



A New Chapter of Sino-Danish Water Cooperation

Jingquan Lu

Nov. 30, 2022

Silkeborg/Denmark



EMBASSY OF THE KINGDOM
OF DENMARK
Beijing

The existing partners for upgrade of WWTP

- 1) Beijing Capital Eco-Pro Group Co., Ltd.
- 2) Liaocheng Water Group Co., Ltd.
- 3) Guangxi Beibou Environmental Protection & Water Group Co., Ltd.
- 4) Guangdong Xinhuan Environmental Industry Group Co., Ltd.
- 5) Yantai Urban Drainage Service Center Co., Ltd.



聊城水务集团



烟台排水服务中心



广东新环 Guangdong Xinhuan



Calculated Savings of WWTPs after Upgrade

No.	Name of WWTP	Size (m ³ /d)	Electricity		CO ₂ (ton/year)	External carbon		Coagulant	
			MWh/y	%		Ton _{COD} equ./y	%	ton/y	%
1	Liaocheng WWTP	100,000	4,250	38	4,210	----	----	2,500	60
2	Hepu WWTP	55,000	1,000	25	990	188	100	----	----
3	Yangjiang WWTP	65,000	1,600	28	1,580	----	----	1,100	80
4	Dongba WWTP	28,000	500	42	495	37.9	100	700	100
5	Taoziwan WWTP	350,000	5,660	20	5,600	2675	16	3,600	40

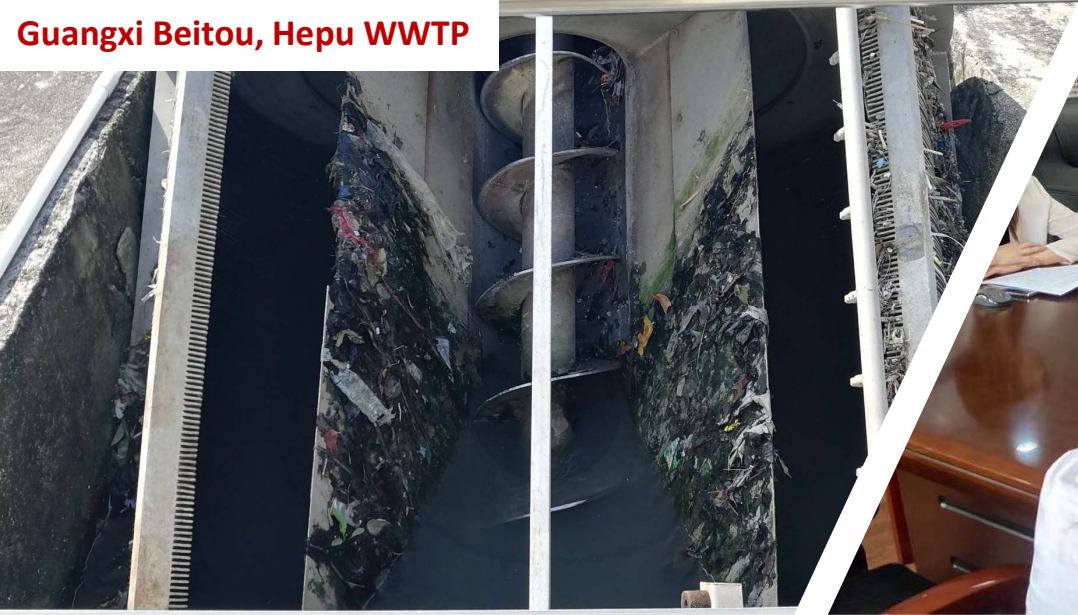
Beijing Capital, Dongba WWTP



Liaocheng Water, Liaocheng WWTP



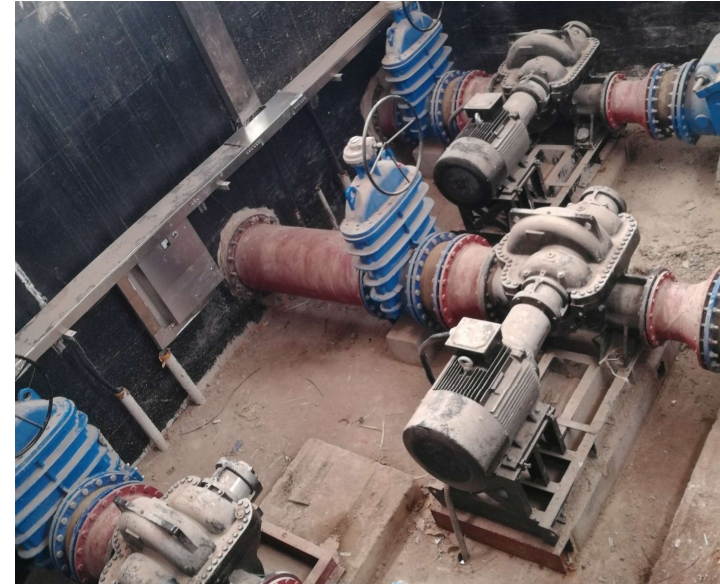
Guangxi Beitou, Hepu WWTP



Guangdong Xinhuan, Yangjiang WWTP



Ji'nan EDA WWTP



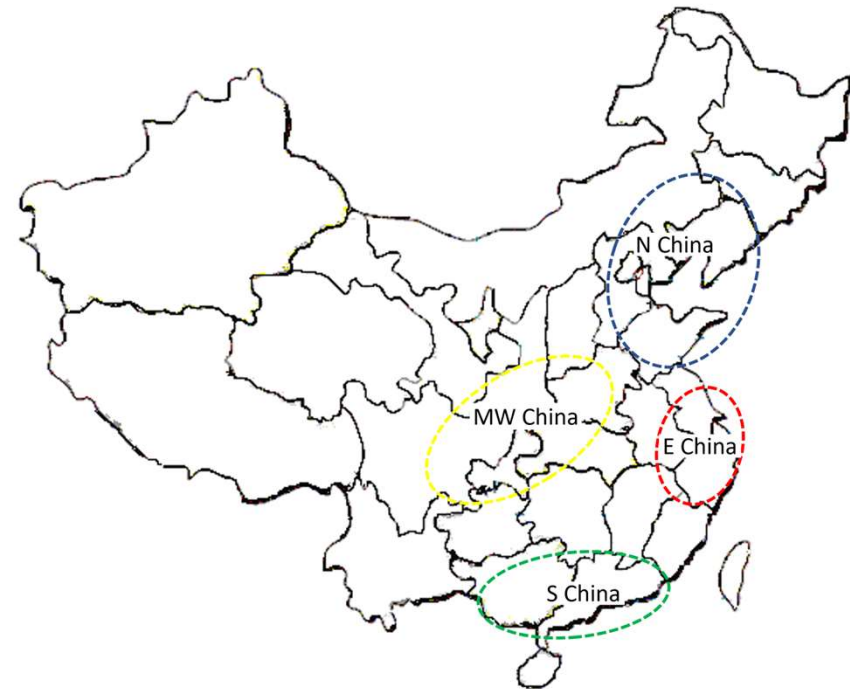


Selection of new partners

- 1) TC and DEA since beginning of Nov.
- 2) Focusing on the successful criteria
 - Minimum 1 demo project
 - 10 technical workshops
 - 20 webinars
 - 30 visits
- 3) Creating long-term cooperation with the most influential companies

The selected new partners

- 1) Geographical regions
- 2) Drinking water and wastewater
 - NRW
 - Secondary water supply
 - WWTP upgrading
 - Intelligent pipework
- 3) Utilities vs. EPC companies





EMBASSY OF THE KINGDOM
OF DENMARK
Beijing

Planned workshops and visits

Delegation 1: Feb. 09--Mar. 9, 2023

- 1) China Everbright (EPC)
- 2) Haina Water (EPC in Industrial W.W.)
- 3) ShenZhen Water (Utility)
- 4) Yuehai Water Group (EPC)
- 5) Qingdao Water Utility
- 6) Ji'nan Water Investment
- 7) Yantai Drainage (Utility)
- 8) Liaocheng Water Group (Utility)

Delegation 2: Apr. 27--May 25, 2023

- 1) Shenyang Water Group (Utility)
- 2) Dalian Water (Utility)
- 3) Anshan Water (Utility)
- 4) Beijing Enterprise Water Group / (EPC)
- 5) Suzhou Water Conservancy Co., Ltd
- 6) Hangzhou Water Group (Utility)
- 7) Shaoxing Water (Utility)



Ministry of Environment
of Denmark
Environmental
Protection Agency



EMBASSY OF THE KINGDOM
OF DENMARK
Beijing

Planned workshops and visits

Delegation 3: To DK Aug. 21--Aug. 25, 2023

- 1) Beijing Capital (EPC)
- 2) Liaocheng Water Group (Utility)
- 3) Yantai Drainage (Utility)
- 4) Shenzhen Water (Utility)
- 5) China Everbright (EPC)
- 6) Other water utilities

Delegation 4: Sep. 7--Oct. 5, 2023

- 1) Shenyang Water Group (Utility)
- 2) Dalian Water (Utility)
- 3) Anshan Water (Utility)
- 4) Liaoning MOHURD
- 5) Qingdao Water Utility
- 6) Yantai Drainage (Utility)
- 7) Liaocheng Water Group (Utility)
- 8) Shandong MOHURD



Cooperation strategies to be taken

1) Interpretate and integrate the Danish technologies

- What value we can create
- How we benefit our partners
- How to use 'group sale' to integrated solutions

2) Build and long-term partnership

- The right persons by correct methods
- Follow-up the cooperation
- How to enhance partnership



Ministry of Environment
of Denmark
Environmental
Protection Agency



EMBASSY OF THE KINGDOM
OF DENMARK
Beijing

We make success together by joint forces!