



Funded by the
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Information

Time

Friday, 4th May, 2018
13:00 – 16:30

Location

Shanghai New International Expo Centre (SNIEC)
No. 2345 Longyang Road
Pudong New Area
Shanghai 201204

Supporting Program

China-Europe Water Platform (CEWP)

Meeting Room

Room E1-M12 with 60 seats

Language

Conference language will be English

Co-organizers

European Union Chamber of Commerce China (EUCCC)
EU SME Center
Water Supply and Sanitation Technology Platform (WssTP)

Contact

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China-Europe work shop “How to do water business in China – The drivers, barriers and strategies”

On Friday May 4, 2018 the China-Europe water platform (CEWP) will organize an afternoon work shop at IE Expo 2018. We will review the Chinese water market and jointly formulate a strategy to improve the market access for European companies.

Final Program

Session one – Business opportunities for European companies in China

13:00-13:10 *On-site Registration and Networking*

13:10-13:20 *Welcome and setting the scene* by Mr. Anders Kjær, CEWP

13:20-13:40 *Water Visions and Challenges in Europe and China* by Dr. Jian Kun Sheng, WssTP member – Expert presentation

13:40- 14:00 *Water Market Trends in China* by Mr. Simon Spooner, Atkins International - Expert presentation

Session two - European access to the Chinese water market

14:00 - 15:00: Presentations by European Companies on how to succeed in the Chinese market

- **Veolia**, Dr. Chen Xiaohua, Process & Application Director APAC Municipal/Engineering Director SEA & Australia Municipal
- **SUEZ Asia**, Mr. Ollivier Ramus, Managing Director for Water Industry
- **Arcadis**, Ms. Ha Wenmei, Head of Water Management China
- **Ijinus**, Mr Olivier Le Strat, President
- **NKE**, Mr. Jean-Claude Le Bleis, President
- **Nalco Water Greater China**, Dr. Jian Kun (JK) Shen, Director Marketing
- **AVA Green**, Mr. Uwe Kuhnle, CEO

15:00 - 16:00 : **Panel discussions** on better access to Chinese water market - SUEZ Asia, Veolia China, Arcadis China, Ijinus, NKE, Nalco Water, AVA Green Chaired by Atkins International

Session three: Interactive Dialogue and Recommendations on a well-functioning and open water market in China

16:00 - 16:30: **Exchange of ideas, Conclusions and Next steps** chaired by Nordic Technologies A/S