

## Explore China's Green-Tech Market

7<sup>th</sup>-11<sup>th</sup> March 2011

China's green-tech market is developing and changing rapidly. Essex County Council, in joint collaboration with the Essex Chambers of Commerce and UK Trade & Investment, is joining forces with Essex's partner region, Jiangsu Province, to provide an intensive and cost-effective mission to explore China's leading green-tech area and meet potential business partners.

The visit will include activities tailored to participants' specific objectives:

- Support before, during and after the visit, using ECC's relationship with Jiangsu and ECC's Representative in China, to help you find partners and continue your dialogue after you get back.
- 4 x market information seminars (one per city visited) delivered by industry experts and officials.
- 4 x business matchmaking events inviting Chinese businesses based on your objectives.
- Group site visits designed around participants' needs, such as to Chinese businesses, environmental technology industry zones, research institutes, universities, etc.
- Briefing and advice on routes-to-market, delivered by sector experts.
- Experienced Mandarin-speaking trade advisors will be travelling on the mission and be able to provide support before, during and after the visit,
- Subject to availability of funds, eligible companies can apply for MVS grants from UKTI worth up to £750.

### The Green Dragon

China's sustained rapid economic growth has created major environmental challenges that in many cases require foreign technology solutions. The green-tech market in China is growing strongly and holds tremendous future potential, driven by the Chinese government's strong response in setting ambitious green targets and creating a raft of green projects, policies, laws and standards that are creating a range of markets.

**Current and emerging opportunities in China exist in several sectors, of which the following is a selection:**

- Waste recovery, re-use and recycling (incl. special categories such as electronic, magnetic)
- Renewable energy production.
- Water and waste water treatment, industrial effluent treatment, sludge and sewerage treatment
- Green building
- Consulting services (e.g. green and energy-saving design, risk assessment, etc.)
- Emergency response systems
- Air pollution control equipment
- Urban environmental protection planning
- Clean production processes

Essex County Council is working in partnership with:



## **Visiting Four Cities in the Yangtze River Delta Area**

We will visit four of China's leading cities for the green-tech sector: Shanghai, Nanjing, Wuxi and Nantong. Shanghai plans to have spent \$10 billion on seven areas of environmental protection by the end of 2011. The other cities are in Jiangsu Province, which has the largest number of environmental protection-related businesses in China. Essex has had a 20-year relationship with Jiangsu and many Provincial and Municipal partners will be contributing to this mission by providing access to people, businesses, places and information during our visit. One of the aims of the visit is to establish longer term links that will foster cooperation between Essex and Jiangsu in this sector.

### **Shanghai**



Hosting the 2010 World Expo has led Shanghai to give priority to environmental protection and sustainable growth. In its latest 3 year environmental action plan (2009-2011), USD10 billion will be invested in seven areas: water pollution, air pollution control, solid waste disposal & utilization, industrial pollution control, clean production & circular economy development, agricultural & rural environmental improvement, and ecological protection.

### **Jiangsu Province**

Jiangsu Province has a population of 77 million people. It is leading the way in China in promoting sustainable development. In March 2007 Jiangsu's leader, Party Secretary Li Yuanchao, visited Essex and later spoke at a meeting held at the House of Commons where he described how the province had become a role model for the country's efforts to balance economic growth and environmental protection. Jiangsu's city of Nantong was the first place in China to adopt an emissions trading scheme, which was later adopted by the rest of China. Four of the six cities that were first awarded the title of "Ecological City" by China's State Council are in Jiangsu province and it has become the focus for China's wind and solar energy industries. Jiangsu also has leading environmental research institutes and universities in Nanjing and has the largest environmental technology industrial zone in China, in Wuxi.

### **Nanjing**

Nanjing is the capital of Jiangsu Province with a population of 6.4 million. It is the base for the key departments, institutes and universities engaged in environmental protection in Jiangsu and has a growing green tech industry. An emerging environment technology base is forming in Nanjing Jiangning Economic Development Zone with a focus in wind power industry chain. It is home to some of the domestic leading manufacturers of turbine engines, gear boxes, blades material, and control systems.

### **Wuxi**

Wuxi is a leading city in terms of environmental protection. It is home to Suntech, one of the world's largest manufacturers of photovoltaic cells and has a strong PV cluster. Wuxi is dependent on one of China's largest lakes which faces enormous pressure and is the focus of many water treatment projects requiring solutions. The Wind Power Science & Technology Industrial Park at Huishan is focusing on manufacturing new energy equipment and components and has an R&D centre. Yixing Industrial Park for Environmental Science & Technology is the only state-level zone in a county-level city. It is the only hi-tech development zone in China focused on the environmental industry. It is home to many domestic leading companies in water treatment, waste treatment, and sludge treatment.

### **Nantong**

In addition to leading the way in China in emissions trading, Nantong has become a major centre for the wind energy sector. It is estimated that Jiangsu province will establish 7000 MW inter-tidal and offshore wind farms by 2020. Nantong is a key city in Jiangsu's offshore wind farm development project as it has over 200 km of coastline and good wind energy resources. The current wind power installed capacity is 992 MW and its targeted wind power and installed capacity is planned to be 3000 MW by 2015. There are over 8 ongoing projects led by domestic giants China Huaneng Group, Huadian Power Intl, China Longyuan Power Group, and China Resources group.

**Outline programme**, to be adapted to participating businesses' needs

**Trade Mission to China, 7-11 March 2011**

	Fri 4	Sat 5	Sun 6	Mon 7	Tue 8	Wed 9	Thu 10	Fri 11	Sat 12
am		09.20 Arrival at Shanghai Pudong Transfer to Equatorial Hotel in Shanghai	Optional - Tour of Shanghai	09.00 - 12.00 Seminar and Match-making event [Shanghai]	09.00 - 12.00 Seminar and Match-making event [Nanjing]	09.00 - 12.00 Seminar and Match-making event [Wuxi]	Transfer to Nantong	Free time for business meetings [Nantong]	07.30 Transfer from Equatorial Hotel to airport 11.30 Virgin Flight Shanghai - Heathrow
pm	14.00 Virgin Flight Heathrow - Shanghai	Free time		Free time for business meetings [Shanghai]	Free time for business meetings [Nanjing]	Free time for meetings [Wuxi]	Seminar and Match-making event [Nantong]	16.00 Transfer to Shanghai	16.30 Arrival at Heathrow
eve		Free time	Free Time Group dinner in Shanghai	Transfer to Nanjing	Transfer from hotel to Wuxi	Free time	Free time	Group dinner in Shanghai [tbc]	
ov		Equatorial Hotel	Equatorial Hotel	Nanjing JinLing Hotel	Wuxi JinLing Hotel	Wuxi JinLing Hotel	Nantong JinLing Hotel	Shanghai Equatorial Hotel	

- Recommended flights and hotels
- Optional services
- Optional group activities

**Travel and support package**

We have asked a travel agency to develop an indicative travel package. Based on these information, please find below indicative costs for the mission.

1:1 Business meeting programmes can be set up for you in addition to the package.

**Mission package** (Prices will be likely to change depending on when booked. Prices below are for September 2010)

Travel package (International return air fare (economy), 7 nights accommodation in international hotels, in-country city-to-city transfers, travel agency fees if applicable)	£1,376.97
Business programme: 4 seminars and 4 business matchmaking events researched and based on your needs in Shanghai, Nanjing, Wuxi, Nantong, including interpretation at the events if required. Plus site visits.	£1,600
Management and organisation fee	£200

**Not included in this package: Visa application fee; subsistence; tour of Shanghai; insurance.**

3 ways to contact us: **Either** register your interest at [www.essexinternational.org/events/chinamission](http://www.essexinternational.org/events/chinamission) or email [Sarah.Thevenet@essex.gov.uk](mailto:Sarah.Thevenet@essex.gov.uk). or call on 07789187661. We will be pleased to discuss how we can tailor this visit to your needs.