

## Latin America's Premier Biofuels Networking Event



# Biofuels Markets Americas

3 & 4 April 2007, Hotel Sofitel, Rio de Janeiro, Brazil

Learn from 25 Industry Experts, including

Marcelo Guerra  
President  
Sindicucar, Brazil

Alejandro Takahasi  
President  
Petropar, Paraguay

Frank Kanayet  
Chief Executive Officer  
Petrotesting, Colombia

João Luiz Ribas Pessa  
Chief Executive Officer  
Cooperbio, Brazil

Ricardo Asturias  
Director General  
Octagon, Guatemala

José Luis Martínez Justo  
Director  
SoyEnergy, Argentina

Erasmio Carlos Battistella  
Commercial Director  
BS Sul, Brazil

Percival Andrade  
Technical Director  
La Fabril, Ecuador

Claudia Prates  
Head of Oil, Gas & Alternative Energy  
BNDES

Henry Joseph  
Manager  
Volkswagen

Eduardo Sousa-Aguir  
GTL Coordinator  
Petrobras

Dr Frederique Abreu  
General Agrinergy Coordinator  
Ministry of Agriculture

Plus 2 Interactive Seminars, 2<sup>nd</sup> April

Biogas Markets Americas  
Developing Successful CDM  
Projects

Endorsed by:



Co-located with



Carbonmarkets  
Americas

3 & 4 April, Sofitel Hotel, Rio de Janeiro, Brazil

"Biofuels Markets Americas was the most valuable meeting that I attended last year"  
SS, A&S Phytochemical Investigation

**A conferência será realizada em Inglês, Português e Espanhol, com tradução simultânea**

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[www.greenpowerconferences.com](http://www.greenpowerconferences.com)

## Project Developer Coaching Seminar

Green Power Conferences intensive one-day seminar will provide project developers with the expertise and knowledge to successfully enter the carbon market. Combining expert presentations with practical case study analysis our seminar will serve as an excellent introduction to anyone wanting to further their knowledge or embark on a CDM project.

09.00 Registration & Refreshments

09.30 Chair's Opening Remarks

### Keynote Session:

#### An Introduction to Carbon Markets

##### 09.40 Status of Carbon Markets

- CDM market overview
- Factors shaping carbon credits markets and allowances
- Key drivers affecting carbon prices
- Predicting future growth and development of markets

##### Key Challenges to Entering the Market

- Overcoming transaction costs and managing risk
- Sources available for raising finance
- Financing CDM projects in practice

11.10 Networking Refreshment Break

#### Developing CDM Projects

##### 11.50 Developing CDM projects in Latin America

- Progress, challenges and opportunities
- Tracking trends and developments in the market
- Assessing the success to date and potential for improvement of current models

13.20 Networking Lunch Break

##### 14.40 Lessons Learned: Practical Case Studies

- Case studies of large and small scale CDM projects from across the region

#### Trading CDM Credits

##### Trading Credits: A Step-by-step Guide

- Buying and selling carbon credits
- Future market projections for trading CERs between Annex 1 and non Annex 1 countries

#### The Legalities of CDM

##### Understanding Legal Implications for CDM Projects

- Legal aspects of CDM project development
- How to anticipate legal challenges
- Overcoming legal barriers to project success

16.10 Closing Discussion

16.30 Close of Seminar

## Biogas Markets Americas

09.00 Registration & Refreshments

09.30 Chair's Opening Remarks

#### Commercial Case Studies, Uses for Biogas

##### 09.40 Utilisation of Biogas from the Gramacho Landfill

- Solutions taking place in Rio de Janeiro
- CERs to COMLURB and the Duque de Caxias Municipality
- 12m tonnes CO<sub>2</sub> equivalent until 2015
- Details of the project and future opportunities

**José Henrique Penido Monteiro**, *Senior Advisor, Technical Industrial Directorate, Rio de Janeiro City Solid Waste Company – COMLURB, Brazil*

##### 10.05 Animal Waste Management System Projects

- Case studies in Brazil & Mexico
- Biogas capture & usage
- Biogas potential
- Future developments

**David Lawrence**, *Project Coordinator, Agcert do Brasil*

##### 10.30 Sao Paulo Biogas Project

- Biogas resource availability

11.10 Networking Refreshment Break

#### Practical Issues of Biogas Projects

##### 11.50 Finance, Regulation, Tax Issues, Incentives & Subsidies

- Encouraging biogas market growth
- Raising finance for biogas projects - challenges & opportunities
- The effect of incentives

**Gianluca Merlo**, *Programa Latinoamericano de Carbono Corporación Andina de Fomento* (awaiting final confirmation)

##### 12.15 Wastewater Treatment with Biogas Utilization - How to Finance Premium Technology through CDM

- Successfully implemented biogas based wastewater treatment plant case studies
- Using CDM to attract investors and to finance premium technology
- Insights into carbon finance alternatives, methodologies and technical aspects of the projects

**Patrick Bürgi**, *Managing Partner and Regional Manager, South Pole Carbon Asset Management, Brazil*

##### 12.40 Methane Recovery Projects

- Early stage investments in certified projects
- Controlling project risk and maximizing returns

13.20 Networking Lunch Break

#### How will Biogas Develop in Latin America?

##### 14.40 Progress in the Field of CDM Landfill Projects

- The need for greater integration between municipalities, waste management organisations and transport companies

##### 15.05 Biomethane as a Renewable Vehicle Fuel

- Infrastructure
- Environments advantages
- Potential market
- Upgrading Biogas – technical advances

##### 15.30 Case Study - Blast Furnace Gas Recovery to Electricity Generation in Siderurgical Industry

**Arthur Moraes**, *Executive Director, Carbotrader, Brazil*

##### 15.55 Technological Advances

- Upgrading of biogas and injection into a natural gas grid
- Innovative digester technologies
- Efficient biogas utilisation technologies
- Optimising plant and energy utilisation
- 2<sup>nd</sup> generation biogas – thermal gasification of biofuels

16.20 Closing Discussion

16.30 Close of Seminar

# Biofuels Markets Americas

3 April 2007, Sofitel Hotel, Rio de Janeiro

08.30 Registration & Refreshments

09.10 Chairman's Opening Remarks  
Chairman to be announced

## Keynote Session: Major Market Trends Biofuels

09.20 **Brazil as a Market Leader**



- Evolution of sugar and alcohol production in Brazil
- Americas market overview, current activity and development
- World ethanol market comparative analysis
- Challenges and opportunities for growth

**Luiz Carlos Corrêa Carvalho**, *Former Chairman, Brazilian Sectorial Chamber of Sugar and Ethanol, Ministry of Agriculture, Brazil*

09.40 **Future Challenges for Brazil's Biofuels Program**



- Current energy context
  - Brazil's biodiesel challenge
  - Reduction of dependency on oil
  - Government and regulatory landscape
- Dr. Frederique Abreu**, *General Agrienergy Coordinator, Ministry of Agriculture, Livestock and Food Supply, Brazil*

10.00 **Global Market Developments: Focus on China**



- Key market players and drivers in the international context
    - China's biofuels market in context
  - China's current production targets and opportunities for Latin American biofuels producers
- John Cole**, *Partner, Southreach Limited, UK*

10.20 **A Lesson in Success: The Petrobras Story**



Establishing a successful national program  
Expansion of exports – challenges and opportunities  
Towards greater sustainability  
*A representative, Petrobras, Brazil*

10.40 Question & Discussion Session

10.50 Networking Refreshment Break & Exhibition Visit

## Regulatory & Policy Frameworks to Encourage Market Growth

11.30 **Brazilian Biofuels Regulatory Trends**



- Challenges for energy policy
- Role of regulatory policy in growing the biofuels market
- Drivers and restraints impacting the development of Brazil's biodiesel and bioethanol markets
- Environmental and tax legislations

**Tamara Dvoskin**, *Frost and Sullivan*

11.50 **Developments in Argentina's Biofuels Market**



- Long-term outlook for bio-fuel production and utilization
- Stage of development in biofuels market
- Impact of new tax law to date

**Miguel Almada**, *Secretaria de Agricultura, Argentina*

12.10 **Panel Discussion: Assessing the Impact of Policy Strategy on the Biofuels Market**

- Latin America in the context of worldwide developments
- Stimulating growth and expanding the market
- Overcoming barriers to trade and regulatory frameworks
- Policy and legislative trends at regional level
- Role and responsibility of government in industry

**Nivaldo Trama**, *President, ABiodiesel, Brazil*  
**Carlos St James**, *Executive Director, Argentine Biofuels Chamber*

12.55 **Financing the Development of Biofuels Projects**



- Challenges in raising finance
  - Assessing different financing options
- Claudia Prates**, *Head, Department for Oil, Gas and Alternative Sources of Energy, BNDES, Brazil*

13.15 Networking Lunch Break & Exhibition Visit

## Successful Case Studies

14.30 **Outlook for N.E Brazilian States**



- Challengers for sugar cane producers in the region
  - Overview of market
  - Case study analysis of leading producers
- Marcelo Guerra**, *President, Sindacucar, Brazil*

14.50 **Case Study: Biodiesel in Brazil**



- Soy, canola and sunflower seeds as feedstock
  - Stage of development, production capacity, key challenges
  - Sustainability issues
- Erasmo Carlos Battistella**, *Commercial Director, BS Sul, Brazil*

15.10 **Biodiesel in Argentina**



- Opportunities and challenges in biodiesel production
  - Developing value added by-products within the production process
  - Trading technological expertise across the region
- José Luis Martínez Justo**, *Director, SoyEnergy, Argentina*

15.30 Question & Discussion Session

15.40 Networking Refreshment Break & Exhibition Visit

16.20 **Case Study: Showcasing Innovations in Production**



- The first integrated case of biodiesel and ethanol industry in the world
  - Streamlining the production of cane-based ethanol and biodiesel from oilseeds
  - Managing infrastructure and energy savings
- Silvio Rangel**, *Manager, Barralcool, Brazil*

16.40 **Case Study: Biofuels Development in Paraguay**



- Opportunities and challenges for biofuels in Paraguay
  - Current project development of first biodiesel plant
- Alejandro Takahasi**, *President, Petropar, Paraguay*

17.00 **Case Study: Biodiesel from Palm Oil**



- Developments for palm oil biodiesel market production
  - Update on Cold Flo biodiesel production
  - Opportunities and challenges for region
- Percival Andrade**, *Technical Director, La Fabril, Ecuador*

17.20 Question & Discussion Session

17.30 Close of Day One & Networking Drinks Reception

Endorsed by:



# Biofuels Markets Americas

4 April 2007, Sofitel Hotel, Rio de Janeiro

08.40 Morning Refreshments

09.05 Chairman's Opening Remarks

## Biofuel as a Commodity

### 09.10 Global Exporting Options

- Managing expectations and opportunities for biofuels production
  - Brazil in the global exporting market context
  - Forecasting future energy market growth
  - Supply and demand forecasts for Brazilian ethanol
- Speaker to be announced

### 09.30 Raw Material Availability in Biodiesel Production



- Sourcing the options and managing the supply chain
- The challenge of sustainability
- Current biodiesel projects in the region
- Case studies from Brazil

**João Luiz Ribas Pessa**, *Presidente, Cooperbio & Membro do Conselho Consultivo, AMPA - Associação Mato-grossense dos Produtores de Algodão, Brazil*

### 09.50 Managing the Biofuels Distribution Chain

- Overcoming barriers to trade
  - Brazilian biofuels distribution chain
  - Challenges for improving infrastructure in Brazil
  - Managing risk for producers and investors
- Speaker to be announced

10.10 Question & Discussion Session

10.25 Networking Refreshment Break & Exhibition Visit

## Developing New Feedstock Options

### 11.00 Development and Outlook for Jatropha in Guatemala



- Cultivating jatropha for biodiesel production
- Market status quo and future potential
- Increasing energy crop yield

**Ricardo Asturias**, *Director General, Octagon, Guatemala*

### 11.20 Ethanol from Cassava in Colombia



- Developments in Colombia's biofuels market
- Cassava as second source of ethanol in Colombia
- Environmental considerations

**Frank Kanayet**, *Chief Executive Officer & Jaime Jaramillo*, *Ethanol Project Director, Petrotesting Colombia*

11.40 Question & Discussion Session

12.00 Networking Lunch Break & Exhibition Visit

## The Car Manufacturer's Perspective

### 13.30 Volkswagen's Fuel Strategy



- Update and developments on Brazilian ethanol fuel program
- Market overview on alternative fuels supply
- Future plans, challenges and opportunities for car manufacturer's
- New innovations in flex fuel technology

**Henry Joseph, Jr.**, *Manager of Engine Tests & Emission Labs, Volkswagen, Brazil & former Director, Brazilian Automobile Manufacturers Association*

### 13.50 Biofuels Movement in the Americas



**Michael A. Warren**, *National Manager, Latin American Research & Area Marketing Group, Toyota Motor North America*

## Biofuels and the Carbon Markets

### 14.10 Carbon Trading and Biofuels

- Opportunities in carbon markets for biofuels
- Anticipating new legislation and implications for market
- Managing risk and opportunities in Brazilian emissions market

Speaker to be announced

### 14.30 The CDM as a Financing Tool



- Qualifying bio-fuels projects and claiming carbon credits
- Creating a revenue stream through the CDM
- Managing and minimizing project risks
- Successful projects under CDM

A representative, **World Bank**

14.50 Question & Discussion Session

15.00 Networking Refreshment Break & Exhibition Visit

## Future Innovations in Technology

### 15.30 Status of Biorefineries in the Americas



- Current outlook and development
  - Challenges in blending fuels
  - Maximizing efficiency through technology
- A representative, **Repsol YPF, Argentina**

### 15.50 Innovations in Technology



- Increasing efficiency in biomass to liquid technology
- Evolving biofuels production
- Challenges for technology in the future

**Eduardo Falabella Sousa-Aguiar**, *Coordenador - Célula GTL / GTL Coordinator CENPES/PDEDS, Petrobras*

### 16.10 Cellulosic Biofuels

- Addressing Latin America's bioenergy challenge
  - Opportunities in ethanol enzyme technology
  - Progress and development on an international level
- Speaker to be announced

16.30 Closing Question Session

16.40 Close of Conference

**Biofuels Markets Americas** is part of the leading Biofuels Markets Conference series which attracted over **1000 participants** from **64 countries** in 2006.

Dates for 2007 include:

**Worldbiofuelsmarkets™**

Congress & Exhibition, 6-9th March, Brussels Expo

[www.worldbiofuelsmarkets.com](http://www.worldbiofuelsmarkets.com)

**Biofuels Markets Asia**

11-12 June 2007, Singapore

**Biofuels Markets Africa**

5-6 November 2007, Cape Town

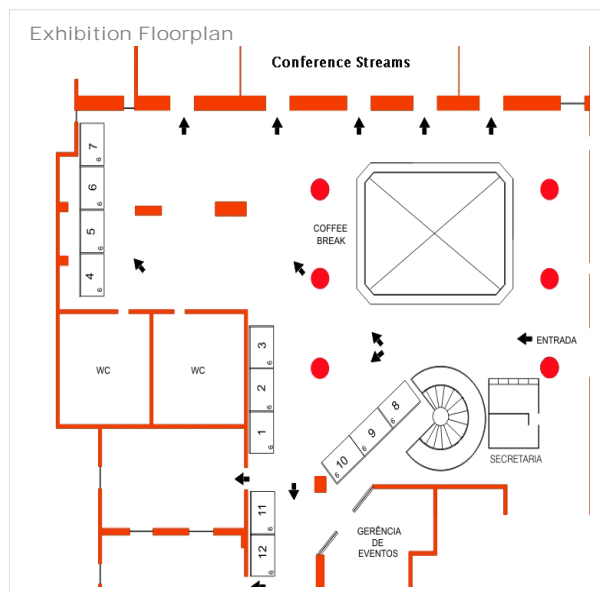
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## Meet New Customers & Generate Sales Leads

- The 2006 event had over 120 senior executives in attendance
- Take advantage of an extensive pre-event promotional campaign, exposing your brand on over 100,000 marketing pieces
- Gain an incredible amount of presence from on site promotion/ publicity, exhibition stand and meeting room options

Stand out from the crowd, sponsor Biofuels Markets Americas – *it's time to do business*

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**Ben Leighton** on Tel: +44 20 7801 6333  
 or email [ben.leighton@greenpowerconferences.com](mailto:ben.leighton@greenpowerconferences.com)



## 10 Reasons to Attend this Key Conference

- Latin America's premier networking platform for the biofuels industry
- 30+ biofuels experts share their experiences including 10+ producers
- Meet biofuels producers from around the region: Brazil, Argentina, Peru, Colombia & Guatemala
- Discover new opportunities for developing biofuels projects
- Share real practical experiences with peers from around the world
- Gain practical insights on exporting biofuels to the US, Europe and Asia
- Track innovations and trends in the biofuels market
- Learn how to benefit from Carbon Financing and the CDM
- Simultaneous translation in English, Portuguese and Spanish
- Co-located with Carbon Markets Americas, joint exhibition and opportunity to attend some of the sessions from the Carbon Markets conference as well

## 120 participants from 17 countries attended in 2006

2006 Attendee Analysis

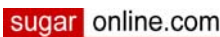


- Chemical/Agricultural Suppliers
- Biofuels Producers
- Oil Companies & Refineries
- Automotive & Transport
- Government
- Industry Associations
- Technology Suppliers
- Research
- Banks & Traders
- Consultants
- Law y ers
- Press

### Companies who attended in 2006 include:

A&S Phytochemical Investigation, ABIODiesel, Acceitera General Deheza, Acconia Biocombustibles, Alfalaval, Ambiente Brasil, AMPA, Ancap, BASF, Berkemeyer, Bio Energy Peru, Biodiesel Brazil, Biodiesel Consult, Bioenergy Resources, Biofuels SA, Biopetrol Industries, Bio-Pure Diesel, BNDES, Braskem, Business News Americas, Carta Capital, CENBIO, Centro Integrado de Empresas, CLB Group International, Dallas Group, Dedini, Degussa, EcoSecurities, Energy Risk, Fulbright Commission, Gama, GE Energy, GEI Fuels, Global Environment Fund, Hitachi, Home-Grown Cereals Authority, ICLEI, IFC, Israel Corporation, Joyce Foundation, La Fabril, Maizar, Matthey, Ministério da Agricultura, Pecuária e Abastecimento – MAPA, Mitsubishi Corporation, Mitsubishi Corporation do Brasil, Nandan Biomatrix, New York University, Noble, Novozymes, Outward Bound, Pantaleon, Petrobras, Petrobras Energia, Praj Industries, Pullman, Refinaria de Petróleos de Manguinhos, Repsol YPF, São Paulo State Environment Secretariat, Scania, Secretaria de Agricultura, Ganadería, Pesca y Alimento, Simmons & Simmons, Solar Turbines, Sowood, Tecop, Thompson & Knight, Toyota, Tpyxidhis, Unilever, Universidade Estadual de Campinas, Winrock International

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# Biofuels Markets Americas

3-4 April 2007,  
Sofitel Hotel, Rio de Janeiro, Brazil

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<input type="checkbox"/> Biofuels Markets Americas	3-4 April 2007	<input type="checkbox"/> \$ 999	<input type="checkbox"/> \$ 799
<input type="checkbox"/> Biogas Markets Seminar	2 <sup>nd</sup> April 2007	<input type="checkbox"/> \$ 599	<input type="checkbox"/> \$ 479
<input type="checkbox"/> Project Developer Seminar	2 <sup>nd</sup> April 2007	<input type="checkbox"/> \$ 599	<input type="checkbox"/> \$ 479

If attending 3 days, please indicate which seminar you will attend above

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**Cancellations:** If you cancel before 20 March 2007, you will receive a full refund less \$250 administration fee. We regret that no cancellations can be accepted after this date. Substitutions are welcome at any time.

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**Content:** It may be necessary for reasons beyond the control of the organisers to alter the content and timing of the agenda or the identity of the speakers.

## Venue & accommodation

**Venue:** Hotel Sofitel, Avendida Atlantica, 4240, Copacabana, Rio de Janeiro, Brazil  
 Tel: (+55)21/25251232  
 Fax : (+55)21/25251200  
 E-mail : sofitelrio@accorhotels.com.br

**Accommodation:** A hotel booking form will be sent to registered attendees with booking confirmation.

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