



## TENTATIVE INVITATION TO SIDE-EVENTS South America Wind Power

August 20th to September 2<sup>nd</sup> 2010 (tentative)  
Brazil, Argentina and Chile

In connection with the *Latin American Windpower Brazil 2010 Conference and Exhibition* in Rio de Janeiro, August 31<sup>st</sup> to September 2<sup>nd</sup> 2010, we invite you to attend a series of complimentary events that have been coordinated in partnership with the Royal Danish Embassies and General Consulates in Brazil, Argentina and Chile.

At these events you will get a better understanding of the South American wind market and get close relationships with main players by on-site, factories visits and matchmaking events.

The Windpower Brazil 2010 is the place to position your company as a leader in the Brazilian market. Establish your company early and reap the rewards when the market booms. Network with companies already working across the region and learn about their experiences. Additionally it will cover all aspects of the 2009 Brazilian Wind Auction, the wind resource potential in countries across the region and policy opportunities and challenges.

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### Package I: Chile – Reaching Investors & Study Tour August 19 to 22

The *Economist Intelligence Unit*, *World Bank* and *World Economic Forum* places Chile with the best business environment in Latin America. Meet companies, investors and government representatives and learn how to benefit from those conditions, legal aspects of starting a business, and harvesting the advantages of Chile's renewable energy subsidies.

- Visit to **ENDESA ECO** and **Chilean Economic Development Agency (CORFO)**
- **Experience-sharing and presentations with the organisations:**
  - Servicios Eólicos** – *Pioneers service provider within the wind sector in Chile*
  - Consórcio Eólico SA** – *Power provider and wind farms developer (expecting to generate 1000 MW by the year 2015)*
  - CNE** – *Centre for Renewable Energy*

The visit ends with a network dinner with the Chilean-Danish Business Council at the residence of the Danish Ambassador and a tailor-made vineyard tour in Santiago's valleys.

Price: 6.300kr (not subsidized yet by the Danish Trade Council)

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### Package II: Argentina – Fact-finding & B2B meetings August 22 to 25

The objective is to meet key decision-makers at the emerging Argentinean wind industry. This two-and-a-half day visit includes a visit to Mendoza, homeland of the one of world's seven summits - the legendary Mount Aconcagua - and the South American wind turbine manufacturer IMPSA.

#### Site visit to key companies:

- IMPSA** – *Production facilities in Mendoza – presentation and factory tour*
- ENARSA** – *State-owned Energy Company and renewable energy developer – presentation*

**Presentations of economic support initiatives to the wind power industry in Argentina, and business-to-business meetings with company members from:**

- AAEE** – *Argentina's Wind Power Association*
- CADEGE** – *Argentinean Chamber of Wind Generators*
- CADER** – *Argentinean Chamber of Renewable Energy*

The visit ends with a network dinner with Vestas Latin America and Caribbean Region Director General at the Danish Ambassador's residence.

Price: 5.200kr (not subsidized yet by the Danish Trade Council)



**Package III: Brazil – Factories Visits, Match-making & the Latin American Wind Power Conference**

August 25 to 30

Brazil is already a key-hub to the South American wind power industry. Focusing at an in-depth reach of this strategic advantage, here you will visit wind turbine manufactures, towers and blade producers, hear about financial and legal aids from government officials and expose your company internationally.

In São Paulo and Region (Latin America's largest industrial hub) we will spend full-day meetings the key wind power manufacturers and organisations in Latin America.

**On-site visit to companies, including:**

**Vestas Brazil** – *presentation and factory tour*

**Wobben Enercon** – Wind turbine production facilities – *presentation and factory tour*

**Tecsis** – Blades production facilities – *presentation and factory tour*

**Business meetings and guidance regarding financial support, establishing a business, and legal aspects for the wind power industry in Brazil by the following organizations and their company members:**

**ABEEólica** – Brazilian Windpower Industry Association – *presentation and members meetings*

**FIERN** – Confederation of the Northern Industries – *presentation and members meetings*

**INDI** – Confederation of Industries – *presentation and members meetings*

**BNDES** – Brazilian Development Bank – *presentation of financial & legal support*

**MME** – Ministry of Mines and Energies & National Agency of Electric Energy – *presentation of political aspects*

**Conference event with the following companies:**

**Arteche** – Wind turbine components manufacturer– *presentation and meetings*

**Engebasa** – Tower manufacturer– *presentation and meetings*

**SIIF** – Power provider and wind farms developer – *presentation and meetings*

**Iberdrola** – Power provider and wind farms developer– *presentation and meetings*

Price: 7.400kr (not subsidized yet by the Danish Trade Council)

The side-events program ends at the **Windpower Brazil 2010 Conference and Exhibition**, organised by the **Global Wind Energy Council (GWEC)** and **Brazilian Windpower Industry Association** from August 31<sup>st</sup> to September 2<sup>nd</sup>. So far, confirmed exhibitors include **Wobben/Enercon, Vestas, LM Glasfiber, Braselco, Coomex, Suzlon, Iberdrola, Theólia, Gamesa, Enerpac, Megajoule, Safeworks, Windtec, Hailo Works** and more.

(Price not defined yet)

Please do not hesitate to contact us if you have any queries or need any additional information.

Med venlig hilsen / Best regards,

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*\*This program is tentative and subject to changes.*

