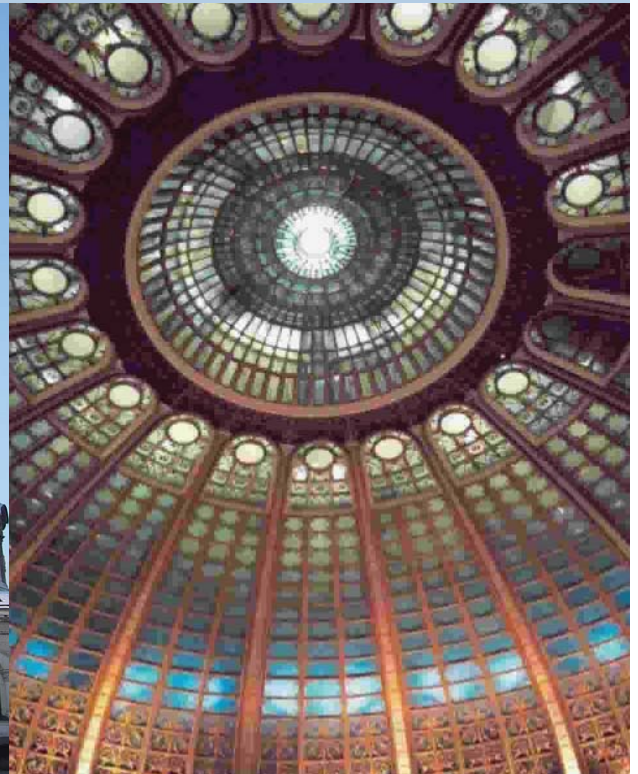


The programme includes networking, one-to-one meeting opportunities as well as briefings and seminars.

Outward Visit to Romania and Bulgaria

UK Trade & Investment Environment and Water Seminar Visit to Bucharest and Sofia, 9 - 13 November 2009



Bucharest

Monday 9-11 November 2009

Sofia

Wednesday 11-13 November 2009

Romania

The Romanian environment and water sectors are currently undergoing reform. The Government, through the Ministry of Environment, is promoting a sustainable policy on investments, in order to meet environmental goals and comply with EU standards within the required timescales. By becoming a Member State of the European Union, Romania has access to structural and cohesion funds, financial instruments meant to contribute to the reduction of economic and social disparities between EU Member States. Romania aims at developing and extending the environmental infrastructure, thus benefiting from the European Regional Development Fund and the Cohesion Fund.

The Sectorial Operational Programme – Environment is the document that establishes the allocation strategy of the European Funds for the environmental sector in Romania, for the 2007-2013 period. The total budget is around 5.6 billion Euro, out of which 4.5 billion Euro are EU non-refundable funds and over 1 billion represents the national contribution.

The programme was elaborated by the Ministry of Environment (former Ministry of Environment and Sustainable Development) as Managing Authority for SOP Env. The programme covers the 2007-2013 programming period, but its objectives follow Romania's development needs beyond 2013, by carrying out investments that lay the basis of sustainable development in environmental infrastructure.

In view of accomplishing the SOP Env objectives six financing priorities have been identified. The most important for the sector are: Priority Axis 1 "Extension and modernisation of water and wastewater systems" (total budget 3.27bn Euro) and Priority Axis 2 "Development of integrated waste management systems and rehabilitation of historically contaminated sites (total budget 1.17bn Euro).

The main business opportunities in water and environment arising from these priority axes are: rehabilitation of water supply and wastewater networks, as well as of treatment facilities; extension of water and wastewater systems and upgrading of treatment facilities; municipal waste disposal facilities & transfer stations; sorting, recycling and composting facilities; selective collection systems; contaminated land rehabilitation (public and private industrial); rehabilitation of public heating plants; rehabilitation of district heating networks; reduction of industrial air pollution and greenhouse gases, improvements in local air quality and climate change mitigation; industry compliance with relevant EU Directives (such as IPPC, LCP, Waste, VOC) including measures to deal with historic waste.

Bulgaria

Bulgaria joined the EU on 1 January 2007, and since then legislation has been harmonised with the EU, aligning the free movement of people, goods, services and capital with EU requirements. The country enjoys a stable macroeconomic environment and a sustained high level of growth in the past few years. Despite the current economic downturn growth is expected to continue at lower rates. Major incentives from the Bulgarian Government to encourage Foreign Direct Investment in the country include the introduction of a 10% corporate tax rate (2007), the lowest in the EU, and a 10% flat income tax (2008).

Since its acceptance to the EU Bulgaria has undertaken a challenging investment programme in the environment and water sector. The upgrade and construction of the water and wastewater treatment infrastructure, waste management and recycling is set out in the priorities of the Operational Programme 'Environment'. Under the OP 'Environment' Bulgaria will receive financial assistance from the Cohesion Fund and the European Regional Development Fund. The total financial package for the period 2007-2013 amounts to 1 800 748 085 EUR. The managing body for the OP 'Environment' is the Ministry of Environment and Water which is dedicated to the successful implementation of the programme and the development of the environment and water sector to the EU standards.

Opportunities for British companies include: those emerging with the upcoming introduction of public-private partnerships (PPP), supply of equipment, project management and consultancy, upgrade and extension of water and sewage network, construction and upgrade of wastewater treatment plants, design and construction of regional landfills, recycling and hazardous waste management.

For further details on the Romania and Bulgaria's water sectors please refer to the UK Trade & Investment (www.uktradeinvest.gov.uk) or British Water website: (www.britishwater.co.uk) and/or contact: Lila Webley, British Water, email: lila.webley@britishwater.co.uk, Andrew Wilson, Business to Business, email andrew@btob.co.uk, or Jeremy Goad, UK Trade & Investment (UKTI), email: jeremy.goad@gtinet.gov.uk.

To register for the Seminar Visit to Romania and Bulgaria please complete the registration form below on page 4.

Draft Programme

Bucharest

Sunday 8th November

UK based delegates fly to Bucharest and check in to Howard Johnson Hotel

Monday 9th November

Morning Briefing at British Embassy (including invited officials and others)

Afternoon Visit to Giurgiu to meet the water company (water delegates) and the municipality (environmental delegates) *tbc*

Tuesday 10th November

Morning Seminar in Novotel Hotel, Bucharest

Afternoon One-to-one meetings

Evening Embassy Reception

Sofia

Wednesday 11th November

Delegates fly to Sofia in morning and check in to Sheraton Hotel.

Afternoon Briefing at the UKTI Section in the British Embassy

Thursday 12th November

Morning Seminar in Sofia

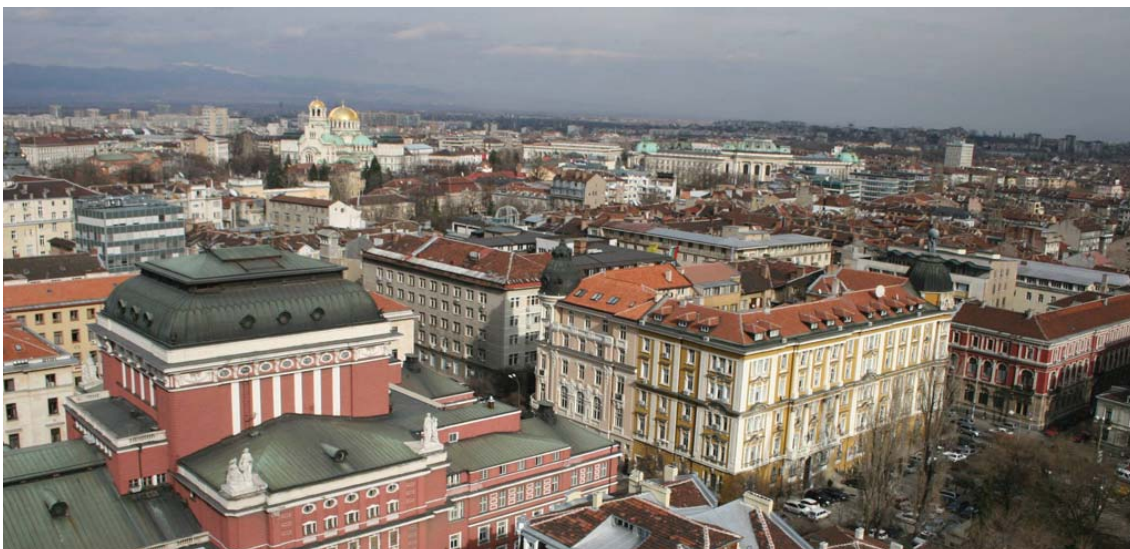
Afternoon One-to-one meetings

Evening Embassy Reception

Friday 13th November

Morning Site visit

Afternoon UK based delegates return to UK



Costs

UK Trade & Investment will cover the following costs:

- Hire of rooms and facilities for the Receptions, seminars and the associated meetings
- Buffet lunch for participants at the seminar
- Internal coach hire

Participating companies will need to make their own arrangements for and cover the costs of:

- Flights to and from and between Romania and Bulgaria
- Accommodation costs in Bucharest and Sofia
- Associated costs such as visa costs and the costs of health precautions
- Costs associated with presentation preparation

Travel & Accommodation

British Water has put together a travel itinerary and recommends that companies use the group flights and hotel bookings suggested, in order to get the most competitive prices.

Contact Lila Webley on +44 (0)207 957 4594, lila.webley@britishwater.co.uk, or Andrew Wilson, BtoB, on +44 (0)191 281 5777, andrew@btob.co.uk. It is recommended that you book at the earliest opportunity to ensure that you secure a seat and get the cheapest fare.

Confirmation of Participation

To confirm your participation in the visit please complete the attached before Friday 11 September 2009. Please ensure that the form is correctly signed.

Seminar

Making a presentation at a seminar is an invaluable way to showcase the strengths of the UK water industry as a whole and will reflect well on your company's capabilities. Presentations must be of a technical or professional nature and can include case studies but must not solely promote your company's products/services. (Lila Webley, Andrew Wilson or Jeremy Goad will be happy to discuss seminar topics and content to ensure that they comply with UKTI guidelines and these will be issued on registration). Please note that we need your presentation e-mailed to us by Friday 25 September 2009 and it is imperative that we receive it on time for PR purposes. Failure to provide us with your presentation by this date may result in its exclusion from the seminar. Presentations will be translated by Post.

Market Research

Companies unfamiliar with Romania and Bulgaria are encouraged to conduct market research, in advance of the visit, to evaluate the potential sales of the services / products they are seeking to offer. UKT&I can provide assistance through its network of staff based in UK regions and British Embassies and Consulates around the world.

Please visit www.uktradeinvest.gov.uk to obtain details of your local International Trade Advisor who can tell you more about the range of services under the Overseas Market Introduction Service (OMIS).



Registration Form

Deadline for Registration – Friday 11 Sept 2009

1. Declaration by Company administrative contact

It is recognised that company employees taking part in visits are normally engaged in business which frequently takes them out of their UK base. We would very much appreciate your assistance in providing us with the particulars of a colleague who can be reached when there are issues to be resolved in the run-up to the visit and we cannot liaise with the participants directly.

I/WE confirm that we wish to participate in the UKT&I Visit to Romania and Bulgaria.

Name	
Job Title	
Date	

Data Protection

When you register for this event, your contact details will be stored on the UKTI Customer Relationship Management (CRM) database which is used to monitor the effectiveness of UKTI services to industry. If you do not wish to be entered into this database, please tick here. When you register for this event, your contact details will also be stored on the British Water database and you may from time to time receive information about other UKT&I and British Water events. If you do not wish to receive such information, please tick here.

2. The colleague(s) detailed below will take part in the above visit:

	Delegate 1	Delegate 2
Forename		
Surname		
Job Title		
Company		
Address		
Post Code		
Tel/Fax		
Mobile		
Email		
Website		

Please return this form by email to lila.webley@britishwater.co.uk or fax to +44 (0)207 457 4565, or to andrew@btob.co.uk or fax to +44 (0)191 281 4761.