



Danida Business Delegation to India – focusing on Smart Cities and Water

22 – 25 August 2016



Confederation of Danish Industry



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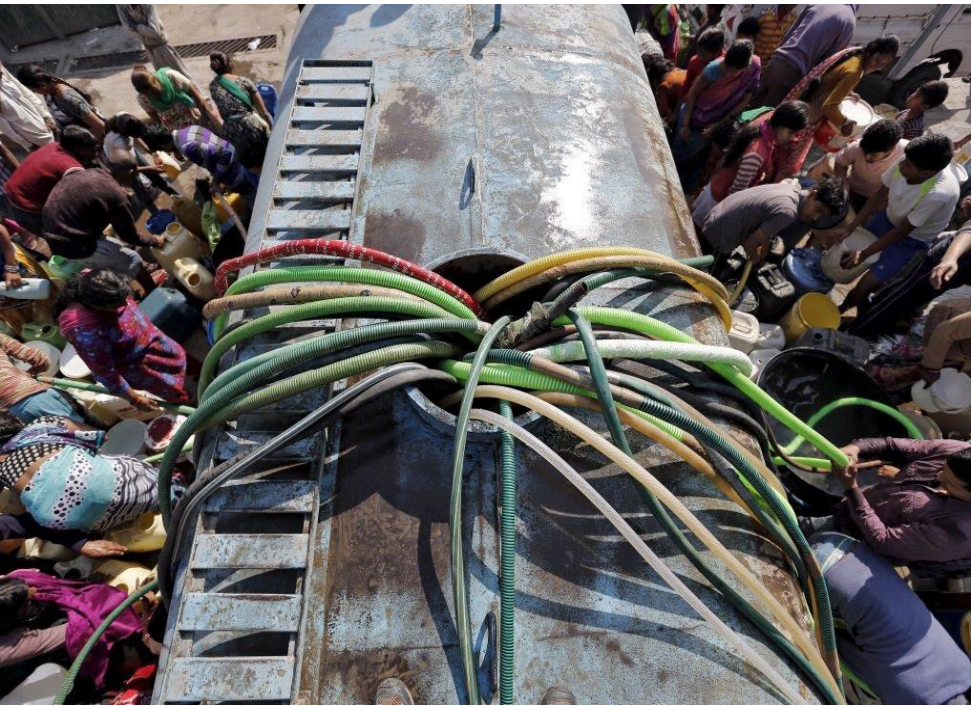
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Welcome

INDIA – LAND OF OPPORTUNITIES

India and Denmark share a long history of cooperation and trade, with an immense potential going forward. DI and the Danish Embassy jointly want to welcome Danish companies to a delegation to India in order to kick-start this potential.

India's initiative to develop 100 Smart Cities, executed by the Government of India, is a clear indicator that India is on a visionary path with clear aims to become more citizen-friendly and prepare for a sustainable future with liveable cities.

At present and in the foreseeable future, India will be experiencing high rates of economic growth and is home to one of the youngest and fastest growing populations in the world.

The Danish public and private sector have long been at the forefront of technological development in the field of green technology. Therefore, we are delighted that more than 10 Danish companies are visiting three large cities in India to contribute to India's 100 Smart City-vision.

Solid partnerships between Indian and Danish partners have shown to create the right commercially cooperative environment – providing and sharing technical and commercial knowledge, expertise and developing

new and sustainable solutions together to address India's significant urban issues.

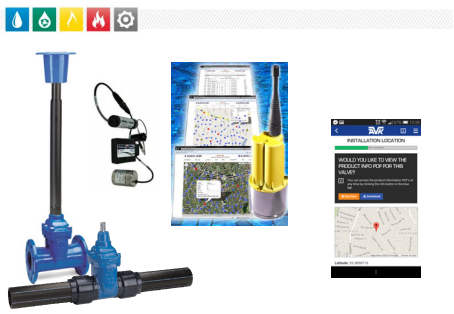
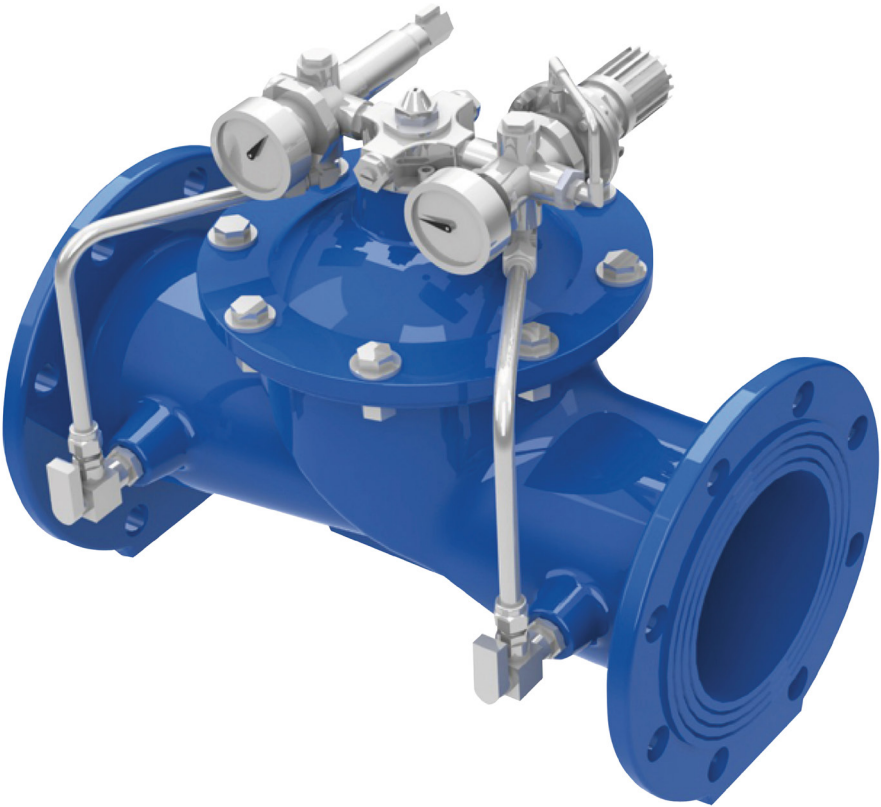
We are hopeful that this visit will boost trade and commercial ties between our two countries – bringing economic growth, prosperity and a more sustainable future to both countries.

We thank you for the opportunity to visit your beautiful country and look forward to the coming days in Delhi, Pune and Mumbai.

Tue Robi Jensen, Senior Adviser,
Confederation of Danish Industry

Kunal Singla, Director,
DI India Office, Mumbai

Anshul Jain, Deputy Head of Trade,
Royal Danish Embassy, Delhi



AVK Holding A/S

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The AVK Group is among the world leaders within production of valves, hydrants and accessories for water and gas distribution network, waste water treatment and fire protection.

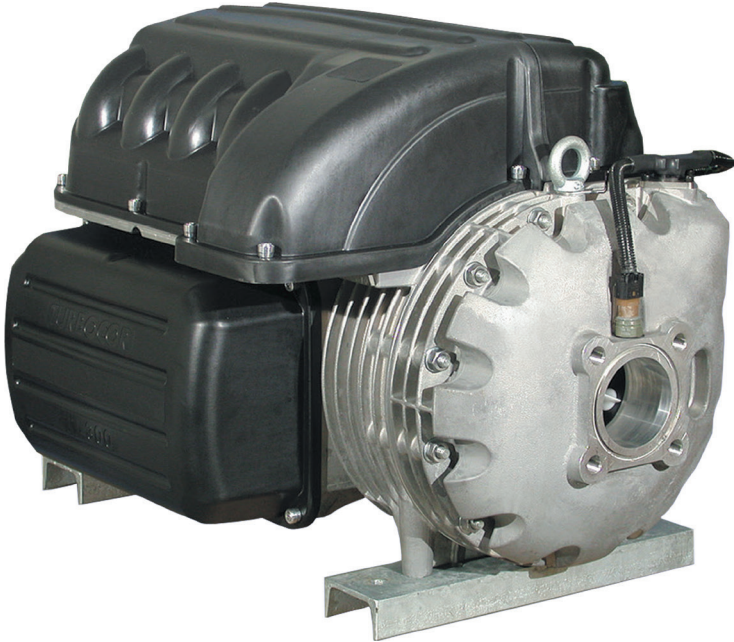
The AVK Group profits from years of manufacturing experience combined with an in-depth knowledge of market needs around the world. The AVK Group is privately owned and employs approximately 3,300 people in more than 77 international companies, that all think globally, but act with individualized designs and system solutions for the local markets. The global network and the local commitment permits close cooperation with our customers and end users ensuring a high level of service and customer satisfaction.

AVK TAKES RESPONSIBILITY

At AVK we take our social and environmental responsibility seriously. Our products are part of solutions used among other things for reducing water consumption and water pollution, minimising waste of potable water, cleaning and recycling wastewater for irrigation and for transportation of water from reservoirs and lakes to populations where water is scarce.

The AVK Group recognises sustainability as a factor of vital importance. Not only do the AVK products, in terms of the materials used and the processes carried through, show respect for the environment. The way in which we approach the market with our mindset and technologies, drives our efforts to preserve our planet for future generations around the world. It is essential that we keep offering our customers innovative solutions that can withstand the challenges of the hardest environmental conditions and solutions to maximize the customers total saving. We can document “cost of ownership” – and that the choice of quality is a choice for future savings.





Danfoss A/S

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DANFOSS ENGINEERING TOMORROW

The fuel of tomorrow is everything we can save today. Danfoss focuses on delivering technologies today that help save energy in farm-to-fork models and smart cities of tomorrow. Danfoss engineers technologies that enable the world of tomorrow to do more with less. Danfoss helps meet the growing need for infrastructure, food supply, energy efficiency and climate-friendly solutions. We help build the infrastructure for the world's growing cities.

We help meet the need for more and better food by improving farming productivity and keeping food fresh all the way to consumers. Our innovative technology controls refrigeration temperature in transportation, plants, distribution centres and supermarkets. This helps save energy and reduces carbon footprint.

DANFOSS SMART CITIES

Buildings consume a lot of energy and smart technologies that Danfoss has to offer help in reducing energy consumed in HVAC Systems. Accelerating energy efficiency, while India experiences skyrocketing growth in its buildings market provides a huge opportunity to generate energy through energy efficiency.

Danfoss India believes that technologies are available to improve the Energy to GDP ratio of cities and the country and is focusing on five specific areas within India's 100 Smart Cities dream: Key focus areas for Danfoss include *Efficient Buildings (New and Retrofit), District Cooling, Efficient Water and Waste Water management, Efficient Industries, Efficient Food (Cold Chain) Infrastructure including Smart Stores.*



ENGINEERING
TOMORROW



Grundfos Holding A/S

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GRUNDFOS IS A GLOBAL LEADER IN ADVANCED PUMP SOLUTIONS AND A TRENDSETTER IN WATER TECHNOLOGY

Grundfos supplies complete pumping systems and solutions for buildings, industry and every aspect of water use.

An annual production of more than 16 million pump units makes Grundfos one of the world's leading pump manufacturers with more than 18,000 employees worldwide. Circulator pumps for heating and air-conditioning as well as other centrifugal pumps for the industry, water supply, sewage and dosing are the main products. In addition to pumps, Grundfos produces standard and submersible motors as well as state-of-the-art electronics for monitoring and controlling pumps.

OPTIMISED WATER SOLUTIONS FOR CITIES

Grundfos supplies a full line of equipment and solutions designed specifically for water utility applications. Grundfos is at the forefront in promoting and facilitating energy efficiency and sustainable technology, ensuring that water supply and wastewater facilities meet future challenges and regulations.

GRUNDFOS IN INDIA.

The Indian operation started in 1998 – Grundfos Pumps India Pvt Ltd headquartered in Chennai has 12 branches and 5 major service stations across India and operates majorly through its 70 strong channel partners across the country. Today, Grundfos has 260 employees in India.

The future for Grundfos India lies in bringing in new technology to suit the Indian market and Indian customers. Grundfos India has set up a new manufacturing facility in Chennai to introduce reliable energy efficient pumps to save the customer and the country enormous energy and replacement costs.

GRUNDFOS pumps provide the ultimate solution to the pumping problems and customer who believe in Life Cycle Cost find it the most appropriate answer to their problem.



Protection you can trust

- Global supply, local solutions.
- Multi-site, global project management.
- Proven product performance.

With our advanced protective coatings and unrivalled technical support, both on and off site, we give you real corrosion protection that lasts, saving you time and money.

We have over 100 years' experience in the Marine and Protective industries. This vast experience means that we always offer you the best service and supply worldwide.

Contact us at protective@hempel.com to find out more.

hempel.com

HEMPEL A/S

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ABOUT HEMPEL GROUP

The Hempel Group of companies was established in 1915 by Mr J C Hempel with the motto of "Quality and Service", which is still the hallmark of the Hempel Group. Over the years both content and meaning have been adjusted to meet changing market demands. Hempel operates within several strategic segments. These include marine paints, protective coatings, container coatings, decorative paints and yacht paints.

Hempel has 28 factories, 51 sales offices, 15 Research and Development centres, and more than 150 stock points strategically located around the world. In short, wherever you are, Hempel is always nearby, ensuring prompt delivery of freshly produced quality coatings supported by Hempel's world-renowned service. In 2015 Hempel Group had a turnover over €1.56 Billion.

ABOUT HEMPEL INDIA

Hempel Paints India Pvt. Limited was incorporated in September 2009 and first production footprint was established in 2010 with small factory in Nashik. In 2014 Hempel started production from Greenfield factory; which has a capacity to produce more than 9 Million Liters Paint on annual basis.

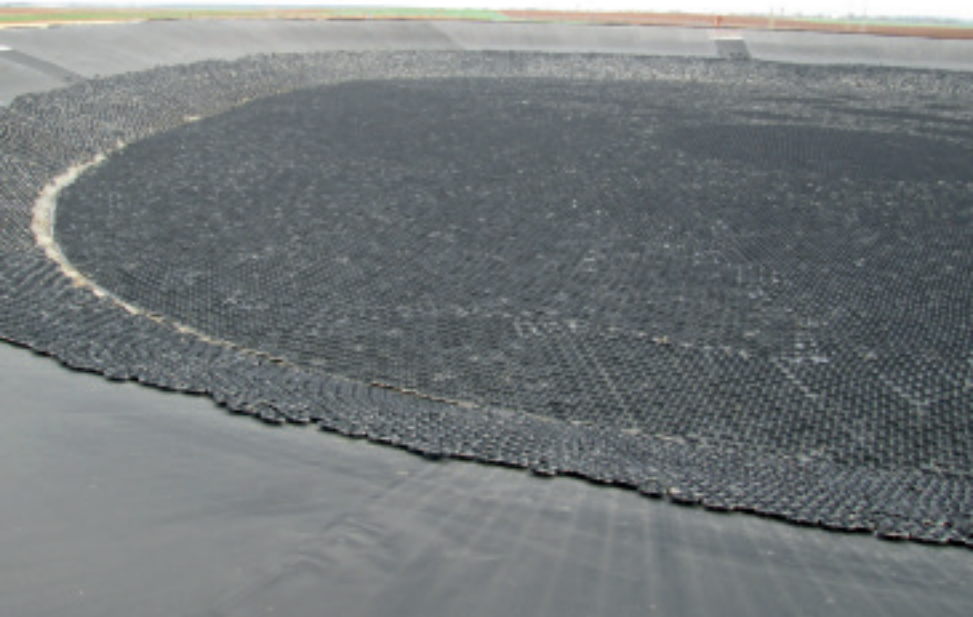
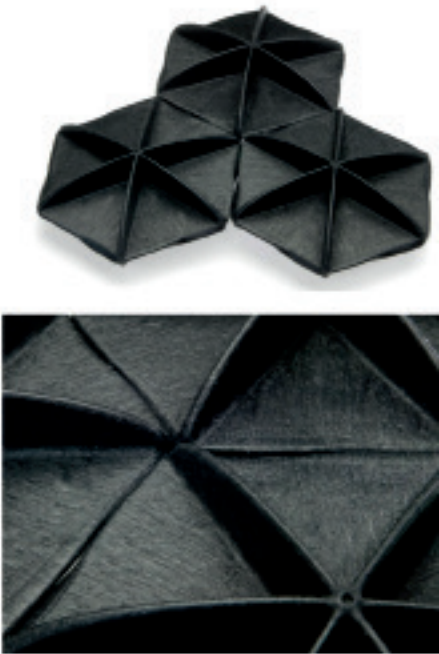
HEMPEL FOOTPRINT IN INDIA & GROWTH PLAN

Hempel made a rapid progress in Protective & Marine Coatings segment in South Asia since inception till date.

Hempel India is focusing Industrial market like Oil & Gas, Power, Infrastructure and OEMs (Original Equipment Manufacturers). Hempel has been strong worldwide in various sectors like Wind Turbines, Cranes, Port Machineries, Containers, Oil & gas, Thermal Power as well as Nuclear Power.

Hempel India is also strengthening position in Marine sector - New Building as well as Maintenance market in South Asia.





Hexa-Cover A/S

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Hexa-Cover A/S is a Danish company founded in 2004 – the manufacturer of the Hexa-Cover® Floating Cover. We have a dedicated team, including highly skilled engineers and technicians able to provide in-depth analysis and services for your needs.

Hexa-Cover® Floating Cover is represented in more than 20 countries worldwide, supplied from our manufacturing in Denmark and Canada.

Being a very effective, long-lived and very easy handled solution for a very wide range of applications, the Hexa-Cover® Floating Cover today is the market leader for modular floating cover solutions.

The Hexa-Cover® Floating Cover come in more versions - the standard models R90 and R114 as well as the versioned Oil & Gas Duty version. To supplement the Hexa-Cover® Floating Cover, we can supply the Hexa-Cover® Floating Barrier.

Hexa-Cover® Floating Cover is used on almost any kind of liquid and on almost any kind of lagoon, pond, reservoir, tanks etc.

Hexa-Cover® Floating Cover is the ideal solution for controlling such things as

- Odors
- Emissions
- Evaporation
- Organic growths
- UV effect
- Heat loss
- Foaming

Further, Hexa-Cover® Floating Cover deters unwanted waterfowls from landing on covered waters.

Hexa-Cover® Floating Cover features and benefits:

- Ease of installation
- Automatic distribution on liquid surface
- Automatic adaption to changes in the level
- Fits to all shapes and geometries
- Modular: easy adaption to changed surface area
- Free and unlimited access to the liquid
- 10 years warranty / lifetime expectancy of 25 years
- No running cost, no repair, no maintenance
- Unaffected by rain, snow and frost





Kamstrup A/S

Kamstrup Metering Solutions Pvt. Ltd.
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Kamstrup is a world-leading supplier of intelligent energy and water metering solutions. At Kamstrup, we define success by the progress we create for others. Our superior technology and expertise have been the foundation from which to transform businesses and markets, by creating more efficient ways of working, ever since the company was founded by Olaf Kamstrup in Denmark in 1946.

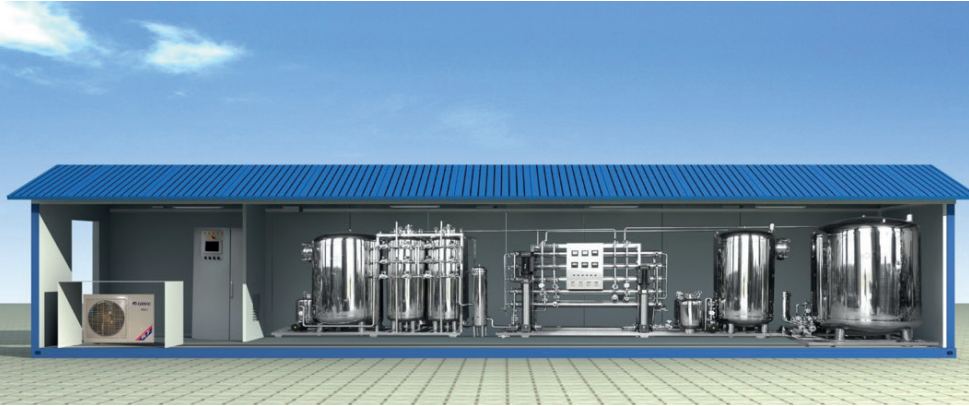
A hunger to always search for a better way of doing things has put us at the cutting edge of the technological advancement of electricity, heat, cooling and water solutions. We work with energy and water companies, utilities and submetering businesses to protect their reputations, create new opportunities for growth and inspire smarter, more responsible solutions for the communities they serve.

Putting our customers at the heart of everything we do, listening to their needs and anticipating the challenges they will face in the future, enables us to consistently create innovative product ranges of hardware, software and services, including; consumption meters, communication infrastructure, meter data management systems, smart grid applications, hosted solutions and tools for data analysis.

Owned by the Danish company OK, we have employees in more than 20 countries around the world, with the number of territories in which we operate continually increasing as part of a global expansion.

Every day around the world, Kamstrup smart meters, installed in households and commercial buildings, enable the delivery of more intelligent, reliable and cost-effective ways to measure and manage the supply of energy and water.

kamstrup



Nordic Technologies ApS

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Nordic Technologies ApS, is a Danish company and has been developing customized solutions for ground and surface water purification and Sewage Treatment in partnership with A-Aqua, Oslo, Norway with a focus on rural and semi-urban applications in India. The water purification plants operate with full automation and remote monitoring capabilities for quality control.

We participated in Indovation III hosted by the Ministry of Drinking Water and Sanitation in July 2015 after being screened, selected and invited by the expert's committee of the Ministry of Drinking Water and Sanitation, New Delhi. The objective of the event was to showcase technologies from all over India and the world that could economically and efficiently address the acute problem the country faces in quality of drinking water and sanitation issues.

The focus is on removal of dangerous contaminants such as arsenic, cyanide, nitrates, heavy metals, pesticides, bacteria and other chemicals which have penetrated the ground-water across India.

Nordic Technologies has been vigorously working with leading NGO's in India on viable models that would provide safe drinking

water for all at an affordable price along with low cost finance for such projects.

We have also developed small sewage treatment plants which could be used in new townships and semi urban areas to prevent pollution of ground and surface water.

The scope of supply of our plants comes with a service contract that includes remote monitoring, training of staff and maintenance services.

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Ramboll

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13,000 EMPLOYEES – PUTTING DOWN DEEP ROOTS WORLDWIDE

Ramboll is a leading engineering, design and consultancy company founded in Denmark in 1945. We employ 13,000 experts and have a strong presence in the Nordics, North America, the UK, Continental Europe, Middle East and India, supplemented by a significant representation in Asia, Australia, South America and Sub-Saharan Africa.

With almost 300 offices in 35 countries, we emphasise local experience combined with a global knowledge-base. We constantly strive to achieve inspiring and exacting solutions that make a genuine difference to our customers, end-users and society as a whole. Ramboll works across the markets: Buildings, Transport, Planning & Urban Design, Water, Environment & Health, Energy, Oil & Gas and Management Consulting.

To achieve liveable solutions, Ramboll's holistic and integrated urban planning model encapsulates the environmental, social, economic, and physical aspects of a city - rather than treating each element of the urban environment, such as water or transport infrastructure, in isolation. We recognise a market need for an all-encompassing service provider that can offer independent guidance and

practical support at every level of the urban development process.

INTEGRATED WATER SOLUTIONS

We work with both purely water-related projects as well as projects integrated with other fields such as transport, buildings, energy, environment & health and management consulting – and our extensive experience cooperating closely with experts from other fields makes us well-qualified for multidisciplinary projects.

We cover the entire water cycle and handle all project phases; from initial strategic analyses to design of master plans and implementation of final solutions.

Our key services lines within water are:

- Climate adaptation and flood-risk management
- Water & wastewater infrastructure
- Water & wastewater treatment
- Water resource management





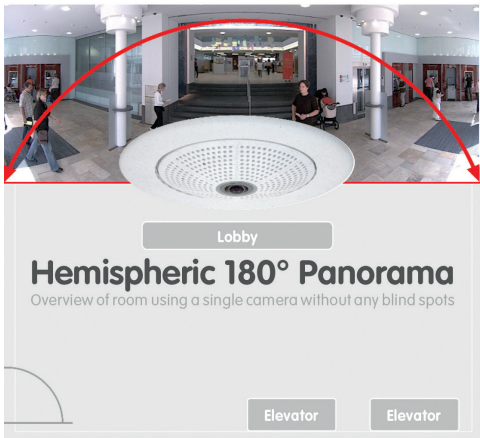
e-bike for Smart Cities



Powered Air Purifying Respirator



CCTV surveillance, Panorama View



RTN Traders ApS

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RTN Traders is a wholesaler and distributor of mobile phones, mobile phone accessories, tablets, cameras, smart watches, game consoles, food products and kitchenware.

RTN Traders has built a reputation as a reliable worldwide mobile phone distributor. We offer products from the world's top producers, such as Apple, Samsung, Nokia, Sony, HTC, and Blackberry. Within electronics, we can supply an extensive range in game consoles, cameras, tablets and smart watches.

Apart from being a distributor in mobile phones we can provide solutions for Border Surveillance, Airports, Stadiums, and parking lot surveillance.

We offer a number of food items and kitchenware brands. Our range of food products includes premium dairy products like milk powder, butter, margarine etc. and several other FMCG suitable for HORECA and supermarkets. Within kitchenware we can offer high-end brands such as WMF, Fissler, Microplane, Zwilling, etc.

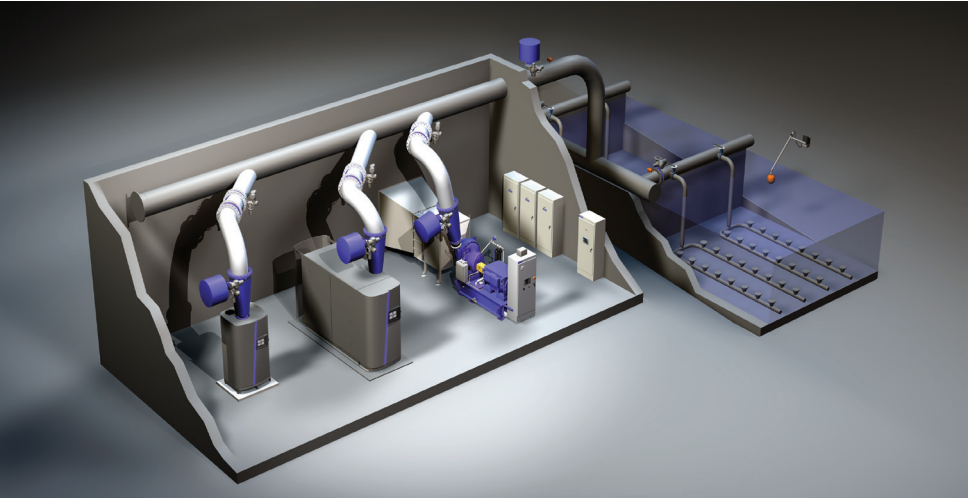
One of our latest products is a highly innovative respirator that is unique to other competitors in the market. Our full-face, light weight respirator is safe, comfortable, easy to use

and highly versatile. It can be used in a number of industries such as building and demolition, carpentry and plumbing, law enforcement and military, and medical work, etc.

Another product is e-bike. A unique fashionable and high performance, light weight, fully carbon design super strong bicycle, providing an eco-friendly transportation solution to urban lifestyle.

RTN Traders can also act as a bridge between Danish and Indian companies. Our strong ties with India and Denmark, knowledge of the cultures and languages, gives us an edge in bridging and creating relations between the two nations. Our strong cultural understanding allows us to communicate and collaborate across the continents. This is where we can come in and facilitate companies.





Siemens A/S

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3% of country's energy consumption is used for cleaning waste water; half of this consumption goes for the aeration of the biological treatment process.

To keep the biological treatment as efficient and reliable as possible, it is important to choose the right turbo compressor technology for your aeration needs.

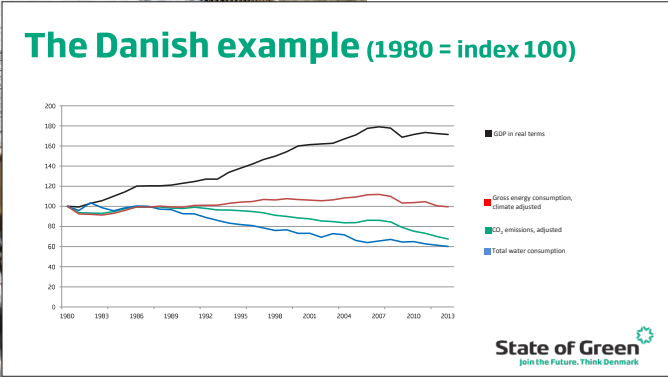
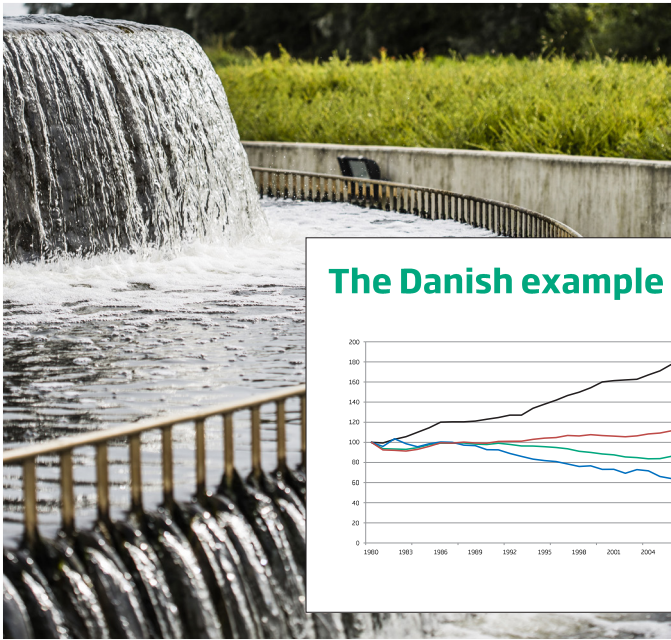
Siemens designs and manufactures high-performance aeration technology for municipal wastewater treatment, and has become the market leader with more than 7,000 units currently operating worldwide.

The most efficient compressors on the market – Siemens' STC-GO compressors - are made to fit each plant's unique specifications thereby consuming significantly less energy – up to 35%.

As it is our highest priority to keep an increasing focus on energy optimization for aeration processes, especially within airflow regulation, our technology is based on a dual point control system securing the highest efficiency while meeting the need for daily changes in aeration requirements.



SIEMENS



State of Green

State of Green

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STATE OF GREEN

Join the Future. Think Denmark

DENMARK - THE STATE OF GREEN

Denmark is leading the transition to a green growth economy and will be independent of fossil fuels by 2050 as the first country in the world. As the official green brand for Denmark, State of Green gathers all leading players in the fields of energy, water, climate and environment and fosters relations with international stakeholders interested in learning from the Danish experience.

EXPLORE, EXPERIENCE AND CONNECT

Stateofgreen.com provides an online entry point for all relevant information on green solutions in Denmark and around the world. With approximately 550 Danish companies and organisations represented on stateofgreen.com, and with more than 1200 solutions, you can explore and connect with a vast network of Danish players operating across the renewable landscape. State of Green provides tailored technical visits and business meetings with leading Danish companies and organisations.

DENMARK KNOWS WATER

Surrounded by water, Danes have always taken pride in preserving it and Denmark has a long track record of expertise in smart water management. Visit www.stateofgreen.com/water to explore innovative Danish water solutions or take advantage of the lessons learned by leading Danish companies and institutions through a tailored State of Green Water Tour in Denmark.

ABOUT STATE OF GREEN

State of Green is a public-private partnership founded by the Danish Government, the Confederation of Danish Industry, the Danish Energy Association, the Danish Agriculture & Food Council and the Danish Wind Industry Association.



Confederation of Danish Industry

The Confederation of Danish Industry
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The Confederation of Danish Industry (DI) is a private organization funded, owned and managed entirely by 10,000 companies within manufacturing, trade and service industry. DI's vision is to ensure the best possible conditions for its members to conduct business in Denmark as well as globally.

DI's main tasks include policy advocacy at the national and international level, membership services including collective bargaining and a strong set of international services.

DI's member companies are united in their international view and ambition and their positive and proactive approach to free trade, investment and competition.

DI's members today employ more people outside of Denmark than within Denmark.

Denmark is a small and open economy that is integrated in the European Union and with a very large foreign trade and investment portfolio.

Denmark is consistently rated among the best countries in the world for doing business. Thus, Danish businesses are very strong and operate very internationally both from their home base in Denmark and from

the increasingly important production sites around the world.

DI is very experienced in working with both governmental authorities and business organizations abroad. Based on many years of local representation and operations from DI's regional office in Mumbai, DI has engaged with various public and private sector stakeholders.



Confederation of Danish Industry

Noter

This image shows a single sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slight shadow on the right side, suggesting it's resting on a surface.

