

Activities planned for U-S-E Water 2.0

Subject to change according to our members input and the actual situation.

No.	Danish Green Solutions in China within Waste Water and Water Supply	Activities	Planned dates
1	Visit China by Technical Consultant		Nov. 24--Dec. 22, 2022
	<ul style="list-style-type: none"> a SIIC Environment Holdings Ltd 上海实业环境控股有限公司 b Hangzhou Water Group (Utility) 杭州水务 c Suzhou Water Conservancy Co., Ltd. 苏州水务 d Shaoxing Water Utility 绍兴水务 e Beijing Capital Group 北京首创生态环保 f Liaocheng Water Group (Utility) 聊城水务 g Yantai Drainage (Utility) 烟台水务 h BEWG (Beijing Enterprise Water Group) 北控水务 i China Water Environment 中国水环境集团有限公司 j Qingdao Water Group Co., Ltd 青岛水务集团有限公司 k China Everbright Water 光大水务 l Guangdong Xinhuan (OEM & EPC) 广东新环环保集团 m Guangxi Beitou (EPC) 广西北投 n Guangzhou Water Group 广州市水务集团 o Dongguan Water Group 东莞市水务集团 p Guangdong Yuehai Water 广东粤海水务股份有限公司 q China Water Group Co., Ltd 中国水业集团有限公司 r Shenzhen Water Group 深圳市水务集团 s Zhongshan Water Group 中山市水务集团 t Haina Water (EPC in Industrial W.W.) 深水海纳水务 	<ul style="list-style-type: none"> ww NRW & ww NRW & ww NRW & ww ww NRW & ww NRW & ww ww ww dw & ww ww ww dw & ww dw & ww dw & ww ww NRW & ww NRW & ww ww (industrial) 	
2	Workshops with Danish suppliers to drinking water sector incl. Danish experts, planning set-up, where to focus, and whom to target- involvement of new companies		Jan. & July
3	Workshops with Danish suppliers to waste water sector, incl. Danish experts planning set-up, where to focus, and whom to target - involvement of new companies		Jan. & July
4	Delegation 1: Workshops with existing Chinese partner companies including Danish experts to discuss close co-operation, pushing for Danish involvement in upgrading plants	4 workshops + visits	Feb. 09--Mar. 9, 2023
	<ul style="list-style-type: none"> a China Everbright (EPC) b Haina Water (EPC in Industrial W.W.) c ShenZhen Water (Utility) d Yuehai Water Group (EPC) e Qingdao Water Utility f Ji'nan Water Investment g Yantai Drainage (Utility) h Liaocheng Water Group (Utility) i Chongqing Water Group Co., Ltd (Utility) j Chengdu Xingrong Environment Co., Ltd (Utility) 	<ul style="list-style-type: none"> WW Workshop WW Workshop NRW / WW workshop NRW / WW workshop NRW / WW workshop NRW / WW workshop NRW / WW workshop WW Workshop NRW / WW workshop NRW / WW workshop NRW workshop 	
5	IE Expo China 2023	Exhibition	April
6	Delegation 2: Workshops with new Chinese partner companies including Danish experts to discuss close co-operation, pushing for Danish involvement in upgrading plants	4 workshops + visits	Apr. 27--May 25, 2023
	<ul style="list-style-type: none"> a Shenyang Water Group (Utility) b Dalian Water (Utility) c Anshan Water (Utility) d Beijing Enterprise Water Group / BEWG (EPC) e Suzhou Water Conservancy Co., Ltd f Hangzhou Water Group (Utility) g Shaoxing Water (Utility) h Zhongyuan Environment - Protection Co.,Ltd (EPC) i Jiangsu Jiangnan Water Co.,Ltd (EPC) 	<ul style="list-style-type: none"> NRW / WW workshop NRW / WW workshop NRW / WW workshop WW workshop NRW / WW workshop NRW / WW workshop NRW / WW workshop visit visit 	
7	Delegation 3: Visit to DK	workshops + visits	Aug. 21--Aug. 25
	<ul style="list-style-type: none"> a Beijing Capital (EPC) b Liaocheng Water Group (Utility) c Yantai Drainage (Utility) d Shenzhen Water (Utility) e China Everbright (EPC) f Other water utilities 		
8	Delegation 4: workshops with utilities in Northern China & Site-visits at potential partner companies incl. experts, inspecting the status and together with the Danish participants	4 workshops + visits	Sep. 7--Oct. 5, 2023
	<ul style="list-style-type: none"> a Shenyang Water Group (Utility) b Dalian Water (Utility) c Anshan Water (Utility) d Liaoning MOHURD e Qingdao Water Utility f Yantai Drainage (Utility) g Liaocheng Water Group (Utility) h China Water Group Co., Ltd 	<ul style="list-style-type: none"> NRW workshop NRW workshop NRW workshop visit NRW workshop NRW workshop NRW workshop visit 	

	i Henan City Development Environment Co.,Ltd j Shandong MOHURD	visit visit	
9	CIEPEC 2023 (China International Environment Protection Exhibition and Conference) or other similar activity in China	Exhibition	Oct. 2023
10	CIIE Green Transition 2023 (CHINA INTERNATIONAL IMPORT EXPO)	Exhibition	Nov. 2023
11	Delegation 5: Workshops with Chinese partner companies to present the final proposal for Danish contributions together with the Danish company participants	4 workshops + visits	Nov. 2--30, 2023
	a Beijing Capital (EPC) b Liaocheng Water Group (Utility) c Guangdong Xinhuna (OEM & EPC) d Guangxi Beitou (EPC) e Suzhou Water Conservancy Co., Ltd f Hangzhou Water Group (Utility) g Shaoxing Water (Utility) h Guangzhou Water Group (Utility) i Zhongshan Water Group (Utility) j Yangtze ecology and environment Co., Ltd (EPC) k Guangzhou Water Bureau (Authority)	visit / 1 demo visit / 1 demo visit / 1 demo visit / 1 demo NRW workshop NRW workshop NRW workshop visit visit visit visit	visit / 1 demo visit / 1 demo visit / 1 demo visit / 1 demo NRW workshop NRW workshop NRW workshop visit visit visit visit
12	Following up with the existing Chinese partners with the view to demo projects	potential demo	throughout the entire year
	a Beijing Capital (EPC) b Liaocheng Water Group (Utility) c Guangdong Xinhuna (OEM & EPC) d Guangxi Beitou (EPC) e Yantai Drainage (Utility)		
13	Green Audits of plants by Danish experts, collecting data and preparing analysis and proposals explaining how Danish system knowledge can be added in the upgrading	presales and potential demo	upon request
14	Continued daily correspondance, providing system knowledge for the Chinese partners to understand and accept the sustainable, full-circle Danish contributions to solutions	presales and potential demo	
15	Assisting the Danish companies in how to secure the practical details		through the entire year
16	Conferences on exchange of experiences on Ministerial level (framework conditions)		
17	Opening event of the Chinese upgraded plant with Danish equipment involving Chinese and Danish VIP's all participants. a Opening event b Implementation of upgrade	1 demo	
18	Road trips marketing the upgraded plant with Danish equipment		
19	Seminars on Non Revenue Water with water utility relations in Northern China a With utilities of cities in Shandong Province b With utilities of cities in Liaoning Province	Visit or Webinar Visit or Webinar	
20	Webinars 30 in total	Webinars	through the entire year
21	Capacity building of the Chinese partners by Danish experts to ensure understanding and use of Danish technology and knowledge for other plants. Training of operational personell.	Webinar	
22	Screening reports, market reports, entry strategies for new participants		upon request
23	Finding potential distribution channels for new participants. If possible working with known connections		through the entire year
24	Assisting new participants in starting up distribution, understanding the Chinese culture and business practices		
25	Continuous PR-work for the Danish companies, incl. Press releases and news letters		through the entire year
26	Intensive marketing of results; seminars and webinars, - and if possible applying for awards on upgraded plants.		end of 2023
27	Preparing documentation on wastewater upgrading with Danish knowledge and equipment together with Tongji University and Danish experts, case material, film from the plants, articles for magazines, newsletters and information on websites www.danishwatertechnology.cn and the embassy water china mini web		through the entire year
28	Final seminar		end of 2023