



# Join the Department of Commerce on a Clean Energy and Environment Trade Mission to China and India

INCREASE YOUR SALES IN THESE EXCITING MARKETS

## China: The Chinese Government is Focusing on Clean Energy and Environment

- China, the world's fastest growing major market, invested more than \$12 billion in clean energy technologies, including clean coal technologies, wind power, solar power, biomass, and energy efficient power generation, in 2007 alone.
- China also plans to invest \$175 billion in environmental technologies, including water purification, air pollution control, and emissions testing.

## India: A Large and Growing Market for the Clean Energy and Environment Sectors

- India, the world's fastest growing democracy, presents lucrative opportunities for U.S. companies, due to a critical need for investments in clean technology.
- The market in India for environmental technology is estimated to exceed \$600 million, and is growing at an annual rate of 25 percent.

## Increase Your Sales in these High-Potential Markets

Join Assistant Secretary of Commerce David Bohigian on this exciting mission to China and India. Mission participants will:

- Meet one-on-one with prescreened potential partners, agents, distributors, licensees,



## APP Clean Energy and Environment Trade Mission

### WHO SHOULD PARTICIPATE:

U.S. companies committed to making sales of clean energy, energy efficiency, or environmental technologies and services such as renewable energy, clean coal, distributed generation, air pollution abatement, water, waste, or monitoring equipment.

**WHERE AND WHEN:** China: Beijing, Jinan, and Shanghai, September 1–5, 2008  
India: New Delhi, Hyderabad, and Mumbai, September 7–12, 2008

**PRICE:** Full Mission: \$5,400 per company, \$1,000 for each additional company representative. **One Country Participation Fee:** To participate in either the China or India portion of the mission, the fee is \$3,500 per person and \$750 for each additional company representative.

**APPLY:** [www.export.gov/cleanenergymission](http://www.export.gov/cleanenergymission). You can apply for the full mission to China and India or choose just one country. Registration is limited, so apply today!

**APPLICATION DEADLINE:** July 21, 2008

### FOR MORE INFORMATION:

- Clean energy and energy efficiency companies should contact Brian O'Hanlon at (202) 482-3492; e-mail: [brian.ohanlon@mail.doc.gov](mailto:brian.ohanlon@mail.doc.gov)
- Environmental technology companies should contact Debra Delay at (617) 565-4302; e-mail: [debra.delay@mail.doc.gov](mailto:debra.delay@mail.doc.gov)

**REGISTER NOW**

and retailers in each city.

- Participate in discussions with national and local government officials, networking opportunities, country briefings, and site visits.



Don't miss this tremendous opportunity! Register now at [www.export.gov/cleanenergymission](http://www.export.gov/cleanenergymission).

# Join a Clean Energy and Environment Trade Mission to China and India

SIX EXCITING CITIES, ENDLESS BUSINESS OPPORTUNITIES

**Beijing:** As the national capital, Beijing offers unparalleled access to Chinese policymakers, including the National Development and Reform Commission and the newly-created Ministry of Environment. Since China's energy and environmental sectors are directed by the government, interaction with these officials can be critical to a company's success. There is also a strong local market for clean energy technologies in Beijing, due to its size, its political and economic importance, and the poor environmental conditions caused by development.

**Jinan:** With a population of 5.9 million, Jinan is the capital of China's Shandong Province. Jinan boasts a highly skilled workforce, is home to 10 universities, and has over 200 research institutions, including 10 national labs. The city is host to heavy industry, textiles, information technology, bioengineering, home appliances, and transportation tools companies. In recent years, the province has invested over \$13 billion on environmental projects, including water treatment, industrial monitoring, and pollution prevention. Shandong Province's energy intensive economy and environmental needs offer an array of opportunities to U.S. companies.

**Shanghai:** Shanghai is known as the commercial and financial capital of China. With its strategic location at the mouth of China's longest river, the Yangtze, Shanghai also serves as the country's central transportation hub, offering a well-developed air, rail, sea, and road transportation infrastructure. In 2006, Shanghai registered 12 percent growth in its gross domestic product, the city's 15th consecutive year of double-digit growth. Best prospects include wind, solar, energy efficiency, waste disposal, and water treatment.



**New Delhi:** India's capital is not only the second largest city, but also the second-most favored foreign direct investment destination in the country. Key industries and business opportunities in New Delhi include environmental technologies, renewable energy, and energy efficiency. The total Indian market for these goods and services is expected to grow to \$9 billion in 2010. New Delhi is also the principal end-user of clean technology, fulfilling the government of India's directives on nationwide deployment of environmental equipment and services. The size of New Delhi's need for energy and its high levels of pollution make it an attractive market for large investments in clean technology projects.

**Hyderabad:** Hyderabad is the capital of the state of Andhra Pradesh and has a population of 7 million. Clean energy companies will find potential partners in the city's numerous energy-intensive sectors, including cement, steel, power plants, and defense industries. The Andhra Pradesh government offers incentives to all renewable energy technologies, including wind, solar,

hydro, and biogas. The region's increasing population density and sustained efforts to improve the standard of living have created tremendous pressure on the environment. Approximately 10 percent of the geographical area and 19 percent of the cultivatable area of Andhra Pradesh requires environmental cleanup. Hyderabad therefore presents a tremendous opportunity for U.S. firms which can provide a wide range of environmental services.

**Mumbai:** Mumbai (formerly Bombay), the capital of the state of Maharashtra, is home to over 16 million residents. As India's most industrialized state, Maharashtra leads India in energy consumption, produces sizeable quantities of pollutants, and has experienced frequent energy blackouts. The Maharashtra Energy Development Agency is actively promoting additional power from solar, wind, biogas, and small hydro sources. Maharashtra's environmental technologies sector is growing at 10-12 percent annually. There is an increasing demand for the technologies for solid waste, water and wastewater treatment, and air pollution.

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