

Danish Clean Tech in Vietnam

Hanoi and Ho Chi Minh City, 2 - 6 November 2009

Official Danish business delegation to Vietnam

Celebrating the State Visit to Vietnam by H.M. The Queen of Denmark and H.R.H. The Prince Consort

accompanied by T.R.H. The Crown Prince Couple



Danish Clean Tech in Vietnam

Background

Vietnam is a very interesting market for Danish companies within energy, environment and climate – in short clean technologies. The business delegation will provide excellent opportunities for building strong relations with Vietnamese business people, government officials, representatives from large donor organizations and many more. Furthermore the visit will serve as a perfect occasion for learning more about Vietnam and gather market intelligence, which could pave the way for future business and closer partnerships.

The Confederation of Danish Industry and the Danish Embassy in Hanoi has chosen to focus on a number of sub-sectors:

Energy and Energy Efficiency

Vietnam is experiencing increasing energy demands and is in part looking to renewable energy and energy efficiency initiatives as a way of supplying projected energy needs.

Energy has been a key component of Vietnam's solid and strong growth during the last decade and will remain so. However, like many countries of similar demographics, Vietnam is facing the difficult challenge of maintaining its growth in a sustainable manner, with no or minimal adverse impacts on society and the environment. The National Strategic Program on Energy Saving and Effective Use has laid out a plan for achieving very ambitious energy saving targets in the Vietnamese economy. The Vietnamese energy and energy efficiency market provides possibilities for Danish companies within, but not limited to, the following areas; Biomass, Biogas, Waste to Energy, Smart Grid, Energy Savings, Energy Efficient Power Plants and Energy Efficiency in Buildings.

Water and Waste Water

There is increasing evidence of pollution of Vietnam's surface, ground and coastal waters. Down-

stream sections of major rivers suffer from poor water quality; most of the lakes and canals in urban areas are fast becoming sewage sinks and the groundwater shows pockets of contamination. Rapid urbanization and industrialization in coastal areas, port and marine transport development, expansion in coastal tourism and an increase in the number of oil spills contribute to the deterioration of coastal water. Because of that, Vietnam needs to invest heavily in wastewater and sewage systems. Furthermore, the Vietnamese government has tripled the water tariff rates, which leads to a growing interest in water saving technologies. The combination of the above offers Danish companies a large number of business opportunities in Vietnam.

Solid Waste

The amount of solid waste generated in Vietnam has increased steadily over the last decade. In 1996, the average amount of waste produced per year was 5.9 million tons. In 2004, average rates of municipal waste were 12.8 million tons per year with industrial and agricultural waste contributing another 2.2 million tons annually. Those number are predicted to increase by over 60% from 2004 to 2010. The current waste management system is already overloaded due to lack of institutional capacity and insufficient human and capital resources. Vietnam desperately needs better technologies and know-how within the waste management sector. Danish companies have ample opportunities to contribute. Participating in the business delegation will allow you to meet with your existing and many potential new customers within the solid waste management sector.

Building Materials

There is a growing demand for better quality building materials and more energy efficient and environmentally friendly building solutions in Vietnam. Mainly because of higher energy and water prices and stricter laws and regulations, but also due to the fact that, mainly international, corporations demands international standards since the

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Vietnamese building standards proves to be much more expensive in the long run – both in regards to maintenance as well as consumption of energy and water. This provides Danish companies within the building materials sector with good opportunities to do business in Vietnam.

Programme

The programme for the Danish companies within the Clean Tech Sector and it's sub-sectors will consist of a general seminar highlighting Danish Clean Tech key competences and possibilities in Vietnam, including company presentations.

The seminar will have participation from the Danish royal family. Both Danish and Vietnamese sector experts will participate. The participating Danish companies will have an opportunity to present themselves and their solutions to relevant Vietnamese business people, government officials and representatives from large donor organizations.

Participating Vietnamese enterprises and official representatives will be invited by the Embassy through its own extensive network as well as based on inputs from the participating companies. The sector seminar will be held twice, both in Hanoi and Ho Chi Minh City.

Furthermore, sub-sector seminars/ roundtable meetings will be organized in order to connect even closer with key Vietnamese public and private decision makers.

Finally, site visits to relevant places of interest for the different sub-sectors will be arranged in order to provide the participating companies with new and deeper insights to Vietnam and the Vietnamese market. The whole programme will be held twice, both in Hanoi and Ho Chi Minh City.

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