



# Malaysian-Danish Energy & Environmental Forum

Kuala Lumpur 24 - 26 January 2007

On the occasion of the visit to Malaysia by  
Minister for Foreign Affairs H.E. Dr. Per Stig Moeller  
and  
Minister for the Environment H.E. Ms. Connie Hedegaard

TRADE COUNCIL OF DENMARK  
THE MINISTRY OF FOREIGN AFFAIRS OF DENMARK



# **Malaysian-Danish Energy & Environmental Forum**

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and  
Minister for the Environment H.E. Ms. Connie Hedegaard





Foreword by  
H.E. Dr. Per Stig Moeller,  
*Minister for Foreign Affairs &*  
H.E. Ms. Connie Hedegaard,  
*Minister for the Environment*

It is a great pleasure for us to welcome you to the Malaysian - Danish Energy & Environmental Forum in Kuala Lumpur, Malaysia.

Denmark is currently one of the most competitive countries in the world. The most attractive place to make investments, and a highly flexible society. So it is not unrealistic to set the goal that Denmark by 2015 should be the most competitive country of all. And that is precisely what we have done.

The companies joining us in this visit to Malaysia represent sectors, where Denmark is trend-setting on a global scale. Our environmental awareness along with strong competences within energy efficiency and environmental technologies are defining elements of the Danish business environment. The companies can provide a range of state-of-the-art technologies, products and services.

We find it particularly important to stress the immense Danish interest for cooperation with Malaysian companies. Denmark and Malaysia are facing similar challenges when it comes to developing sustainable energy technologies and sound environmental solutions for the future. It is our sincere hope that Malaysian and Danish companies continue to prosper in their commercial cooperation.

Per Stig Møller  
Minister for Foreign Affairs

Connie Hedegaard  
Minister for the Environment





## Foreword

By H.E. Boerge Petersen

*Ambassador of Denmark to Malaysia*

Danish and Malaysian commercial relations continue to expand. More than 70 Danish companies have their own operation in Malaysia being it in the form of production facilities, marketing offices or representative offices.

Danish companies have a long history of doing business in Malaysia – it is in fact more than a century since the first commercial ties between our countries were established. Foreign trade is essential to increase wealth. Danish companies have a long tradition for looking abroad for business opportunities, being it for sales or sourcing.

H.E. Dr. Per Stig Møller, the Danish Minister for Foreign Affairs, and H.E. Mrs. Connie Hedegaard, the Danish Minister for Environment, will for their visit to Malaysia January 23. – 25, 2007 be joined by a Danish trade delegation of leading Danish companies offering world renowned technologies, products and services within solid waste management and energy efficiency.

On the occasion of the visit by the Danish trade delegation, seminars on “Energy Efficient Solutions for the Future” as well as “Environmental Solutions for the Future/Solid Waste Management” take place in Kuala Lumpur to introduce Malaysian authorities and private sector companies to Danish experiences within solid waste management and energy efficiency. Furthermore, a large number of business meetings between interested parties will be arranged.

The Royal Danish Embassy is therefore pleased that the two relevant Malaysian ministers, Y.B. Datuk Seri Ong Ka Ting, Minister of Housing and Local Government and Y.B. Datuk Seri Dr Lim Keng Yaik, Minister of Energy, Water and Communications have accepted to open the respective seminars together with the two visiting Danish ministers.

This is the first Malaysian-Danish Energy & Environmental Forum. As Malaysia is currently focusing on increased energy efficiency as well as on improved handling of solid waste, the Forum will facilitate even closer cooperation between Danish companies and the public as well as private sector in Malaysia for the long-term benefit of the Environment.

A handwritten signature in black ink, appearing to read 'Boerge Petersen', written in a cursive style.

Boerge Petersen

Ambassador of Denmark



## The Trade Council of Denmark

The Trade Council of Denmark is the export and investment organisation within the Danish Ministry of Foreign Affairs. It comprises all activities for promoting Danish export and foreign investments in Denmark.

We are constantly striving to be the qualified partner preferred by enterprises in international trade and investment activities in a globalised and ever-changing world.

The Trade Council of Denmark provides both individual consultancy to enterprises and general business services directed both at enterprises and the public at large.

The Trade Council of Denmark assists enterprises in attracting investments to Denmark and Danish enterprises in getting across the border both through consultancy at home and through the missions abroad offering complete, all-round consultancy on political, economic and commercial issues.

Abroad you will find our commercial staff posted at the Danish embassies, consulates and trade offices. We have commercial staff at 90 representations in 64 countries. The staff at the representations will be able to assist you in identifying Danish suppliers of goods and services.

Please contact our embassy in Kuala Lumpur for further information about Danish industry and Danish exporters or visit the homepage of the embassy ([www.ambkualalumpur.um.dk](http://www.ambkualalumpur.um.dk)), where you can get direct access to potential Danish business partners and information about investments in Denmark.

You may also visit our homepage at [www.exportraadet.dk](http://www.exportraadet.dk)



**Ms. Anne Steffensen**  
*State Secretary,  
Head of the Trade  
Council of Denmark,  
Ambassador*

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### The Trade Council of Denmark

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## Royal Danish Embassy

Assistance in establishing and strengthening commercial relations and cooperation between Denmark and Malaysia is a main task of the Embassy. Support for increased trade relations between Danish companies and the Malaysian public and private sector is carried out through, among others, Business Forums like the Malaysian-Danish Energy & Environmental Forum.

The Embassy is well prepared to assist the Malaysian public sector as well as private companies interested in buying Danish technology, products and services and be instrumental in setting up contacts to relevant and potential Danish business partners.

The Embassy can also assist Malaysian companies intending to invest in Denmark.



Mr. Boerge  
Petersen  
*Ambassador*

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### Royal Danish Embassy

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## Danish Ministry of the Environment

The Ministry of the Environment is in charge of administrative and research tasks in the area of environmental protection and planning. In Denmark the administration at state level is managed by the Ministry of the Environment. At regional and local level, much of the administrative responsibility, including environmental approval and inspection and protection has been delegated to local governments in the municipalities.

The Ministry of the Environment was created in autumn 1971 when two ministries were merged. The Ministry employs more than 2500 people.

The Ministry has three agencies, one corporate management center, one independent research institute and 7 environment centre. Two independent appeal boards and one Environmental Assessment Institute are linked to the Ministry.

For further information please visit our home page at [www.mim.dk](http://www.mim.dk) or contact The Danish Ministry of the Environment at [mim@mim.dk](mailto:mim@mim.dk)



H.E. Ms. Connie  
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**DANSK INDUSTRI**  
Confederation of Danish Industries

## Confederation of Danish Industries

The Confederation of Danish Industries (DI) is the largest private business organisation in Denmark. It organises 7,000 knowledge intensive and export oriented private enterprises, mainly within manufacturing and services.

DI works in partnership with the government and other stakeholders to ensure the best possible business environment for its members through policy advocacy at national and international level. Furthermore, DI provides information and services to its members in many fields. Finally, DI is a social partner representing employers in collective bargaining on labour market issues.

In the international field DI has a strong portfolio including:

- Export promotion and trade delegations
- Export networks, seminars and conferences
- Market intelligence, statistics and analysis
- Consulting and counselling
- Trade promotion offices in Shanghai, Moscow and Sao Paulo
- A trade policy unit

In short, DI is your gateway to Danish business.



**Mr. Hans Peter Slente**  
*Director*



**Mr. Anders Kjoeller**  
*Market Development  
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---

### Confederation of Danish Industries

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## Danish Association of Consulting Engineers

Danish consultants have been involved in projects in Malaysia since the early 1980's. Several hundred projects have covered a number of diverse areas.

In recent years the varieties of projects include the preparation of a comprehensive national energy plan for Malaysia, the formulation of a strategy for Biodiversity, distribution of purified drinking water and design of the Sungai Johor Bridge.

The Danish Association of Consulting Engineers (FRI) represents the consultancy sector towards international clients, the Danish Public Sector and Parliament in matters concerning international trade of professional services.

The Danish Association of Consulting Engineers was founded in 1904 by private consulting engineering companies. Many of the members are today large multidisciplinary companies.

In an international context Danish consulting engineers are known to deliver state of the art competences and references in areas such as Renewable Energy, Environment, Energy Efficiency, Urban Planning, Hospitals, and large Infrastructure Projects. Among the firms' larger clients are the World Bank and the development programme of the European Union.

Firms affiliated to the association are completely independent of any commercial or industrial interest that may influence an impartial professional judgement.

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## AVK INTERNATIONAL A/S

AVK is one of the leading valve manufacturers for the water, gas and sewage industries as well as fire fighting worldwide.

Our product programme comprises a large range of valves, hydrants, pipe fittings and accessories, each complying with the highest standards of safety and durability.

Today, we are the only producer offering gate valves to most of the common national and international standards such as ISO, CEN, DIN, NF, BS, AWWA, JWWA, SABS, AS and GOST. Our global position ensures that we are able to give you, your partners and your customers the quality products you require.



Mr. Niels-Erik  
Andersen

*Managing Director*

---

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## Babcock & Wilcox Vølund ApS

We are one of the world's leading suppliers of equipment and technologies designed to convert household waste and bio-fuels into thermal energy.

We have delivered more than 500 solutions within waste-to-energy, biomass, and fossil fuels.

Throughout the years we have continuously developed our range of boiler, grates and firing systems - systems that enable us to solve and fulfil our clients' needs and expectations regarding plants with optimum energy utilization and reliability under maximum consideration of the environment.

Naturally we are ISO 9001 certified.



Mr. Peter Laursen

*License &*

*Partner Manager*

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## **BIOKUBE**

BioKube Systems clean sewage water from individual houses, villages and small towns up to 7.000 persons. BioKube also cleans sewage water from industries, mainly within agriculture such as dairies, slaughter houses and vegetable- and fruit factories.

BioKube systems are certified and approved according to the highest EU Standards (CEN 12566-3).

### **BioKube 100 - 600 PE**

Designed for small villages, towns, camps and hotels etc.  
Delivered ready to install or as component supply.

### **BioKube 600 - 7.000 PE**

Cleans from 100 - 1.000 m3 of sewage water pr. day. The active cleaning units and technical parts are delivered in 20 containers ready for installation. Hereby we reduce price to a minimum by using local labor and materials to the maximum extent possible. Basically all there is needed to make the plant operational is to connect all the hoses to pumps and blowers.



Mr. Mikkel Morville  
*Export Manager*

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## COWI A/S

COWI is a leading international consulting group. We work worldwide with engineering, environmental science and economics. COWI employs about 3,500 staff and have activities in more than 100 countries. More than 750 staff is permanently involved in projects dealing with environmental protection, waste management and energy. We have subsidiaries and offices in 35 countries.

COWI provides consultancy services to public and private clients. Our experience ranges from planning, policy and institutional development to technical design and procurement of modern solutions for the handling, treatment and disposal of municipal and hazardous waste, for energy production and -distribution, renewable energy as well as for environmental protection.

Meeting the Kyoto protocol requires the introduction of clean development mechanisms and Joint Implementation. COWI assist in CDM and JI projects. COWI has conducted a large number of energy-efficiency projects resulting in considerable CO<sub>2</sub>-reductions from fuel switch, use of surplus heat to energy management and energy-conscious design.



Mr. Jens Bjoern  
Jakobsen

*Market Area Manager*

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## Energy Consulting Network

Energy Consulting Network is a Danish company of energy consultants and planners. The main objective of the company is to make a professional contribution to the implementation and dissemination of sustainable energy and environmental systems. Consultancy and overall planning is our main activity together with energy economy, capacity building, policy advice, design and implementation of energy and environment projects, and monitoring and evaluation of project progress.

We have the expertise to assist at every stage of the process in energy and environmental projects, from strategy development to the actual implementation and commissioning of organisational and technical projects and measures. We work in a particular process-oriented way and are highly committed to deliver deeply rooted sustainable solutions at our clients.

The partners in the company have all played an important role in the development of the Danish energy sector, and in the implementation of various energy and environmental programmes and projects in many parts of the world.



Mr. Lars Moeller  
*Partner*

### Energy Consulting Network

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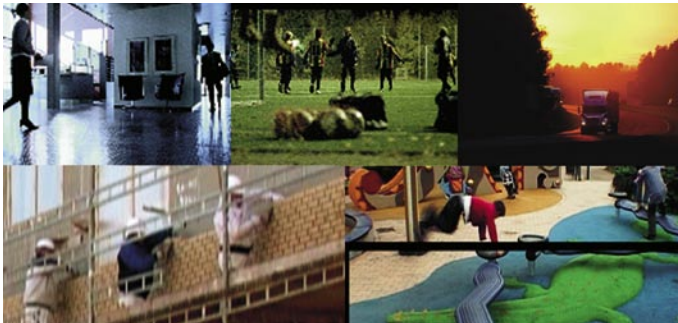
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## Used tyres are a valuable resource

Car usage is increasing worldwide and national and international authorities have for a long time been aware of the potential waste problem from the used tyres. With two recycling plants in Germany and Denmark treating more than 100,000 tons of tyres a year, and one more large 65,000 tons plant in Germany under construction, Genan is the world's largest company for recycling of scrap tyres.

The final products from the recycling process are uniform and clean high quality rubber powder, steel and textile. Applications are plentiful, and new are continually appearing with asphalt modification, football fields of artificial turf, children's playgrounds, technical rubber, thermal and acoustic insulation, flooring and building materials as the foremost.

Genan has more than 15 years of experience and has developed its own unique technology for systems and equipment in the plants, which can be delivered as turnkey projects. It is Genan's vision that all used tyres should be recycled. A valuable resource should not be burned.



*There are numerous applications for the use of Genan's recycled rubber powder and steel*

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**Mr. Bent A. Nielsen**  
*Owner & CEO*



**Mr. Lars Raahauge**  
*Director of Business  
Development*

## Grontmij | Carl Bro

Grontmij | Carl Bro is part of Grontmij, one of the largest players in the European consultancy market. We provide consultancy services within the fields of building, construction, water, environment, energy and industry, and are represented in the Netherlands, Denmark, the UK, Germany, Belgium, Poland, the Czech Republic, Hungary, Ireland, Sweden and Vietnam, among others.

We are Europe's fifth largest consultant engineering company. Our goal is to create value for our customers. We therefore think in terms of the whole picture and view assignments in a larger context. For this reason, our staff consists of people with various professional backgrounds. In addition to engineers, we also employ economists, biologists, geologists, planners, computer scientists and legal experts.

Grontmij | Carl Bro is building up activities in S. E. Asia. We have been present in Malaysia for more than a decade, carrying out a number of projects, predominantly in the public sector.



**Mr. Jens Lillebaek**  
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## IEN Consultants

IEN Consultants was established in January 2000 by Poul E. Kristensen as a private consultancy in the area of Energy Efficiency and Renewable Energy in Buildings. We specialize in integrated energy design of buildings, including use of passive solar energy, natural/hybrid ventilation and use of daylight.

IEN Consultants has three experts on Energy Efficiency and Sustainability in Buildings, Mr. Gregers Reimann, M.Sc., Ms. Ng Chuu Jiun (Regina), M. Sc. and Mr. Tang Chee Khoay (CK Tang), B. Sc. (honours) in mechanical engineering.

IEN Consultants were chief technical advisers for the Danida project on the new Low Energy Office Building for the Ministry of Energy, Water and Communications in Malaysia and we are currently energy and environmental advisers for the Malaysian Energy Centre on their new Zero Energy Office Building, and for Putra Perdana Constructions on the new Sustainable and Energy Efficient headquarter for the Energy Commission of Malaysia.



Mr. Poul E. Kristensen

*Director & Principal*

*Partner of*

*IEN Consultants*

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## MJK Automation A/S

MJK - Your partner for water processing instrumentation.

Has 30 years of experience as a manufacturer and supplier of measuring and control equipment for water and wastewater plants. Our network of MJK companies and distributors serves more than 40 countries worldwide. MJK is known for innovative, high quality products with long lifetimes. MJK manufactures a complete line of measurement and control equipment including:

- Ultrasonic and hydrostatic level meters
- Pump controllers
- Magnetic flowmeters
- Open channel flow meters
- pH, Redox (ORP) and temperature transmitters
- Turbidity and suspended solid transmitters
- Wastewater samplers
- Hardware and software for SCADA systems
- Digital indicators, signal processors and isolation amplifiers
- Surge and lightning protectors

MJK's Malaysian partner is Sureserv Engineering established in 2005. Sureserv Engineering is specialized in the field of instrumentation for Industry and Automation.



Mr. Jens Kruse  
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## NIRAS

NIRAS is one of Denmark's leading consulting companies, providing a broad range of fully integrated and interdisciplinary services in Denmark and abroad. With 1000 employees representing more than 30 academic degrees within engineering, natural and social sciences, NIRAS encompasses working experience from more than 70 countries. Our services include all stages of project development, from initial planning studies to implementation, operation, and training. Our international activities are executed in concert with local experts, local institutions and agencies, supported by our international experts.

The company offers a broad range of consulting services within the fields of Energy and waste management. In Energy, we offer expertise within energy planning, energy system design, renewable energy including biogas and biofuels and energy efficiency. In waste, we offer expertise in wastewater treatment, solid waste management, hazardous waste handling, recycling, pollution control and soil remediation, clean production as well as risk assessment.



Mr. Niels Bahnsen  
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## Odense Waste Management Company Ltd.

### Training, Practice and Operational Support within Solid Waste Management

Odense Waste Management Company Ltd. (OWMC) handles solid waste in the municipality of Odense for nearly 200,000 inhabitants. It is a not-for-profit municipal company, where all services are paid for by the users. Among the activities undertaken are operation of a modern environmentally safe landfill, a large scale composting plant and modern installations for landfill gas extraction.

OWMC is increasingly participating in international development activities, particularly within training, practice and operational support. The main approach applied, is to keep things simple and easily understandable, even if there may be rather complex processes and activities involved. OWMC has among others in 2003-05 participated in a project for Koszalin and Slupsk Municipalities in Northern Poland, and in 2005-07 in a project for the newly established Solid Waste Management Departments of Beni Suef and El Fashn Cities in Egypt. In 2005-06 OWMC participated in a feasibility study regarding composting in Kuching, Malaysia.



Mr. Jan E. Thrane  
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## Q2 Engineering

Q2 Engineering Sdn. Bhd. is a Malaysian registered company founded by the Danish company Q2 A/S. The core business is within the renewable energy and environmental engineering fields.

Q2 Engineering carries out activities as turnkey supplies and also invests directly in Landfill gas and Biogas projects.

Landfill gas is 50% methane formed by anaerobic degradation of waste, and takes place in all land-fills.

Biogas is 65% methane formed by the biological degradation of various biomasses.

The methane from landfill gas or biogas is a major Greenhouse Gas, being 21 times more harmful than CO<sub>2</sub>.

The reduction of the methane emission is sold as Certified Emission Reductions (CER's) under the Kyoto Protocol.



Mr. Frans Teisen

*Chief Executive Officer,  
(CEO)*

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## Roxul Asia Sdn Bhd

The Rockwool Group of Companies is the world's largest producer of stone wool. Founded in 1909, today the Group has 7,500 employees and operates 23 factories in 15 countries across Europe, North America and Asia. Roxul Asia was established in 2000 and is responsible for the Asia Pacific region. The production facility is located in Melaka and regional sales office in Kelana Jaya, Malaysia. Roxul Asia also has representations in Singapore, Shanghai and Taiwan. The state-of-the-art production facility in Melaka secures superior quality of stone wool for the region. Combined with the continuous R&D done on a global scale, Roxul stone wool retains and improves on its core competencies of non-combustibility, water resistance, thermal comfort, noise absorption, mechanical strength and proven environmental friendliness. As part of the true Rockwool Company, Roxul Asia delivers world-class, localised products, systems and solutions to improve energy efficiency, acoustic performance and fire safety in buildings and industrial installations. Roxul insulation also supports the environment the energy-efficient way by saving over 100 times more energy than was used for its production.



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## Servodan A/S

The reduction of the energy consumption combined with improved comfort in our daily lives has been practised by Servodan for several years. Our core business is to use the daylight combined with artificial light – giving you the right light level and best comfort.

Servodan offers a wide range of controls and sensors for both indoor and outdoor. The products are commonly used in public, institutional and industrial buildings. The savings on the electricity expenses are considerably and the investment very modest.

Servodan was founded in 1958, and have own R&D, production and sales department. We offer a support concept and assist our partners through the new world of lighting control – we are the backup on a demanding market. Servodan products are CE-marked and produced in accordance with IEC standards. DS/EN ISO 9001 certification achieved in 1996.

Partner in Malaysia: Unique Letronik Sdn. Bhd.



**Mr. Henning  
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## Oeland A/S

Oeland was established in 1981 and have production- and office facilities in Ballerup, Vejle and Aabenraa (three cities in Denmark), and Lund (city in Sweden). The company is a limited liability company and employs approx. 120 people. The production facilities and premi-ses of Oeland A/S constitute approximately 28.000 m2 divided into production facilities and indoor- and outdoor storage facilities. The company has modern production facilities and high-technology machinery, which ensure a uniform quality.

Oeland A/S is the second largest Scandinavian manufacturer of ventilation components (ducts, fans, kitchen hoods, diffusers, energy saving produkts. The company is also the only producer of Stainless ventilation components in Denmark. These products constitute an important part of the product range. The production is carried out based on the customers' requirements and can, therefore, be acquired in several dimensions. Oeland is focusing on the Scandinavian market. It is represented by distributors in Sweden, Norway, Germany and the Baltic countries. Oeland has entered into partnerships with companies in Zimbabwe, Tanzania, Vietnam and Kenya, where the idea is to serve the local markets through own set-up.



Mr. Carsten Madsen

*Export Director*

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## Facts about Denmark

### Geography and Government

Denmark is a constitutional monarchy in Northern Europe with 5.3 million inhabitants. Denmark consists of the peninsula of Jutland and of a great number of islands, of which Funen and Zealand - on which the capital of Copenhagen is situated - are the biggest ones. Denmark is bordering the Baltic Sea and the North Sea and the climate is temperate with mild winters and cool summers. The location gives Denmark a relatively large coastline of 7,300 km and a land boundary of 68 km to Germany.

Denmark has a total area of 42,400 sq. kms. The Kingdom also includes the Faeroe Islands and Greenland - the world's largest island - in the North Atlantic. Both the Faeroe Islands and Greenland have home rule with an elected council and are represented in the Danish parliament.

Prime Minister Anders Fogh Rasmussen (Denmark's Liberal Party) leads a coalition government with The Conservative People's Party. The most recent election for the parliament (Folketinget) was held on 8 February 2005. Under the constitution, elections for the parliament must be held at least every fourth year.

### Denmark and the surrounding world

Denmark is a small open economy, and our welfare depends on our ability to trade goods and services with the surrounding world. The highly specialized Danish enterprises simply require bigger markets than the Danish domestic market. And this goes the other way around as well. Imported commodities are seen everywhere in Danish stores. International companies are both well represented and well received in Denmark.

Denmark is well integrated in the global economy and plays an active role in the global political institutions. The Nordic countries are important co-operation partners. However, the membership of EU is the most important element in Danish foreign policy. Denmark joined the EEC on 1 January 1973 together with the UK and Ireland.

Denmark is a member of NATO and participated in UN's establishment in 1945. Denmark has taken part in over half of the UN peace-keeping operations and is one of the few countries in the world to donate 1% of GDP to the work of international development.













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