



INVITATION

DISTRICT HEATING ROADSHOW TO CHINA 2017

HARBIN AND DAQING, 15-17 NOV 2017

The Embassy of Sweden in Beijing, Business Sweden and SweHeat & Cooling will arrange a District Heating Roadshow to Harbin and Daqing in Heilongjiang province during 15-17 Nov. The Roadshow will give an excellent opportunity for Swedish companies to present their solutions to key stakeholders in these two cities.

China is the largest district heating (DH) market in the world after the Russian Federation. Between 2003 and 2015, the total coverage area of DH systems expanded from 1.9 billion m² to 5.7 billion m². The demand for heating continues to increase rapidly in parallel with the economic growth and urbanization. Furthermore, advanced integrated solutions of heat recovery, combined cooling, heating and power generation (CCHP) are called for to increase the efficiency of existing and future heat and power plants. In addition, fuel source for heat production is usually coal which generates large amount of carbon emissions with high energy losses.

Sweden as a country has a strong brand and is well known for its capabilities and experience in the field, where Swedish companies are known to provide a variety of technically strong solutions. The key objective of this Roadshow is to provide a forum for Swedish companies to present their products and services to the Chinese authorities and industry.

The Roadshow is jointly organized by the Embassy of Sweden in Beijing and Business Sweden and SweHeat & Cooling. Organized for the 6th time in China, the Roadshow this year will cover two cities in Heilongjiang province – Harbin and Daqing:

- ▶ Harbin, in the northeast corner of China and the capital city of Heilongjiang province, has about 11 million inhabitants and more than 80 percent of households are connected to the local district heating network. The local government has the ambition to streamline the district heating network, so it can match the best in the world. The goal of Harbin to become a leading city in the world when it comes to efficient use of energy.
- ▶ Daqing, west of Heilongjiang province, is known as the Oil Capital of China. The city has since the 1960's been the energy capital of China. With an annual output of around 340 million barrels at present, Daqing Oilfield is still the No. 1 oil producer in China. Daqing is driving the energy conversion, and has planned to fuel district heating with renewable energy (up to 20 million m²) in the next 3 to 5 years.

The Swedish delegation will be supported by the Embassy of Sweden in Beijing. This will enable proper attention from Chinese City Officials and Local Official decision makers, District Heating companies and Power Utilities, and create a unique opportunity to meet the right people for future business. The Roadshow will give the Swedish companies an opportunity to present their solutions to senior stakeholders from the cities' administration, heating associations, companies and universities. It will also provide a platform to network and discuss specific business opportunities with Chinese stakeholders.

PRELIMINARY PROGRAMME

DISTRICT HEATING ROADSHOW IN CHINA

HARBIN AND DAQING, 15-17 NOV 2017

Preliminary Programme

15 Nov 2017

- ▶ 12.50-14.50, Flight CA1623 from Beijing to Harbin
- ▶ 17.30-18.30, Swedish delegation kick-off meeting
- ▶ 18:30-20:00, Dinner (invited by Business Sweden)

16 Nov 2017

- ▶ 09.00-12.30, Harbin-Swedish District Heating Seminar
- ▶ 12.30-13.30, Mingle lunch
- ▶ 13.30-16.00, Roundtable discussion between Swedish and Chinese stakeholders on predefined DH themes
- ▶ 16.30-18.30, Transfer to Daqing (car arranged by Business Sweden)

17 Nov 2017

- ▶ 09.00-12.30, Daqing-Swedish District Heating Seminar
- ▶ 12.30-13.30, Mingle lunch
- ▶ 13.30-17.00, Roundtable discussion between Swedish and Chinese stakeholders on predefined DH themes
- ▶ 17:30-19:00, Dinner invited by Daqing Heating Group
- ▶ 21.05-23.10, Flight CA1648 from Daqing to Beijing



REGISTRATION

DISTRICT HEATING ROADSHOW IN CHINA

HARBIN AND DAQING, 15-17 NOV 2017

Date: 15-17 Nov 2017**Location:** Harbin and Daqing**Participant Fee:** 15,000 SEK for small and medium sized environmental technology companies, 25,000 SEK for big companies. The participant fee is inclusive of 2 company representatives.**The fee does not cover:** Actual costs such as flights, trains, hotels, China visa, personal meals, and out-of-pocket expenses We hereby register for District Heating Roadshow in China**Registration to be sent no later than 3 Nov 2017**

To: Sammi.wang@business-sweden.se

Fax: +86 10 5815 6223

The registration is binding.

Business Sweden's General Conditions for Participation in Joint Export Activities (June 2016) are enclosed.

Company: _____ Corporate ID: _____

Invoicing address: _____

Postal Code: _____ City: _____

Phone/Switchboard: _____

Name 1: _____ Title: _____

Email/Mobile: _____

Name 2: _____ Title: _____

Email/Mobile: _____

Contact Person: _____

Email/mobile: _____

Date: _____ Signature: _____

General Conditions for Participation in Joint Export Activities

(exhibitions, delegation travels, etc.)

1. General

BUSINESS SWEDEN undertakes to carry out the export activity described in the invitation on condition that the necessary number of companies signs up by giving binding notice of participation and no obstacles specified in section 5 below exist in regard to the performance of the activity.

2. Participation fee

Companies taking part in the activity undertake to cooperate in order to achieve its aim and facilitate its performance and also to pay the fee specified in the invitation. Participation in the activity may not be made available or assigned to a third party without the prior written consent of BUSINESS SWEDEN. Unless otherwise expressly stated, all prices are exclusive of VAT. The participation fee shall be paid in advance.

If the price has been specified in SEK and BUSINESS SWEDEN has to pay certain costs in local currency, the price shall at the time of payment be adjusted if the exchange rate has changed by more than 5% between the date of the invitation and the date of invoicing.

In the event of fewer companies signing up for the activity than required in the invitation, the participating companies undertake to pay an increase not exceeding 10% of the participation fee.

The term of payment is 30 days from the invoice date. In the event of late payment, penalty interest is payable at the current Swedish reference rate ("referensränta") plus eight (8) percentage points. Any costs for collection or other measures to obtain payment will be charged to the company.

3. BUSINESS SWEDEN's undertakings

BUSINESS SWEDEN's undertakings are limited to what is stated in the invitation and the present conditions. Payments for services that BUSINESS SWEDEN has undertaken to perform by written agreement, over and above what is included in the activity, shall be made as they fall due after invoicing.

BUSINESS SWEDEN is entitled to depart from the method specified in the invitation of performing the activity if its performance requires this.

4. Cancellation etc

Registration is binding. If not stated otherwise in the invitation, upon cancellation of participation the fee will be charged in full as from the date BUSINESS SWEDEN has received and confirmed the company's binding reservation.

5. Force majeure etc

BUSINESS SWEDEN may cancel the activity or postpone carrying it out for a reasonable period if any obstacle to or unreasonable increase in the cost of carrying it out arises or if carrying it out would jeopardise the safety of persons or property affected by the activity, due to an event or circumstance outside BUSINESS SWEDEN's reasonable control (force majeure). Such events or circumstances include acts of violence or a risk of acts of violence of all kinds (including war, hostilities, acts of sabotage etc.), natural phenomena (earthquakes, hurricanes, floods etc.), sudden events which cause injury or damage (fires, explosions etc.), labour conflicts (strike, lockout, blockade, working to rule etc.), events and interventions of an official nature (changes in the law, new legislation, a change in the exchange rate), and other unforeseen events or unforeseen consequences of foreseeable events such as lack of transport, a shortage of skilled workers, power cuts etc.

BUSINESS SWEDEN shall inform the participating companies in an appropriate manner as soon as possible after force majeure is deemed to exist.

In addition to what is stated in the first paragraph of this section, the effect of invoking force majeure is that BUSINESS SWEDEN will be absolved from economic consequences, including damages for delay in carrying out the activity or for the activity not being carried out at all or not being carried out as agreed.

6. Disputes etc

These general conditions shall be governed by and are construed in accordance with Swedish law. Any dispute in connection with these general conditions shall be finally settled by arbitration in accordance with the Rules for Expedited Arbitrations of the Arbitration Institute of the Stockholm Chamber of Commerce.