

Dear Sirs,

We are pleased to invite your company, considering its extensive experience, achievements and high technological standards, to take part in the **WATERWAYS EXPO 2012 Inland Shipping and Water Management International Exhibition and Conference** that will be held on **19-21 September 2012. in Wrocław, Poland**. In particular, a presentation of good practice in planning and carrying out inland waterway infrastructure projects in the Netherlands, together with a presentation of the technologies and equipment this involves, is very much desired by the Polish inland shipping and water management community. The detailed topics of the exhibition and conference are presented in the enclosed brochure or at www.waterways.ztw.pl.

I am pleased to inform you that the Embassy of the Kingdom of the Netherlands in Warsaw accepted honorary patronage of this event and supports our initiative and our efforts regarding this project.

We would like to invite you to present your products and services at an exhibition stand, and also to take an active part in the conferences accompanying the exhibition, including the possibility of giving various brief presentations.

We would like to offer you the opportunity to make an individualized presentation of your products at a **WaterWays Expo 2012** exhibition stand, adding that the stands of Dutch companies would be located in close proximity to one another (see attached diagram of the Dutch pavilion).

The price for full package is 2450 EURO and covers the following services:

Exhibition stand: 15 sq. m, "turn-key" complete construction
Participation in a seminar entitled "Dutch companies' technologies and solutions for the development and safety of inland shipping and water management in Poland"
<i>The seminar's preliminary programme is as follows:</i> <i>Welcome coffee</i> <ol style="list-style-type: none">I.1. Introductory speech and words of welcome from the Netherlands Ambassador to Warsaw, Dr Marcel KurpershoekI.2. Introductory speech by the representative of the Ministry of Transport's Department of Maritime Transport and Shipping Safety, Director Magdalena JabłonowskaI.3. Introductory speech by the representative of the Polish Information and Foreign Investment AgencyI.4. Introductory speech by Director Jan Pyś from the Office for Inland Navigation in WrocławI.5. Product presentation by Dutch companies (max. 15 minutes) - remarks from company representatives and a presentation of the offered range of products, technologies, solutions; conference room fitted with multimedia equipment and other elements required to hold a presentationI.6. Q&A
Continuation of Q&A and individual meetings with interested conference participants at the company exhibition stands
The possibility for representatives of the Dutch companies to take part in the programme of fringe events
A brief profile of the company in the catalogue, with contact information
Information about the project on the website www.waterways.ztw.pl and through special mailing of about 10.000 receivers (business, administration)

Detailed information is also available from Ms. Dorota van den Bercken at the Netherlands Embassy (+48 22 5591239) or directly from Warsaw Exhibition Board: Marek Witecki; waterways@ztw.pl ; witecki@ztw.pl ; (+48) 609-541-112 ; (+48 22) 849-60-06

We are confident you will find this proposal worth considering and that we will be able to welcome you to our conference and exhibition, believing that any business talks held there will serve to expand your customer base.

Yours sincerely,

Marek Witecki
Project Manager
Zarząd Targów Warszawskich S.A.

