



Conference Program

Tuesday, October 25th

10:00 Opening Ceremony

Chairman: Gunn Marit Helgesen, Telemark County Council

Welcome address

Ms Gunn Marit Helgesen, Mayor Telemark County Council

Welcome address

Speaker to be announced

China, a Country Devoting to Sustainable Development

Ms Chen Naiqing, Chinese ambassador to Norway

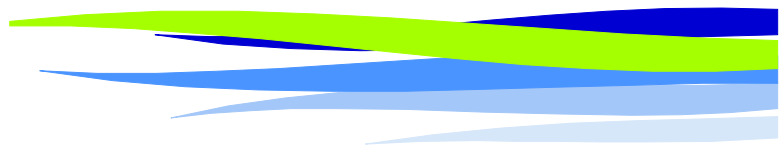
Regional support of bilateral cooperation between Norway and China

Mr Tor Ottar Karlsen , Chairman Buskerud, Vestfold, Telemark Regional Development Council

Launching Ceremony of the zero emission Smart Car Concept

Zero emission electric vehicle technology –a partnership between Norwegian & Canadian industrial partners

Mr Oddbjørn Solum, CEO Miljøbil Grenland AS & Mr Sankar DasGupta, CEO Electrovaya



10:45 Waste, Water and Clean Energy in China

China is experiencing phenomenal economic growth. This has improved the lives of millions, but has also had serious environmental impacts. There is huge demand for energy, water and raw materials. China has taken considerable steps towards alleviating these problems, but recognizes the need for broad international cooperation to identify the best solutions to these issues.

The purpose of this session is to address Chinese priorities within water, waste and energy, presented by key Chinese officials from different governmental bodies and NGO's.

World Bank has several studies and projects ongoing within the field of environment and resource management in China. Current studies within this field are to be presented as the second part of the waste, water and energy in China session.

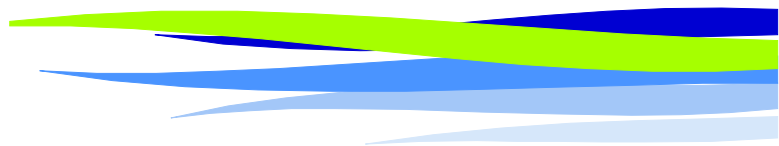
Chairman: Ms. Inger Johanne Wiese, Department for International Cooperation, Norwegian Ministry of Environment

- 10:45 National priorities and demand for research & technology development within waste, water and clean energy
Mr Ke Bing, Director Division of Resources and Environment, Ministry of Science and Technology
- 11:05 National priorities within environmental protection with a focus on air, water and waste pollution
Dr. FENG Dong-fang, Division Director of Policy Research Centre for Environment and Economy, SEPA (State Environmental Protection Administration)
- 11:25 The involvement of World Bank in environmental projects in China
Mr Jostein Nygard, World Bank
- 12:05 World Bank report (in preparation): -Environmental challenges/need for institutional reform?
Mr Erik Børset, NORPLAN
- 12:25 World Bank report: Economic growth and environmental impact in China
Mr Haakon Vennemo, Econ

13:00 – 14:30 Lunch

Chairman: Mr. Leif Svarstad, CEO BTV Invest AS

- 14:30 Environmental issues, Beijing Olympic Games 2008
Mrs. Sun Hong, Beijing Organising Committee for the Olympic Games, Department of Environmental Activities
- 14:50 Experiences from the field of renewable energy sector in China
Mr. Liu Yong, Managing Director Hefei Tianyan Green Energy Development Co. Ltd.



15:10 Understanding the Chinese market. Regional prospects in cooperation with Chinese Enterprises
Mr Jin Xueqi, Deputy Director of the Torch High Technology Industry Development Centre, Ministry of Science & Technology.

15:30 Coffe break

16:00 Scandinavian – Chinese relations; Cultures, Values and Challenges

A mutual cultural understanding is important. This session will address both differences between Scandinavian and Chinese culture, and ways of dealing with such differences.

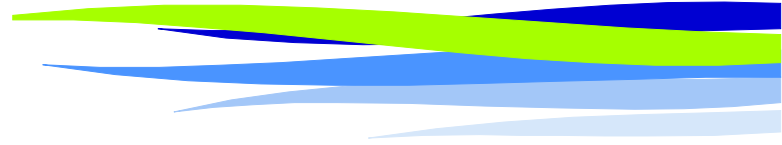
16:00 Key aspects of developing successful relations in China
Mr Tony Fang, Professor Stockholm University School of Business

16:30 Summary day 1
Ms Inger Johanne Wiese, Department for International Cooperation, Norwegian Ministry of Environment

1800 Conference Dinner and Concert

18:00 Conference dinner

20:00 Conference concert
Meeting on a bridge



Wednesday, October 26th

08:30 Business Experiences from China

The Chinese economy has been booming for years and the growth seems unstoppable. This has created market opportunities that have attracted many foreign companies. There have been varying degrees of success. The purpose of this session is to present a broad range of experiences from a variety of companies, from small & medium sized to larger industrial companies.

Chairman: Mr. Ragnar Eriksen, CEO Entech BA

- 08:30 Business in China & the experiences of a Norwegian company in China
Mr Isak Lauvaas, Asian operations Elkem ASA
- 08:45 The challenge and the strategy –as viewed by a medium sized company
Mr Terje Andersen, COO AnoxKaldnes
- 09:00 Business development in China, Experiences of establishing and operating production facilities
Mr Ove Nodland, Managing director Nordic Industrial Park
- 09:15 Old-new China –What to expect of the future market
Mr Jan Kulefeldt, ABB
- 09:30 Experience of Chinese business culture and the value of guanxi
Ms Live Aker Haukvik, Goodtech ASA
- 09:45 Negotiations in China – patent and technology protection
Mr Kelly Malone, WIKBORG, REIN & CO
- 10:00 Summary & discussions

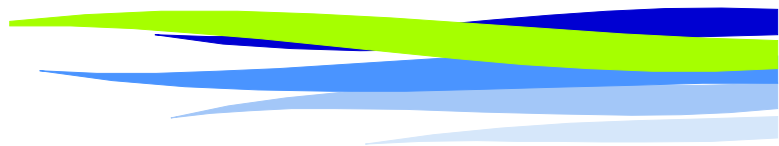
10:15 Coffe break

10:45 Business development, financial issues and strategies in China

Business development in emerging markets is often associated with complex risk factors. In this respect methodical preparation and development is a key factor for developing business in China. This session addresses key aspects that have to be addressed in the initial and development stage of an internationalisation process towards China.

Chairman: Mr. Thor Sverre Minnesjord, CEO GreenPartner Norway

- 10:45 The Investor perspective on approaching emerging markets
Mr Nils B. Vogt, CTO Argentum
- 11:05 Approaching business opportunities in China
Innovation Norway's contribution to internationalisation of Norwegian enterprises
Mr Hans Joachim Motzfeld, Innovation Norway Beijing office



11:20 Financing Norwegian export to China
Ms Catrine Liem, Senior Vice President Eksportfinans

Export guarantees, risk assessment and strategies in export projects
Mr Ole Whist, Head of division GIEK, Norwegian Export Credit Guarantee Agency

11:45 Financial complexity and strategies when approaching emerging markets
Mr. Atle Milford, Partner Export finance services

12:00 Coffee break

12:30 Water Resource Management in China

12:30 Implementing the Integrated Water Resource Management under a Changing Context in China
WANG Yi Professor, Assistant Director Institute of Policy and Management, Chinese Academy of Sciences

12:50 Bilateral and Multilateral Opportunities through Network Cooperation

Experience shows that network cooperation improves business development opportunities in export markets.

The purpose of this session is to emphasise advantages of network cooperation and illustrate the importance of bilateral cooperation as a basis for business development in emerging markets.

Chairman: Mr. Tore Lasse BY, Innovation Norway

12:50 Developing business through joint research and education projects
Professor Rune Bakke, Telemark University College

13:10 Green business in China, how to work through bilateral channels & the role of the media
Mr Zhan Wanli, programme officer South North Institute for Sustainable Development

13:25 The China - Norway dialogue: how does this contribute to the internationalisation process?
Mr Jon Vea, director international department NHO – Confederation of Norwegian Enterprises

13:40 Summary day 2

1400 Lunch and departure