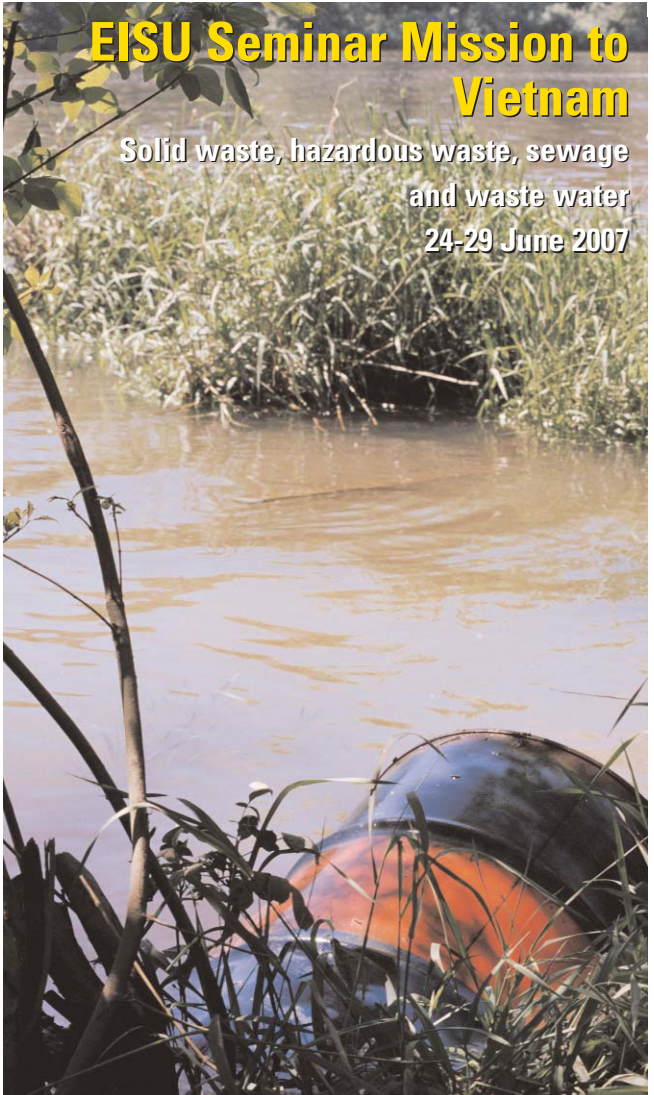




EISU Seminar Mission to Vietnam

Solid waste, hazardous waste, sewage
and waste water
24-29 June 2007



What is the Environmental Industries Sector Unit (EISU)?

Part of UK Trade & Investment, EISU is dedicated to helping the UK environmental goods and services sector gain its share of worldwide markets. To achieve this goal EISU provides direct support to individual companies through a range of activities promoting an innovative, forward-looking and internationally-competitive industry. These activities include arranging overseas and UK-based events such as seminar missions, workshops and road shows. In addition, EISU operates a web-based UK supplier database as well as publishing information about global opportunities and sources of project funding. Further information about EISU, its support and activities may be found at www.eisu.org.uk



What are the benefits of participating in a seminar mission?

- Gain access to valuable contacts and trade opportunities
- Gateway to new overseas markets giving delegates a unique opportunity to increase their international exposure
- Benefit from expert guidance, financial and logistical support
- Privileged direct access to government bodies and large organisations in overseas markets

Seminar missions are centred on seminars or exhibitions, but also include one-to-one meetings and site visits. These missions are open to UK-based environmental companies that are new to market and companies looking to expand their business within specific markets. Missions focus on markets where promising opportunities have been identified for UK products, services, technologies and skills in particular sectors. The missions enable delegates to both represent their sector and also promote their own organisation. On this occasion, EISU is supporting a group of UK companies specialising in management of solid waste, sewage, leachate collection and hazardous waste that are interested in forging links with key players and potential customers in Vietnam.

What is the market potential in Vietnam?

The drainage systems in Vietnam not only contain both rainwater runoff and untreated waste water, but also solid waste. No city or province has a centralised waste water treatment plant and local industrial enterprises lack the resources to install their own waste water treatment facilities.

The mass accumulation of solid waste is of growing concern. Landfills, which are poorly designed and constructed, are overfilled and have a collection rate of 50-70%. Leachate has become a serious environmental problem for all cities. Most hazardous waste from factories and hospitals is also still disposed of through the municipal waste system and without specialised treatment. Some industrial areas in Vietnam have seen the side effects of improper

discharge of waste water and hazardous waste (especially from the chemical factories and industrial parks).

There are many opportunities for companies involved in:

- Energy from waste technologies
- Hazardous waste technologies
- Technologies and equipment for waste water and sewage treatment
- Solid waste treatment and solutions

Provisional programme

Saturday 23 June	Travel to Vietnam
Sunday 24 June	Team briefing and welcome dinner in Hanoi
Monday 25 June	Meetings in Hanoi
Tuesday 26 June	Seminar followed by group meetings. Evening networking reception at Ambassador's residence
Wednesday 27 June	Site visits. Transfer to Ho Chi Minh City
Thursday 28 June	Seminar followed by group meetings
Friday 29 June	Meetings and site visits. Leave for the UK

What funding and support will you receive as a delegate?

- EISU sponsorship for each delegate provisionally comprises accommodation on a bed and breakfast basis, a welcome dinner and all in-country group transport. Other costs, such as international flights, subsistence and any individual in-country transfers, are to be met by the delegate
- EISU provides a comprehensive package of practical support from logistics to liaison via a dedicated EISU Seminar Mission Manager



What are your responsibilities as a delegate?

- Give a presentation at one or more seminars during the mission, providing a balanced view of your sector of the industry
- Participate in follow-on networking activity, official meetings, company visits and receptions
- Attend a pre-mission briefing at a central location in the UK
- Provide a presentation with no more than 20 slides, four weeks before departure
- Provide a profile of your company and a photograph of yourself for the seminar mission brochure four weeks before departure
- Complete feedback questionnaires within one week, and six and 12 months after returning from the seminar mission
- Attend an in-market debrief meeting at the end of the mission
Delegates can also promote their own company's products and services at informal networking functions and individual business meetings.

What should you do next?

If you would like to...

- Act as an 'ambassador' for your sector
- Establish contact with key players and policy makers
- Explore new market opportunities in Vietnam
- Promote your company's capabilities
- Benefit from financial and logistical support

...contact EISU Seminar Mission Manager, Robyn McCafferty, who will be happy to answer any questions you may have.

Tel: +44 (0)1664 480076

E-mail: eisu@pera.com

Once you have been accepted for this Seminar Mission you will receive a letter confirming your participation and enclosing full terms and conditions. Closer to the mission's departure, you will receive a comprehensive delegate pack containing accommodation and itinerary details.



