 Ton Duc Thang Street, District 1, Ho Chi Minh City.
21.00	Table reserved at Hotel Renaissance restaurant (own cost)
<b>Thursday 31 March</b>	
08.00-15.00	Vietnamese-Danish Water Days business seminar at Renaissance Riverside Hotel Saigon, Ho Chi Minh City.
08.00-08.30	Registration
08.30-09.00	<u>Opening ceremony:</u> 08.30-08.40 Welcome remarks by the Danish Ambassador John Nielsen 08.40-08.50 Opening remarks by city authorities 08.50-09.00 Introduction to the Danish Water Sector by Benny Hagelskjær, Head of the Danish delegation
09.00-09.20	Conditions for financing and implementation of projects in Vietnam. Presentation by sub-association of VWSA, Southern branch.
09.20-09.40	An overview on water supply and wastewater treatment in Ho Chi Minh City. Presentation by HCMC based water company.
09.40-10.00	Investment opportunities and partnering with Danish companies. Presentation by Anders Paludan-Müller, Danish Investment Fund for Developing Countries (IFU)
10.00-10.15	Water in Urban Areas and financing instruments, a Danish concept. Presentation by Jesper Dannisøe (DWF)
10.15-10.30	Developing Vietnamese project pipelines and marketing your services. Presentation by John Rockhold (Grontmij Carl Bro)
10.30-10.45	Coffee Break
10.45-12.30	Danish water solutions. Presentations by Danish participating companies (10 min presentations from 9 companies)
10.45-10.55	VCS/Danaqua presentation
10.55-11.05	Krüger presentation
11.05-11.15	Howden presentation



11.15-11.25	Grundfos presentation
11.25-11.35	Grontmij/Carl Bro
11.35-11.45	DWF presentation
11.45-11.55	DHI presentation
11.55-12.05	DGE presentation
12.05-12.15	Danfoss presentation
12.15-12.25	AVK presentation
12.30-13.30	Lunch buffet at hotel restaurant together with a HCMC PPC Vice-Chairman (tbc) and Vietnamese companies
13.30-15.30	Individually pre-arranged B-2-B meetings (15 minutes each)
15.30-17.30	Conclusive session for the Danish delegation <ul style="list-style-type: none"> <li>• How to establish consortia, practical set-up, future activities</li> <li>• Debriefing for delegation</li> </ul>
18.30-21.00	Dinner at local restaurant. Networking session with invited relevant successful Danish companies in Vietnam (Grundfos Vietnam Company, Grontmij Carl Bro Viet Nam Ltd., Danwater/VidaGIS)
<b>Friday 1 April</b>	
07.30	Check out of hotel (guests pay at reception)
08.00	Bus leaves hotel for site visit to Bing Duong
09.30-12.00	Visit to Binh Duong Water Supply, Sewerage, and Environment Company (BIWASE)
11.30-13.00	Lunch at Song Be
13.00-14.30	Transportation back to HCMC
15.00-17.00	Possibility for own arrangements or joint meeting for delegation