FECC: Supporting Green Opportunities
FECC: 促进绿色合作

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Finnish Environmental Conditions
芬兰环境状况

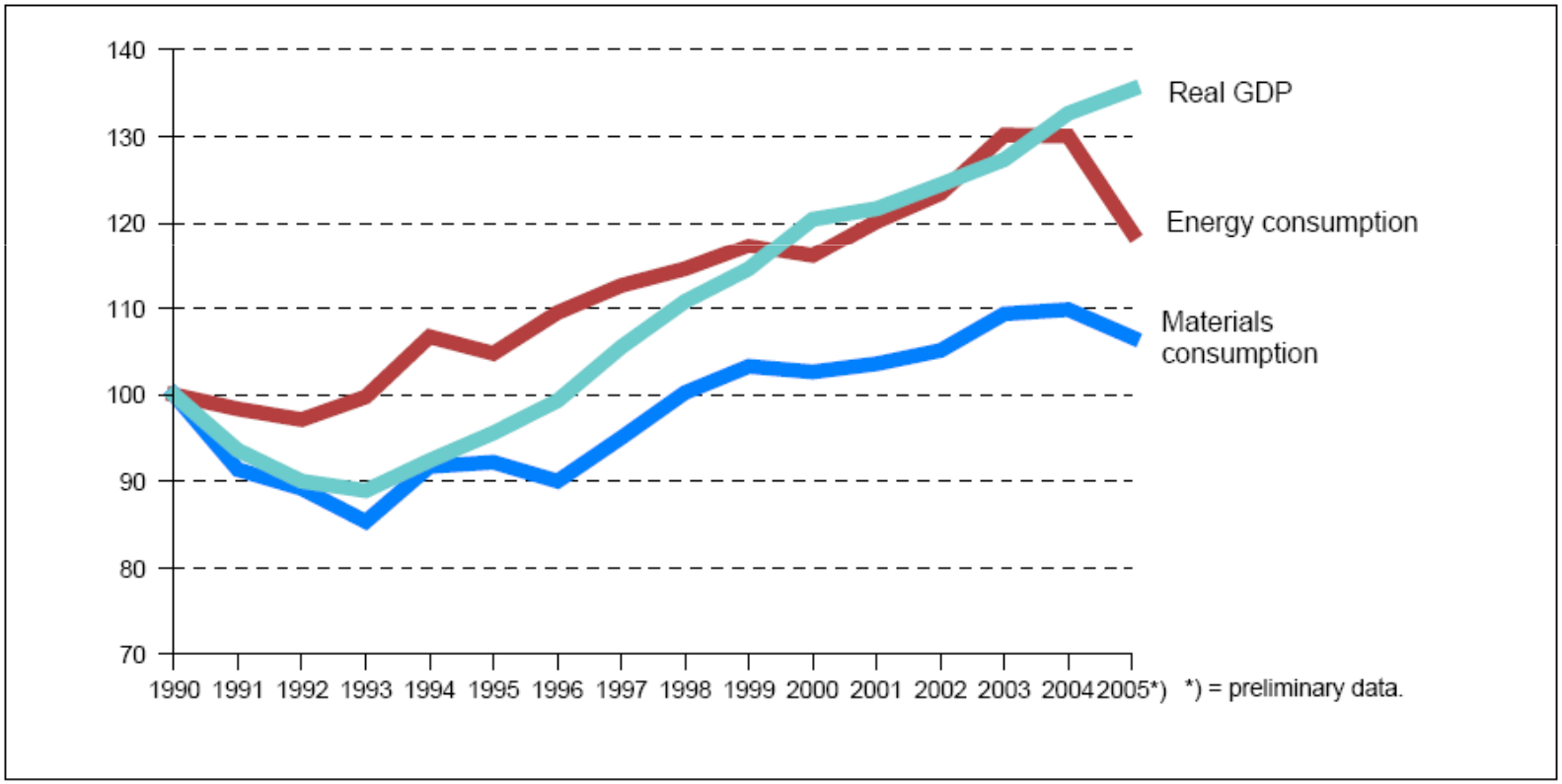
- No.1 in environmental sustainability and performance (WEF/ESI 2001, 2005; WEF/EPI 2006,2008)
- 多次被世界经济论坛及环境绩效指数评为全球环境最佳及最具环境可持续性的国家

- No.1 in utilization of bio energy and biomass combustion technologies
- 全球第一的生物能源利用及生物质燃烧技术

- No.1 in Water Poverty Index and Water Quality Indicator values
- 全球第一的水匮乏指数及水质指数

Energy and Material Consumption with GDP
GDP增长下的能源及原料消耗

Figure 3. Trends in Finland's real GDP and consumption of energy and materials (1990=100)



Finnish Innovative Environmental Technologies
芬兰创新的环境技术

- Water and water resource management(waste water, river/lake remediation, sludge treatment, etc)
- 水及水资源管理(污废水、河湖修复、污泥处理处置等)

- Waste management(collection, compression, transportation and disposal)
- 废物管理(收集，压缩，运输及处置)

- Energy efficiency and renewable energy
- 能效及可更新能源

- Environmental monitoring
- 环境监测

FECC

China-Finland Environmental Cooperation Agreements
中芬政府间环境合作协议

- 2002, MoE China----MoE Finland
- 2002, 中芬两国环境部

- 2007, NDRC China----MoEE Finland
- 2007, 中国国家发改委与芬兰就业和经济部

- 2009, MOFCOM China-MoEE Finland
- 2009, 中国商务部与芬兰就业和经济部

- 2006, *Finnish Environmental Cluster for China*, FECC establishment
- 2006, FECC成立

FECC

Understanding FECC
理解FECC

FECC Mission and Activities
FECC任务和工作内容

- Enhancement and promotion of business and technology cooperation in the fields of environment, cleaner production, energy efficiency and renewable energy between China and Finland
- 促进中芬两国在环保、清洁生产、能效及可更新能源领域的商务及科技合作

- Facilitating concrete cooperative projects
- 促成具体的合作项目

- Building Finnish SMEs' cluster for packaged solutions
- 建立芬兰环境集群并提供成套解决方案

FECC Mission and Activities
FECC任务和工作内容

- **Networking with Chinese and Finnish partners**
  - Finnish network: MoEE, MoE, Embassy, Consulate, TEKES, Finpro, FFTI, JYKES, LAKES, GHP, Finchi, Finnish Business Council, Finnish companies
  - Chinese network: NDRC, MoE, Provincial/city level municipal government and relevant Sci&Tech, environment, agriculture, construction departments, R&D institute, Chinese partner companies
- **与两国各界建立友好合作关系**
  - 芬兰合作网络：芬兰就业与经济部，芬兰环境部，芬兰大使馆，芬兰领事馆，芬兰国家技术创新局，芬兰贸易协会，芬兰行业技术协会，芬兰尤凯斯地区发展有限公司，芬兰拉赫提地区发展有限公司，芬兰赫尔辛基大区投资促进局，芬华创新中心，芬兰中国商会以及众多芬兰公司等
  - 中国合作网络：中国国家发展与改革委员会，中国环境部，部分省市政府及相关科技、环保、农业、建设等部门，研发机构，中国合作伙伴公司等

- **"Focus" strategy (region, field, and partner)**
- **"聚焦"战略（地域、领域及特选的合作伙伴）**

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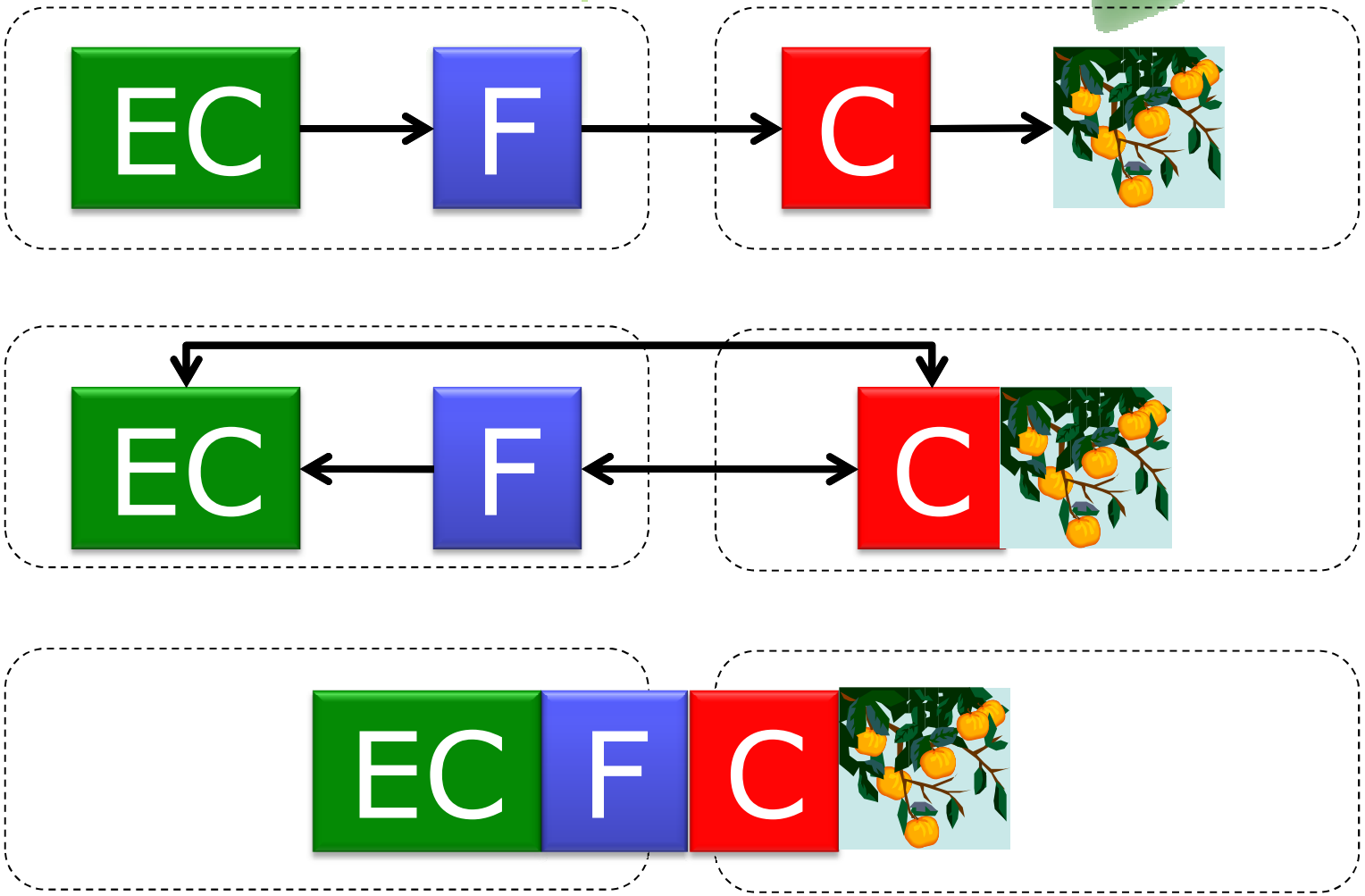
FECC Operations
FECC运营

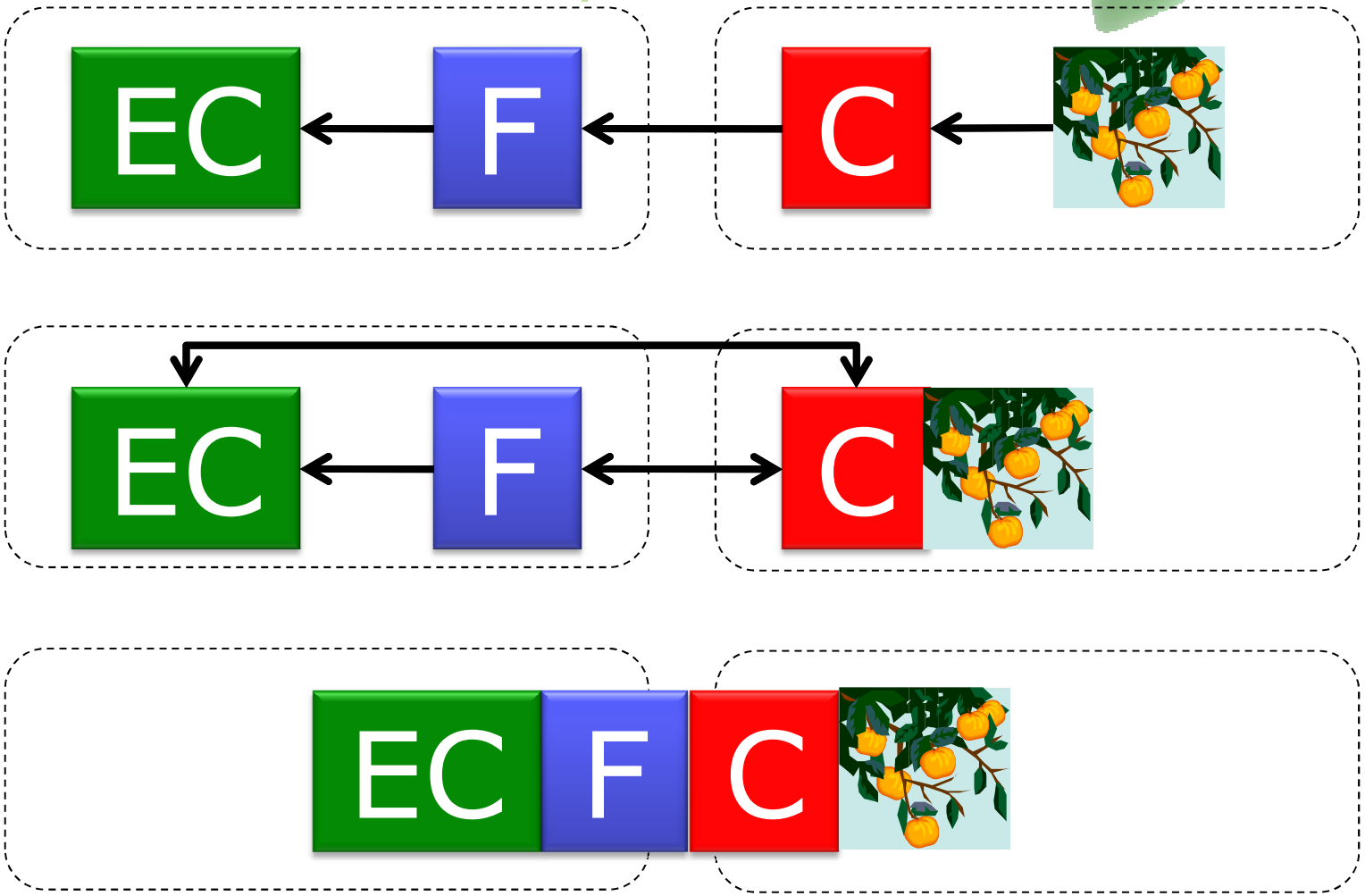
- Financial sources: 50% public (MoEE) + 30% regional development centers + 20% private sectors
- 资金来源：50%政府(就业和经济部)+30%地方政府+20%企业经费

- Headquarter in Helsinki, Chinese operation in Shanghai
- 总部赫尔辛基，中国办事处（上海）

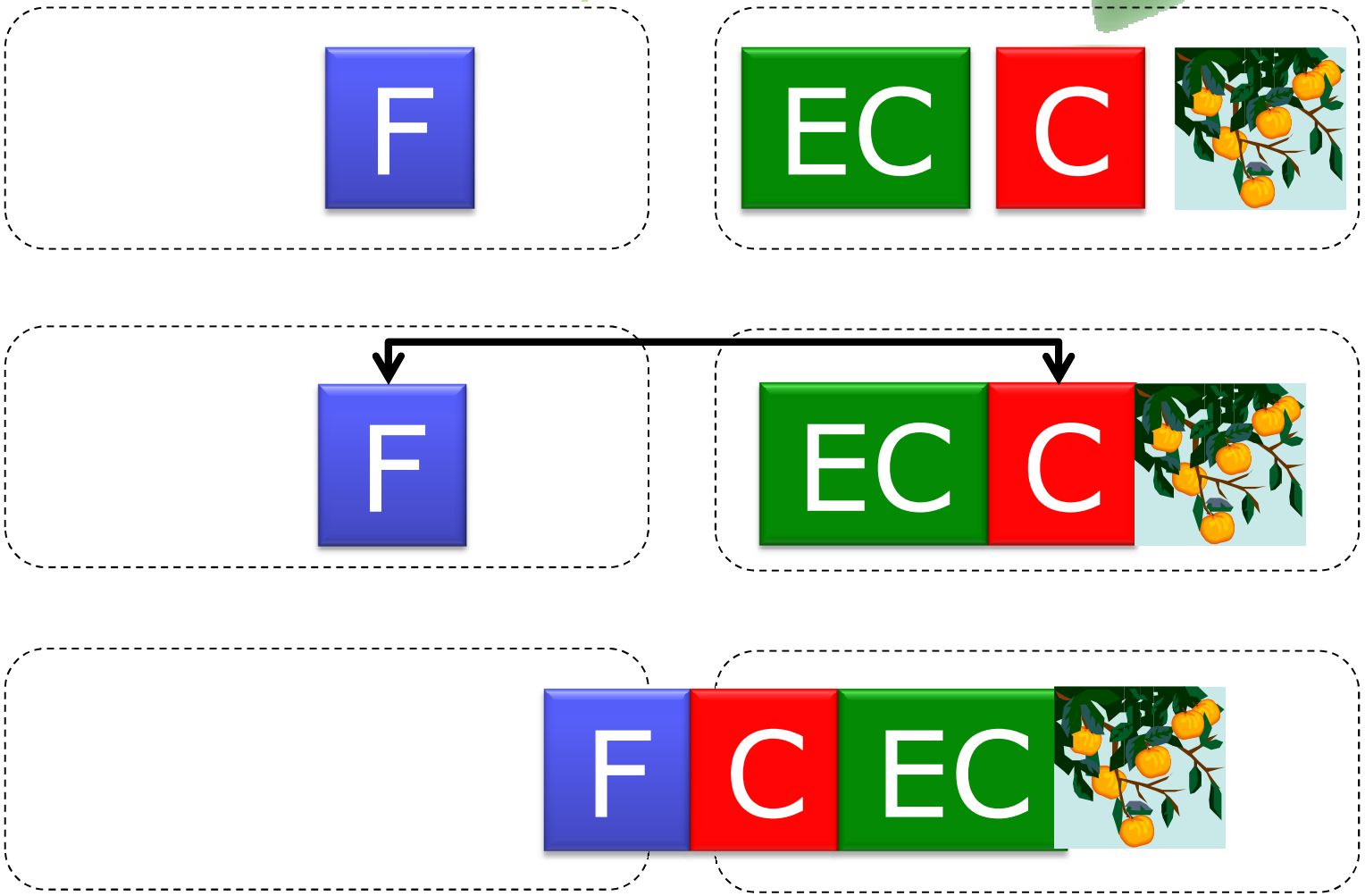
FECC work flow: From EC+F to C+CN



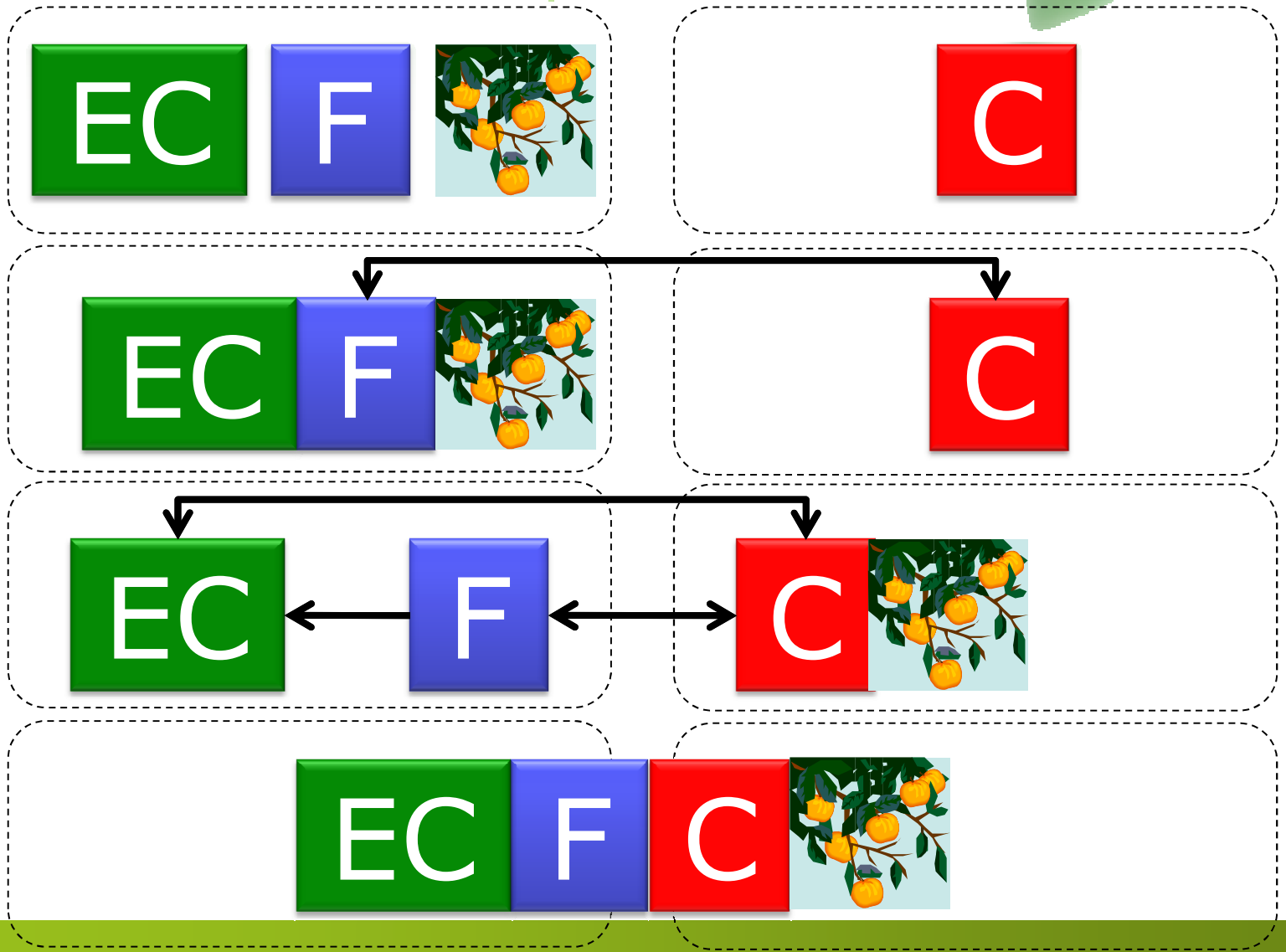
FECC work flow: From CN+C to F+EC



FECC work flow: EC already in China



FECC work flow: From EC+F+CN to C



Recent successful references-1
最近的成功案例

- FECC-Allu-STTE cooperation, ALLU screener crusher demonstration on Shanghai EXPO site, business contracts facilitation, 200811
- 2008年11月，FECC, Allu和上海技术交易所合作，ALLU筛分破碎铲斗在上海世博工地示范，促成商务合同

- FECC-HAC-JYKES-Metener-Green Ecology cooperation, high efficiency industrial scale biogas production and bottling project in Heilongjiang, 200902
- 2009年2月，FECC与黑龙江省农委，芬兰尤凯斯地区发展有限公司，Metener及格润生态合作，高效工业规模沼气生产及罐装项目

- FECC-KAT cooperation, one set of Aquatic Sonar from Kemijoki was sold from FECC-KAT cooperative Chinese partner network, 200906
- 2009年6月，FECC和KAT合作，利用FECC中国合作伙伴网络成功销售一套Kemijoki公司的水声纳

Recent successful references-2
最近的成功案例

- FECC-ALLU cooperation, 4 sets of ALLU screener crusher were sold during FECC-ALLU co-organized China-Finland Environmental Seminar and Demonstration in Inner Mongolia, and further helped 50% sales improvement for ALLU screener crusher in northern China, 200906
- 2009年6月，FECC和ALLU合作，在内蒙古举办中芬环保合作论坛及环保设备示范，成功销售4套ALLU的筛分破碎铲斗，并帮助其在中国北方市场销售额增长了50%（相对于2008年）

- FECC-DigiEcoCity-Jiangxi Provincial government cooperation, DigiEcoCity project in Gongqing City, Jiangxi Province, JV company contract signed, 200911
- 2009年11月，FECC，芬兰数字生态城市有限公司及江西省人民政府合作，促成江西省共青城数字生态城市建设项目合作，现已成立合资公司

- FECC facilitated GreenStreams Oy to set up JV company with Juno Capital Investment Ltd, CDM projects cooperation, 200911
- 2009年11月，FECC促成芬兰GreenStreams公司和中国金诺投资管理有限公司合作在中国成立合资公司，开展CDM项目合作

Recent successful references-3
最近的成功案例

- **FECC coordinated with Cleantech Finland to organize 12 cleantech contracts/agreements/MoUs signing ceremony and press conference when President Halonen visited Beijing on 25. June, 2010**
  - Chempolis – Tianjin Jiu Qian Paper Co., Ltd, Produce papermaking fibers from straw
  - Green Stream Network - Northeast Electric Power Design Institute, CDM Project
  - Hiab - Dianchi Tourism and Holiday Resort Adminstration Committee, Municipal waste collection and transportation system
  - Oilon Wuxi Co Ltd - Green Ecology Co Ltd, Small Scale Biogas Boilers
  - Etc

- **2010年6月25日，暨芬兰总统哈洛宁访华之际，FECC与Cleantech Finland共同组织了中芬清洁技术研讨会及新闻发布会，期间共签订了12个清洁技术合同/协议/备忘录。**
  - Chempolis – 天津市玖仟纸业有限公司，非木非粮原料——秸秆制纸浆
  - Green Stream Network - 东北电力设计院，CDM项目
  - Hiab - 云南省昆明滇池旅游度假区管委会，市政生活垃圾收运系统
  - Oilon - 黑龙江伊春市格润生态养殖有限公司，小规模沼气锅炉合作开发
  - 等等

中国黑龙江—芬兰尤凯斯沼气生产及罐
装高新技术示范项目合作协议签字仪式

HITACHI

Words from the companies
合作企业的评价

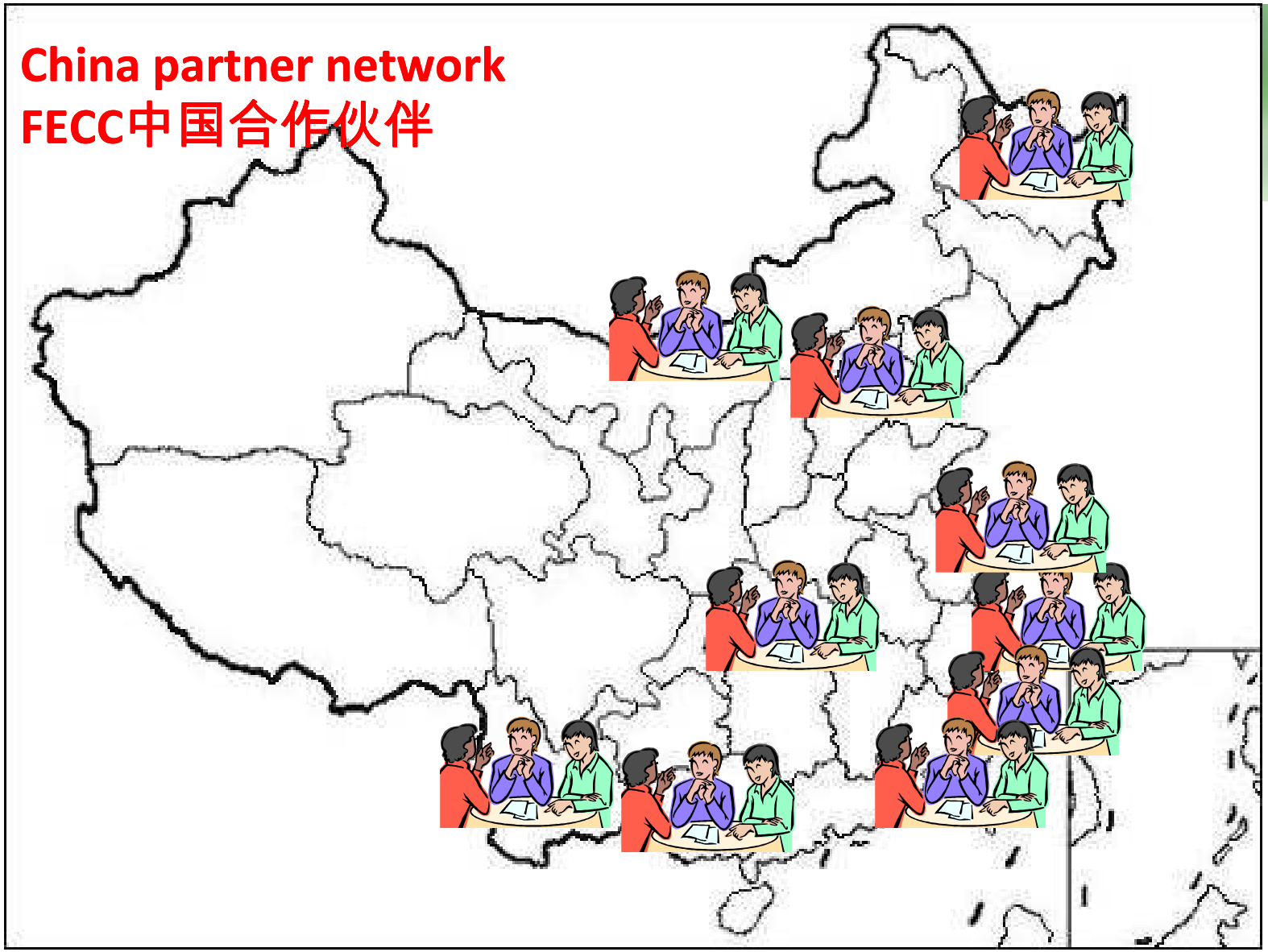
- **“We regard FECC as part of our team”**
  - Pasi Rousu, MD of Chempolis Shanghai Ltd
- **“我们视FECC为自己团队的一部分”**
  - Pasi Rousu, 科伯利生物技术（上海）有限公司总经理

- **“Thank you very much!” ☺**
  - Erkki Kalmari, MD of Metener Oy
- **“非常感谢FECC！”**
  - Erkki Kalmari, 芬兰美特尔公司总经理

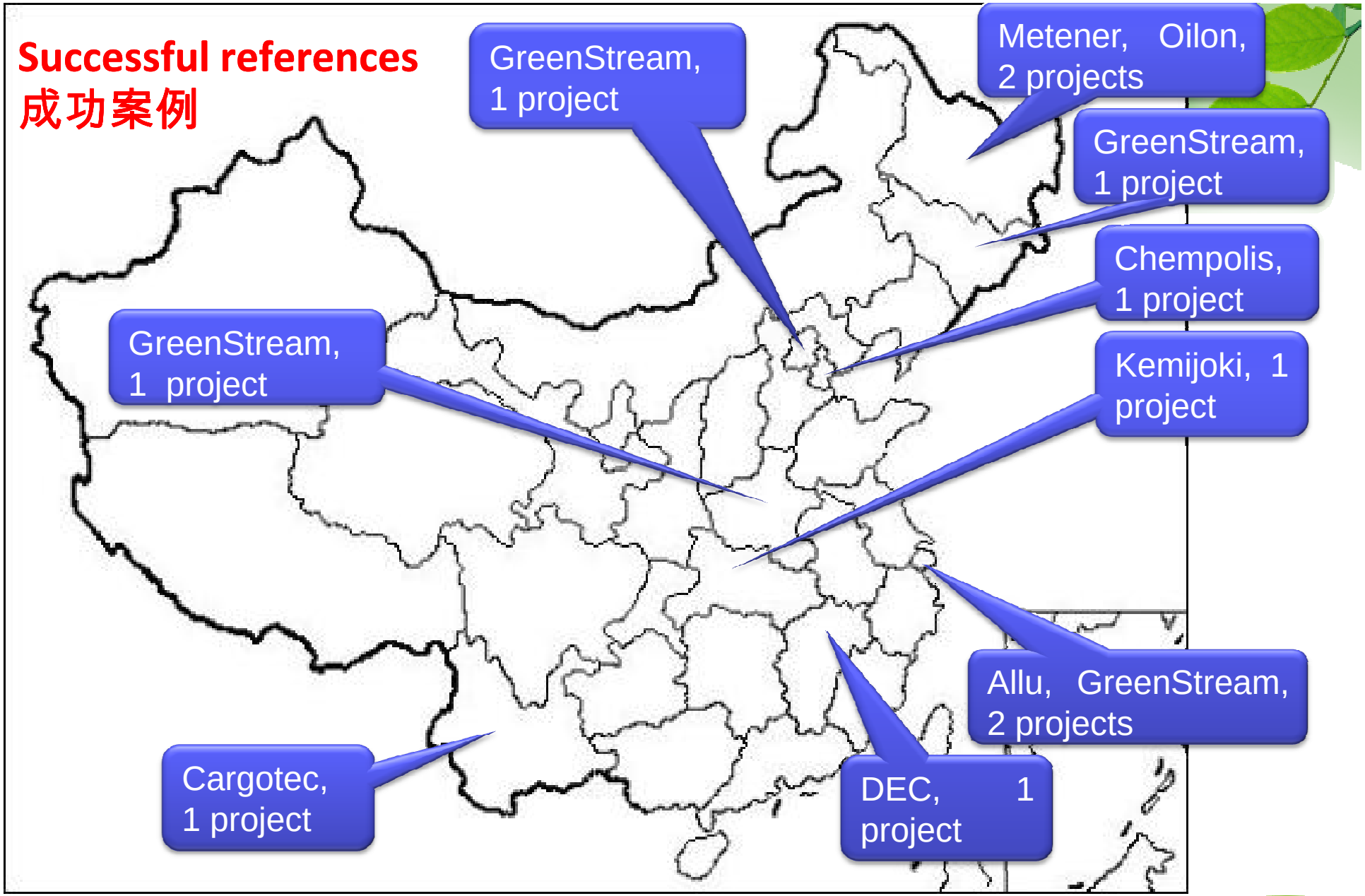
- **“We are in good hands!”**
  - Tero Rautiainen, China Affairs Manager, JYKES
- **“我们的合作非常愉快！”**
  - Tero Rautiainen, 芬兰尤凯斯地区发展有限公司中国事务经理

FECC

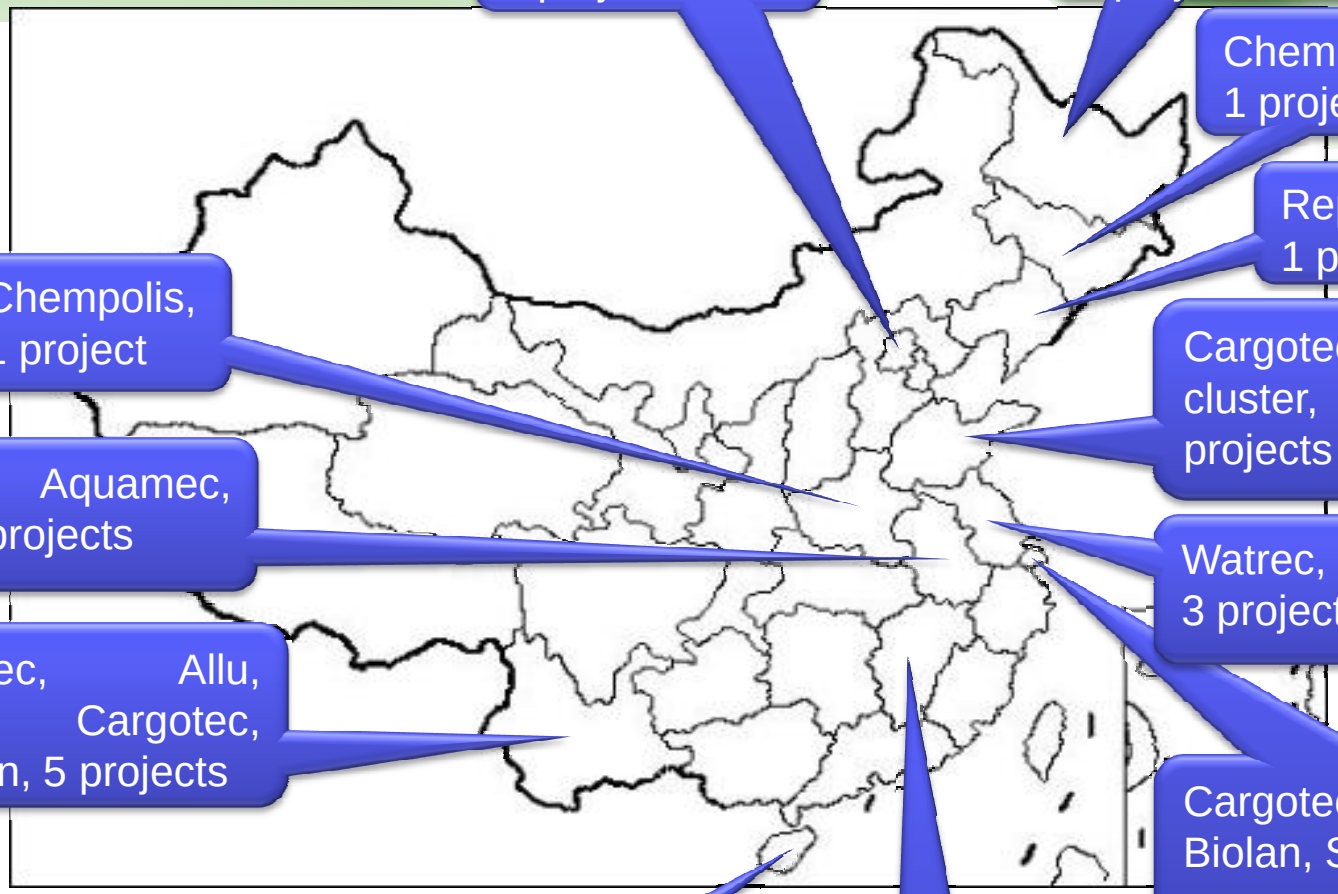
China partner network
FECC中国合作伙伴



Successful references
成功案例



Ongoing projects
正在进行的项目



GreenStream, 1 project

Oilon, Biolan, 2 projects

Chempolis, 1 project

Reponen, 1 project

Chempolis, 1 project

Cargotec, SITO cluster, Aalto Univ., 3 projects

PACS, Aquamec, Allu, 3 projects

Watrec, Poyry, DEC, 3 projects

Aquamec, Allu, Biolan, Cargotec, Eriksson, 5 projects

Cargotec, PIEneering, Biolan, Sykli, 4 projects

Poyry, 1 project

DEC, 1 project

FECC

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Thank You!

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