

Where the Region's Carbon Credit Buyers & Sellers Meet



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

Learn from Market Makers and Experts, including

Marco Monroy
Chief Executive Officer
MGM International

Helio Neves
Deputy Environment Secretary
Municipality of São Paulo

Odivan Carlos Cargini
Financial Director
Celulose Irani

Pedro Moura Costa
Managing Director
EcoSecurities

Gisela Ulloa
Coordinator
Bolivia DNA

Jacobo Mekler
Director Comercial
Comexhidro, Mexico

Carlos Nardocci
Assessor, Direção Industrial
Solvay Indupa do Brasil

Carlos Bezerra
Development Manager
Vega (Suez Environmental)

Patricia Monteiro
Environmental Manager
Votorantim Cimentos

Meire Ferreira
Sustentabilidade
Sadia, Brazil

Mark Meyrick
Environmental Products Manager
EDF Trading, UK

Mary Gómez
Head, Latin American Carbon Program
CAF, Colombia

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Plus 2 Interactive Seminars, 2nd April

**Biogas Markets Americas
Developing Successful CDM Projects**

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

Project Developer Coaching Seminar

An intensive one-day seminar to provide project developers with the expertise and knowledge to successfully enter the carbon market.

Session Leaders:

Vladimir Miranda Abreu, Tozzini Freire Avogados
Philipp Hauser, Origination Director, EcoSecurities
Patrick Burgi, Managing Partner, South Pole Carbon Asset Management

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
 - Learning to identify and design a successful CDM project
- 10.20 **Key Challenges to Entering the Market**
- Barriers to project registration process
 - Countering lengthy time processes
 - Overcoming transaction costs and managing risk
 - Sources available for raising finance
 - Financing CDM projects in practice
- 11.00 Networking Refreshment Break

Developing CDM Projects

- 11.40 **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
 - Carbon project success stories
- 12.20 **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
- 13.00 Networking Lunch Break

The Legalities of CDM

- 14.20 **Understanding Legal Implications for CDM Projects**
- Legal aspects of CDM project development
 - How to anticipate legal challenges
 - Overcoming legal barriers to project success
 - How to design and negotiate carbon contracts
- 15.00 **Putting it all Together – Interactive Discussion**
 To wrap up the day's proceedings delegates have an opportunity to question the session leaders
- 16.00 Close of Seminar

Media Partners:



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 CO2 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
 - 2nd generation biogas – thermal gasification of biofuels
- 16.20 Closing Discussion
- 16.30 Close of Seminar

08.30 Registration & Refreshments

09.10 Chairman's Opening Remarks
Hajime Uchida, General Manager, **Banco Sumitomo Mitsui Brasileiro**

Keynote Session: Carbon Mitigation in the Americas

09.20 **An Introduction to the Kyoto Protocol and the Clean Development Mechanism**

- Explaining the Kyoto Protocol & CDM
- Short vs. long term analysis
- Trends in CERs registered - statistics
- Which projects are more successful and why?
- New methodologies

Elisabeth Lokshall, Analyst, **Point Carbon**, Norway

09.45 **Latin American Market Update**

- Reviewing the developments of Carbon Markets across Latin America
- Global vs. Latin American expectations and realities
- Challenges & opportunities

Marco Monroy, Chief Executive Officer, **MGM International**

Policy & Regulation

10.10 **Panel Discussion: Policy & Regulatory Issues**

There are many policy and regulatory issues in Latin America at present that need to be discussed in order that these problems do not mean that Latin America lose out to other regions, countries i.e. China. World Bank report that next year only 10% of projects will be coming from South America

- Programmatic CDM and its potential in the region
- Country case studies - individual country focuses
- What lessons can each country learn from each other?
- What kinds of CDM projects are being seen in each country?

Gisela Ulloa, Coordinator, **Bolivia DNA**, Bolivia
Pedro Moura Costa, Managing Director, **EcoSecurities**
Christian del Valle, Environmental Markets, **BNP Paribas**

Each panellist will give a 10 minute case study, followed by an interactive discussion session.

10.55 Networking Refreshment Break & Exhibition Visit

Carbon Project Success Stories

11.55 **Panel Discussion: CDM Project Developers/Hosts**

This panel will focus on the ground host companies/ municipalities rather than consulting/investors for the most important types of CDM projects in Latin America. Technical, social, environmental, economical and financial aspects will be discussed.

- Swine manure treatment
- Landfill gas
- Urban solid waste management
- Strategies to sell
- New technologies
- Co-generation with sugar-cane bagasse

Panellists:
Meire Ferreira, Sustentabilidade, **Sadia**, Brazil
Tertius Ribeiro, Environmental Solutions, **Mundo Limpo**, Brazil
Carlos Bezerra, Development Manager, **Vega (Suez Environmental)**, Brazil

Each panellist will give a 2 minute overview, followed by an interactive discussion session.

Case Studies: Large Scale CDM Projects

12.30 **Sao Joao Landfill Gas to Energy Project**

- Waste handling & disposal
- Sao Joao is one of Brazil's largest landfills
- Reducing methane emissions & exploring 20MW renewable energy installed capacity

Deodora Vaz, Project Coordinator, **Municipality of São Paulo**, Brazil

12.55 **Fuel Oil to Natural Gas Switch in the Petrochemicals Industry**

- Development of the project
- Challenges faced, benefits expected
- Looking forward – other carbon mitigation projects?

Carlos Nardocci, Assessor - *Direção Industrial*, **Solvay Indupa do Brasil**, Brazil

13.20 Networking Lunch Break & Exhibition Visit

14.40 **Generating Renewable Electricity Using Hydroelectric Resources**

- 3 renewable projects, two registered and one in process
- Experiences in developing these 3 projects
- El Gallo example

Jacobo Mekler, Director Comercial, **Comexhidro / Asergen**, Mexico

15.05 **Anaconda Landfill Gas Project**

- CDM landfill project - How it works
- Challenges
- Expected Benefits

Nino Sergio Bottini, Director, **Green Domus Desenvolvimento Sustentavel**, Brazil

15.30 **Capturing & Flaring Landfill Methane from Municipal Waste**

- Enhancing landfill gas collection rates
- Flaring facilities

Fernando Hartmann, Director, **SIL – Soluções Ambientais**, Brazil

15.55 Networking Refreshment Break & Exhibition Visit

Project Financing

16.35 **Reviewing Financing Instruments**

- Corporación Andina de Fomento's PLAC
- Experiences in carbon projects in Latin America
- Project examples in transport and renewable energies

Mary Gómez, Head of *Latin American Carbon Program* PLAC, **CAF**, Colombia

17.00 **Panel Discussion: Analysing the Different Financial Approaches**

- Cash barriers: PIN, PDD, auditing, government taxes
- Project brokers/developers are increasingly taking on some of these cash elements/risks in exchange for some of the carbon credits. Is there a conflict of interest in owning an equity stake and selling credits on the market?
- Trends in financing
- Financing strategies
- Private equity approach to investment i.e. wind farm deal North West Brazil
- Direct investment position

Panellists:
Francesca Maria Cercia, Managing Director, **Econergy**
Andre Leal, Analyst, **Ecoinvest**, Brazil
Imtiaz Ahmad, Vice President, **Morgan Stanley**, UK
Roberto Vellutini, Head of Operations, **Energy & Industry**, **Inter-American Development Bank**, USA
Philipp Hauser, Origination Director, **EcoSecurities**

17.35 Close of Day One & Networking Drinks

08.50 Morning Refreshments

09.10 Chairman's Opening Remarks
Fabian Gaioli, *Technical Manager*, **MGM International**, Argentina

Case Studies: Small Scale CDM Projects

Case studies from industry project hosts of various CDM applications and best practice project summaries

09.20 **Votorantim Cement's Climate Change Management Strategy**



- Climate change and the cement industry
- Sustainable cement initiative
- Overview of Votorantim Cement CDM projects
- Votorantim Cement carbon emissions inventory
- CO2 policy and reduction targets
- Overview of the threats and opportunities of climate change and the carbon credit market for the cement industry

Patricia Monteiro Montenegro, *Manager of Environment and Co-Processing*, **Votorantim Cimentos**, Brazil

09.45 **Biomass Electricity Generation Project**



- Generating electricity required in paper manufacturing
- Odivan Carlos Cargnin**, *Diretor Administrativo e Financeiro e de Relações com Investidores*, **Celulose Irani**, Brazil

10.10 Networking Refreshment Break & Exhibition Visit

Carbon Buyers Focus

11.10 **Understanding Carbon Buyers Requirements**

- Ownership of credits is key
- What type of projects are buyers supporting?

Gerhard Mulder, *Vice President Commodities Derivatives Marketing*, **ABN Amro**, Netherlands

11.35 **The Austrian JI/CDM Programme – A Carbon Buyer's Perspective on Project Performance**



- Austrian JI/CDM programme overview (structure, volumes, funding opportunities etc)
- Current portfolio of ERPA's and project pipeline
- Experience with deliveries of CERs/project performance
- Experience in Latin America
- Expectations for carbon market in the medium and long term

Birgit Haberl, *Austrian JI/CDM Programme*, **Kommunkredit Public Consulting**, Austria

12.00 **Panel Discussion: Carbon Buying in Latin America – From Carbon Funds to Industrials**

- Accounting and taxation aspects of the financial transactions involving CERs
- Kyoto uncertainty post 2012
- Supply demand balance, the effect of the EU Trading Scheme Phase 2 National Allocation Plans
- Discussing strategies and risks
- Reality check - practical aspects of risk sharing between developers and buyers
- Need to widen CDM supply portfolio to mitigate risk
- The slow pace of CDM project registration
- Role of new CDM technologies like Carbon Capture & Storage 5 biofuels
- The low supply of pre-2008 CERs
- Standards for Voluntary Emission Reductions (VERs)
- The role of forestry projects and small scale CDM

Panellists:

David Rusnok, *Senior Project Manager*, **KfW Carbon Fund**, Germany
Josh Green, *Vice President & Regional Director*, **Climate Change Capital**
Basak Beyazey, *Emissions Trader*, **TOTAL**, UK
Roon Osman, *CDM & JI Markets*, **Shell Trading**, UK

12.35 Networking Lunch & Exhibition Visit

Project Development & Verification

13.55 **Project Registration Process: New Hurdles**



- Triple validation, DOE + DNA + EB-RIT
- Risk of having to go back to square one
- Revisions of methodologies and document templates
- Republishing PDDs
- Brazil, DNA approval after validation – pros and cons

Shiguelo Watanabe Jr, *Consultor Senior*, **Negócios de Carbono**, **GEOKLOCK Consultoria e Engenharia Ambiental**, Brazil

14.20 **Panel Discussion: Key Success Factors of Project Development**

- Barriers to getting projects off the ground
- Project identification, development, financing, verification
- Bottlenecks
- How to deal with small projects i.e. projects under 25,000 per annum
- Experiences from other regions

Panellists:

Christianne Maroun, *Manager*, **Climate Change and Sustainability**, **ICF International**, Brazil
Antonio Lombardi, *Manager*, **Social & Environmental Products**, **ABN Amro**, Brazil
Alex Schlosser, *Environmental Manager*, **Estre Ambiental**, Brazil

14.55 **Initial Verification Challenges & Ongoing Work**

15.20 Refreshments & Exhibition Visit

Understanding Future Uncertainties

15.50 **EUAs & CERs - Uneasy Bedfellows**



- Why the EUA market is both a blessing & a burden to project owners
- How EUA prices affect CER prices
- Demand drivers for CERs
- Regulatory uncertainty

Mark Meyrick, *Environmental Products Manager*, **EDF Trading**, UK

16.15 **Uncertainty of the 2008-2012 Period**

- Pricing volatility and potential markets based on non-Kyoto demand from North America

Dr. Mark Trexler, *President*, **Trexler Climate & Energy Services**, USA

16.40 **Energy vs. Forests**

- Why does the market prefer energy projects to forestry projects?
 - Methodologies for afforestation and reforestation CDM project activities versus other CDM project activities
 - Uncertainties of LULUCF projects
 - Social and environmental benefits from LULUCF projects
- Is the window of opportunity narrower for forestry projects?
 - The first CDM commitment period versus voluntary markets
 - The future of LULUCF in post-2012 climate regime - AR and conservation
- Possible synergies between forestry and energy projects - forestry bioenergy projects

Marcelo Rocha, *Member*, **Afforestation Reforestation Working Group** - **CDM Executive Board**, Brazil

17.00 Close of Conference

Co-located with the 2nd annual

Biofuels Markets Americas

3-4 April 2007, Rio de Janeiro, Brazil

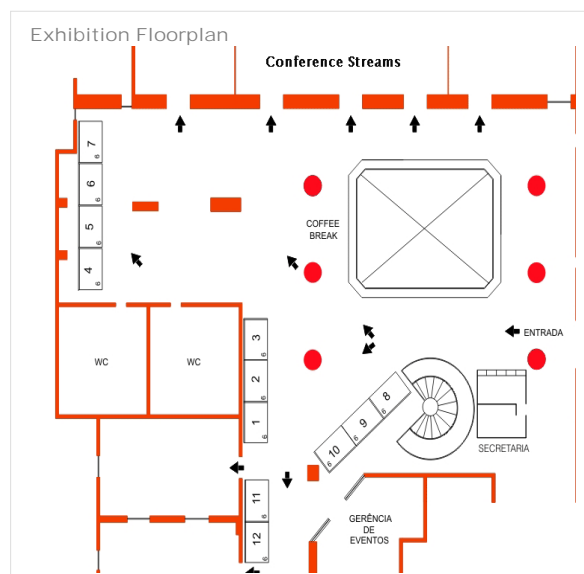
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10 Reasons to Attend this Key Conference

- A limited number of Industry project hosts/developers can attend for free* see registration form for details
- A market place for carbon sellers and buyers where projects are offered for sale
- 35+ carbon experts including 10+ industry project host speakers
- Develop new carbon credit revenue streams
- Learn how to develop successful CDM projects
- Meet some of the worlds largest carbon credit buyers, carbon bankers and project financiers
- Learn & share real practical experiences
- Join the Carbon Markets success story and sell carbon credits now
- Simultaneous translation in English, Portuguese and Spanish
- Co-located with Biofuels Markets Americas, joint exhibition and opportunity to attend some of the sessions from the Biofuels Markets conference as well

220 participants from 23 countries attended in 2006

2006 Attendee Breakdown



- Project Developers & Hosts
- Bankers & Finance
- Government & Municipalities
- Analysts & Research
- Carbon Consultants
- Project Verifiers
- Carbon Brokers
- Press
- DNAs & CDM Offices
- Equipment Manufacturers

"Carbon Markets Americas was one of the best climate change events that I have participated in, in the past three years"

ICF Consulting

Companies who attended in 2006 include:

ABN AMRO, Agcert, Alcoa, Argentine Carbon Fund, Argentinien CDM Projekte, Asja, BAFF, Banco Sumitomo Mitsui Brasileiro, Barclays, Berkemeyer Attorneys & Counselors, Brascan Energia, Brasil Energy, BSI, Cabot Brazil, Carbon Capital Markets, Carbon Networks, Carta Captial, Centro de Pesquisas de Energia Elétrica, Ceran, Climate Change Capital, CO2e, CONAMA, CVRD, Development Environmental Projects, DNV, E+Co, Ecoayres Argentina S.A, Ecofys, Ecoinvest, Econergy, EcoSecurities, Eletrobras, ENAP, Endesa, Energias do Brasil, Environ, Empresa de Saneamento e Tratamento de Resíduos Ltda, ETV Capital, European Carbon Fund, Factor Consulting, FC Stone, G.A.S. Energietechnologie, Geoklock, Giammarco Vetrocoke, Global Environment Fund, Golder Associates, Green Gas International, ICF Consulting, IFC, JETRO, KfW Bankengruppe, Kommunalkredit Public Consulting, Lahmeyer, Mesoamerica Energy, MGM International, Ministry of Science & Technology Brazil, Mitsubishi, Mundo Limpo, Natsource, Navela Engenharia, NovaGerar, Pantaleon, PB Capital Management, Petrobras - Petroleo Brasileiro, Point Carbon, Prefeitura de Guapimirin, Prefeitura de São Gonçalo, Prefeitura de Itaboraí, Prefeitura de Magé, Prefeitura de Mesquita, Prefeitura de Niteroi, Prefeitura de Rio Bonito, Prefeitura de Silva Jardim, Prefeitura de Tanguá, Prefeitura Municipal de São Paulo, Refinaria de Petroleos de Manguinhos, Rhodia, Rio Tinto Brazil, RNK Capital LLC, Rubber Technological Institute, RWE Power, S&Z Consultores Associados, Sadia, Scania Latin America, Secretaria de Meio Ambiente Municipio de Rio Bonito, SEINPE - Secretaria de Estado de Energia, Industria Naval e Petróleo, Shimadzu, Solar Turbines, Sowood Capital Management LP, TFS, TNC Amazonia, Toyota Motors North America, Tozzini, Freire, Teixeira e Silva Advogados, Trading Emissions, TUEV Sued, UK Climate Change Projects Office, Unicarbo, Votorantim Cimentos, World Bank

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Carbon Markets Americas

3-4 April 2007,
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<input type="checkbox"/> Project Developer Seminar	2 nd April 2007	<input type="checkbox"/> \$ 599	<input type="checkbox"/> \$ 479
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If attending 3 days, please indicate which seminar you will attend above

Special Offers

- 3 for the price of 2** - Register 3 delegates only pay for 2
- Project Developer Pass** – A number of sponsored places are available for project developers looking to host new CDM projects in the region. Places are limited and awarded at sole discretion of Green Power conferences. To apply, please contact nigel.yeates@greenpowerconferences.com with details of your proposed project

NB: The registration fee includes lunches, refreshment breaks and documentation; the fee does not include hotel accommodation. Prices in US\$.

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