Colombia is calling! Sustainable energy, environmental and infrastructure solutions are needed now. Join this four-day visit and meet the decision-makers in both the public and private sector in three major Colombian cities.

Colombia is a market with 47 million inhabitants, and is the third largest market in Latin America. Trade opportunities are booming, and over the past ten years, Colombia has experienced strong growth rates and rising GDP per capita. The development has lifted Colombia out of poverty and into a lower-middle income country. The newly signed peace agreement between FARC and the Colombian government furthermore supports this development. Colombia is indisputably a market to keep an eye on for Danish businesses. When it comes to solutions within clean energy, environment and infrastructure now is the time.

WHY JOIN
Participants will be introduced to key players from the three sectors, and will gain a unique insight into the market opportunities, the players and regulation. You will be able to:
- Present your solutions to top level management from both public and private entities
- Gain insight into procurement processes
- Meet sector and market specialists and find new business opportunities
- Networking opportunity both with relevant local stakeholders, but also with your sector colleagues

WHO SHOULD JOIN
The business delegation to Colombia is relevant for companies working within all areas of energy, environment and infrastructure. To name some, it is relevant for suppliers of solutions for
- Sustainable energy (wind, solar, biomass and grid solutions)
- Wastewater treatment, water efficiency and management
- Waste management
- Infrastructure solutions (harbors, airports, roads, bridges and tunnels, river navigation, etc.)
Colombia Sustainable Energy, Environment and Infrastructure

ENERGY
Colombia is rich on natural energy sources, and the country is heavily reliant on installed hydropower (65 pct. of annual consumption), which provides cost effective electricity. Due to weather phenomena such as El Nino (heavy rainfalls) and la Nina (draught), which have seriously interfered with the country’s hydropower production, the country is in urgent need to diversify their energy supply. Colombia has a strong potential for non-conventional sources of energy generation, especially solar, wind and biomass. According to the UN Industrial Development Organization and the International Center on small hydropower, Colombia is experiencing high growth for renewable energy generation. It is estimated that large-scale onshore wind and large scale geothermal would be able to achieve the same cost per KW as that of current hydroelectric generation.

In terms of wind-energy, different studies agree that the use of wind energy alone would be sufficient to meet the country’s current energy needs. Winds in La Guajira have been classified as class 7 (close to ten meters per second) making it one of the only two regions in Latin America to winds of this speed. At the same time, there is a potential for large-scale solar generation, especially in the northern part of the country.
Biomass energy has a positive outlook due to the large quantities of agricultural and forestry waste in the country. Important sources of agricultural waste are from banana plantations, rice, coffee, and livestock.

ENVIRONMENT
Colombia is in urgent need of solutions especially within water and waste management.
In terms of water availability, Colombia is one of the most fortunate countries in the world. However, the country is facing huge challenges in relation to managing its water resources, including reducing the discharges into the country’s already much polluted rivers. These challenges are especially due to the pressures of agribusiness and the country’s leather industry.
Regulators in Colombia announced that they have inspected most of Colombia’s wastewater treatment facilities, and their findings were shocking. 15 pct. of the facilities were found to be inoperable and subsequently closed, and most facilities lacked renovation and updated technology.
Colombia needs clean drinking water and sewage sanitation, and the country is looking to build models for large-scale water supply and wastewater management.

Concerning sustainable waste management, Colombia produces approximately 32,000 tons of solid waste per day, or 0.7 kg/capita per day. Over 10,000 tons/day of this waste is generated in the big cities. The composition of the waste is approximately: 59 pct. organic waste, 5 pct. paper, 4 pct. cardboard, 13 pct. plastics, 2 pct. glass, 1 pct. metals, and 16 pct. other materials. Colombia aims to professionalize its solid waste management and to introduce a more sustainable approach to decrease landfilling and to increase recycling. With this, the country is facing multiple challenges, including improving landfilling technologies, improving separation and recycling technologies, and introducing waste to energy technology.

INFRASTRUCTURE
Colombia’s government is focusing on improving the country’s infrastructure, and is currently investing in the 4th Generation (4G) road concession network, new airports and harbors, river navigability, etc. The new focus is to improve competitiveness and modernize the infrastructure in Colombia. According to the national development plan, the government will invest USD 17 billion into infrastructure, especially focusing on the construction of new road concessions. This is one of the most ambitious infrastructure plans in the world.
The majority of the projects will be Private Public Partnerships, creating a wide range of opportunities for Danish companies within the sectors of consulting, architecture and construction. Some of the major projects that are initiated over the next years include Eldorado II (airport), new airport for Cartagena/Barranquilla, Bogota Metro, 4G road network, navigability of River Magdelana, 6-10 major harbors and numerous modernization projects of existing infrastructure.
TENTATIVE PROGRAM

Bogota: Sunday 11 June
- Arrival
- Dinner at own expense

Bogota: Monday 12 June
- Infrastructure Seminar presenting Danish solutions for Government stakeholders
- Site visit: Bogota River (Environment)
- Visit Bogota Metro Company (Infrastructure)
- Seminar with municipalities from Cundinamarca (incl. Bogota) (Environment)
- B2B meetings with Codensa and Empresa de Energía de Bogota (Energy)
- Networking cocktails with relevant stakeholders

Medellín: Tuesday 13 June
- Morning flight to Medellín
- Meeting with Medellín Secretary of Infrastructure (Airports, roads, harbours)
- A full day with Empresas Publicas de Medellín (EPM) – Colombia’s largest utility company
  - Site visit and B2B meetings with EPM
  - Delegation dinner with EPM

Medellin → Barranquilla: Wednesday 14 June
- Flight to Barranquilla
- Introduction to the Caribbean coast and the challenges Barranquilla is facing here
- Site Visit of Port of Barranquilla, Barranquilla Airport (expansion project)
- Site visit at Electro Caribe (energy), the regional water utility (Triple A), etc.
- Dinner with relevant stakeholders

Barranquilla: Thursday 15 June
- B2B meetings
- Navigability of Rio Magdalena – Possibilities for Danish companies
- Bus to Cartagena
- Visit of APM Terminal in Cartagena
- Dinner in Cartagena that has direct flights to Amsterdam
PRACTICAL INFORMATION

PRICE (eller THE BASIC PACKAGE INCLUDES)
Participation in Bogota and Medellin: **DKK 14,000 excl. VAT per participating company** (2 participants per company)

The price is calculated on a basis of 12 participating companies and approved 50 per cent subsidy by The Danish Trade Council. Meals mentioned in the tentative program are included in the price. Flights and hotels are not included in the price.

HOTEL AND TRAVEL INFORMATION
Flights and hotel are not included in the price. Upon registration, you will receive a travel proposal from BCD Meetings & Events.

HOW TO REGISTER
Please register by filling out the online registration form. Deadline for binding registration is **Friday 10 March 2017**.

*Registration conditions are in accordance with Confederation of Danish Industry’s terms of participation in Export Promotion Events [Download here]*

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