



# Carbon Mission 2008



*Fast track to the world*<sup>UK</sup>

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# INTRODUCTION

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The United Kingdom Government considers climate change to be the world's greatest environmental challenge and has established a comprehensive climate change programme to help reduce the UK's greenhouse gas emissions. We believe the carbon market has a vital role to play in this process, and the world's first national greenhouse gas emission trading scheme was established in the UK in 2002.

Since then, the carbon market has grown enormously globally, with the European Union Emissions Trading Scheme (EUETS) in place since 2005, and credits from UN Clean Development Mechanism (CDM) projects around the world being created and purchased by both governments and the private sector.

With the growth of the market has come the growth of expertise within companies who work on climate change projects, emissions trading and associated services. The UK government has encouraged private sector companies to participate in the market, and, the City of London has taken the lead in building the carbon investment and advisory services infrastructure necessary to finance greenhouse gas reduction projects.

Last year, the Climate Change Projects Office (CCPO) and UK Trade & Investment (UKTI) brought a group of UK companies to Hong Kong to meet local businesses interested in CDM projects. This year, following the Hong Kong Government's announcement on 6th June 2008 of the rules governing implementation of projects, the group of companies is even larger and covers even broader interests.

It is a great pleasure to bring this group of companies with such broad climate change experience to the Hong Kong Stock Exchange, and we are delighted that the Lord Mayor of the City of London will join us. We invite you to meet the delegation at our seminar, and through one-to-one meetings, where we hope long-term business partnerships between the UK and Hong Kong can be forged to the benefit of all involved.

## CAMCO GROUP

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Justin is based in Camco's Beijing office and is responsible for identifying market opportunities for Camco's group services, covering assets, advisory and ventures in the Asia region. This includes building and developing CAMCO's network in Hong Kong and by identifying and meeting potential partners and clients.

### COMPANY PROFILE

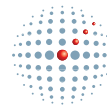
Camco works with companies to identify and develop greenhouse gas emission reductions projects, managing the entire process from project initiation to the delivery of carbon credits for sale in the international market.

The company has one of the largest carbon credit portfolios in the world, currently consisting of over 70 projects under exclusive contract with the potential to deliver 150 million carbon credits through to 2012.

Camco is AIM listed on the London Stock Exchange, is a market leader in China and Russia, as well as in Eastern Europe and Africa and has been voted "Best Project Developer" in a survey of carbon industry participants undertaken by Point Carbon in both 2007 and 2008.



**Justin Barrow**  
Strategic Marketing &  
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**camco**



## CARBON CAPITAL MARKET

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**Kevin Lok**  
Chief Representative  
Beijing Office

Kevin is based in Carbon Capital Markets Beijing Office. He actively promotes the company as a vertically-integrated and reputable CDM player that has invested in and developed international (including China) projects, supported by in-house technical CDM experts, a well established carbon trading desk, and experienced fund managers.



碳资金市场有限公司

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

## COMPANY PROFILE

Carbon Capital Markets® is a proven fund manager and trader specialising in the carbon and clean energy markets. London headquartered, the company has a network of employees and partners in China, Brazil, Mexico, Philippines and Africa, involved in CDM projects that reduce greenhouse gas emissions. Carbon Capital Markets has a proven track record in originating and managing CDM projects. Carbon Capital Markets is authorised and regulated by the UK Financial Services Authority.

For more information about Carbon Capital Markets please visit [www.carboncapitalmarkets.com](http://www.carboncapitalmarkets.com)

# THE CLIMATE CHANGE PROJECTS OFFICE

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**Vicky Elliott**  
Head of CCPO

Vicky joined CCPO in August 2007 and leads and manages the CCPO work programme. Vicky has a Bachelors degree from Cambridge University and an MSc from Edinburgh University. She has worked on environmental policy in various parts of the civil service including the Scottish Executive, European Commission and most recently the Cabinet Office where she supported the Prime Minister's International and European adviser on environmental and climate change policy.

BERR The Climate Change Projects Office 

As Head of CCPO Vicky's responsibilities include:

1. Setting CCPO priorities & monitoring effectiveness
2. Keeping close contact with industry stakeholders, and ensuring CCPO's work programme fits their needs
3. Feeding into UK contributions to international negotiations affecting Kyoto mechanism projects
4. Attending trade missions and other climate change events to promote the CCPO

## COMPANY PROFILE

The Climate Change Projects Office (CCPO) is jointly funded by the Department for Business, Enterprise and Regulatory Reform (BERR) and the Department for Environment, Food and Rural Affairs (Defra).

BERR - Department for Business Enterprise & Regulatory Reform whose central purpose is to help ensure business success in an increasingly competitive world. It is the voice for business across Government. Leading the Government's drive to raise K levels of productivity, create the conditions for business success and strengthen the economic performance of all the regions.

The Department is headed by John Hutton, the first Secretary of State for BERR, who visited Hong Kong recently in June 2008.

## CLIMATE STRATEGIES

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**Jon Price**  
Managing Director

Jon is looking to establish connections with both industry and government policy makers with an interest in Climate Policy research.

The companies 2008 Research agenda is divided into three core areas:

1. International economic instruments post 2012 for industrialized countries;
2. Developing Countries programme - Post 2012 issues;
3. Synthesis into a broader political agreement post 2012.

2008 research project topics include Linking EU ETS, Leakage in a world of unequal Carbon Prices, Impacts on Profitability and Trade, G8 Options, and CDM in the post 2012 regime,

Climate Strategies existing supporters include UK Carbon Trust and government departments of DEFRA, DFID, Office of Climate Change, Sweden (Swedish Energy Agency) France (ADEME with inputs from French Ministry of Finance), and Grant Thornton. The research network included the Universities of Budapest, Cambridge, Graz, (Austria), Imperial College and Zurich and the Institutes of Oeko , Stockholm Environment , SWP (Germany), PIK Potsdam and Wuppertal

## COMPANY PROFILE

Climate Strategies is an academic network organisation based at Cambridge University that acts as a bridge between policy research and its application to international policy challenges in climate change.

They aim to help governments to manage the complexities both of assessing the options, and of securing a degree of international and stakeholder/public consensus around them. The core capacity is therefore to convene international research projects and to give them impact in the international and business communities.

## co2BALANCE

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Mike is a Chartered Environmentalist, Chartered Town Planner and Chartered Waste Manager who has worked with local authorities and industry to minimise the impacts of the minerals and waste sectors on the environment. He organises local environmental events such as clearing rubbish from rivers, most recently the River Tone in Taunton and a stretch of the River Yeo in Sherborne. Mike has organised the planting of tens of thousands of trees for various groups over the last 5 years. He shares overall management of the organisation with fellow co-founder Mark Simpson and has particular responsibility for business development and client liaison.

Mike is looking to establish current and future conditions in the Asian carbon market and to forge connections with potential clients and partners.

## COMPANY PROFILE

co2balance is one of the longest established and most trusted specialist international carbon management consultants in the world. Regularly cited for its quality in independent reports, co2balance provides a total carbon management service from carbon footprinting through consulting on energy efficiency to supplying carbon credits from its own unique brand of projects including CDM. Operating from offices in the UK, Kenya, South Africa, Italy and the USA.

**Mike Rigby**  
Managing Director





## **CONFEDERATION OF BRITISH INDUSTRY (CBI)**

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**Guy Dru Drury**  
Chief Representative

Guy Dru Drury has been the CBI's Chief Representative in China since the opening of the Beijing office in 2006. He will provide an overview of the CBI's Climate Change Task Force Report .

### **COMPANY PROFILE**

The CBI is the UK's largest business federation reaching more than 240,000 members. It has an international office network in the EU (Brussels), US (Washington DC), China (Beijing) and, from Sept 08 in India (New Delhi).



## ECOSECURITIES

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Ramesh is based in Malaysia and is looking to gain and establish new relationships with the exposure from the 2008 CCPO/UKTI event in Hong Kong, to follow up on discussions from their previous participation at the 2007 CCPO/UKTI, to highlight the opportunities in Carbon Project Development, Finance, and Trading in Hong Kong in light of the recent Climate Change initiatives by the Hong Kong Government. In addition, he will also highlight opportunities in the Pearl River Delta Region, and the greater Asia Pacific region.

Further, he will discuss the importance of EcoSecurities as a one of the leading players in the Global Carbon Market and introduce the company, its achievements, and key business models across the various relevant sectors.

### COMPANY PROFILE

EcoSecurities is one of the world's leading companies in the business of originating, developing and trading carbon credits. The last 10 years has seen EcoSecurities involved in the development of many of the global carbon market's most important milestones, including developing the world's first Clean Development Mechanism (CDM) project to be registered under the Kyoto Protocol, and the first to be issued with carbon credits.

Today the company is working on 437 CDM projects in 34 countries using 18 different technologies, with the potential to generate more than 171 million carbon credits. In 2007, EcoSecurities was voted 'Best CDM/JI Project Developer – Kyoto Project Credits' by readers of Environmental Finance and Carbon Finance magazines, alongside the award for 'Best Advisory – Kyoto Project Credits' for the seventh year in a row. New Energy Finance also named EcoSecurities as 'Top Carbon Off-taker by Number of Deals' in their 2007 Clean Energy League Tables.



**Ramesh Nadarajah**  
Head of Regional  
Implementation –  
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**Franck BERNARD**  
Environmental Product  
Manager

Franck is based in EDF's London office. EDF Group has been active in China for 20 years and co managed, with Chinese utilities, 3,720MW installed capacity and has signed recently some important partnerships. As a major buyer in the Carbon Market in China and worldwide, EDFT intends through this event to strengthen its relationship with local partners.



### COMPANY PROFILE

EDFT is 100% owned by EDF Group and is the interface to the wholesale markets for EDF. With 465 employees and 300,000 transactions in 2007, EDFT is one of the European major in commodities trading (both physical and financial), with a wide range of products traded: electricity (1,205TWh), emissions (200MEUAs and portfolio of 80MCERs), natural gas (66Billions Therms), coal (310Mt), freight (160Mt), biomass and oil. EDFT credit is rated A3 by Moody's.

# EEA FUND MANAGEMENT LIMITED

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Des is based in EEA's London office and has two principal objectives in attending: to meet with project finance providers and to meet with project developers seeking finance.

## COMPANY PROFILE

EEA is one of the leading asset managers in the carbon and clean energy sectors. EEA was investment advisor to Climate Exchange PLC, forming, listing and managing the company which now operates the Chicago and European Climate Exchanges. EEA now manages over \$1bn in this sector, principally in the form of Trading Emissions PLC (TEP) and in conjunction with Shaw Capital, Leaf Clean Energy PLC; both listed investment companies.

TEP invests in carbon credits and the underlying projects in Asia, Latin America, Africa. Leaf invests in clean energy projects and technologies based in North America.

EEA Clean Energy China Limited, a Hong Kong company, has been established to provide CDM project consulting services to CDM project owners in China and international buyers.

EEA has established offices in Beijing, Dublin, Washington DC and Rio de Janeiro.



### Des Godson

Investment Advisor to  
Trading Emissions PLC

### Jiang Haoxiang

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**Philip Napier-Moore**  
Lead Energy Advisor

Philip is looking to establish connections with carbon market actors requiring Mott MacDonald's services as a world-class consultant in carbon markets and CDM project technologies.



Services include CDM project identification, CDM project technical and regulatory development (including elaboration of PDDs and methodologies), and independent assessment to establish confidence in the technical risks of a proposed CDM project on behalf of financiers or CER off-takers.

### **COMPANY PROFILE**

Mott MacDonald is an independent, international, multi-disciplinary consultancy with a strong engineering base. With more than a century of experience and annual revenue of £750 million, they combine the skills of 14, 000 staff with a strong presence in 120 countries.

The company possesses in-depth knowledge of the climate change debate and the opportunities and risks that moving to a low carbon economy place on their clients world-wide. They offer significant experience with carbon markets and with CDM projects across the spectrum of offset technologies.

# NEW CARBON FINANCE

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Philip and Justin are looking to establish connections with carbon and clean energy market players requiring New Energy and New Carbon Finance's services as leading providers of financial information, research and consulting services to investors and project developers.

## COMPANY PROFILE

New Carbon Finance is a leading provider of high quality fundamental analysis of the European, North American and global carbon markets. NCF has been providing professional advice on carbon markets since 1998. NCF operates as a division of New Energy Finance, the world's leading provider of information and analysis to investors in the renewable energy and low-carbon sectors.

The company's research staff of 100 are based in London, Washington, New York, Palo Alto, Sao Paulo, Beijing, Shanghai, New Delhi, Cape Town, Tel Aviv and Perth.

New Carbon Finance services include fundamentals-based market analysis, carbon credit price forecasting, CDM project risk analysis, country-specific analyst reports and bespoke research. New Energy Finance's subscription-based Insight Services provide deep market analysis to investors in Wind, Solar, Biofuels, Biomass, VC/PE, Public Markets and China.

**Philip Verey**  
Senior Associate

**Justin Wu**  
Lead Analyst – Beijing  
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**Stephen Begley,**  
Partner, Energy Group

Stephen is based in Hong Kong and is looking to both network and offer assistance to British companies looking to enter the local market

Stephen is a lawyer based in our Hong Kong office specialising in energy related transactions and asset finance. He has been based in Asia for over eight years, where he is an expert in oil and gas projects.

He represents lenders, pipeline operators, suppliers, importers and shipowning companies along the energy supply chain. Stephen read law at Warwick University. He joined Norton Rose as a trainee in 1994 and qualified as a solicitor in the UK in 1996. He became a partner in 2008.

### COMPANY PROFILE

Norton Rose Hong Kong is a constituent part of the Norton Rose Group, a leading international legal practice. They offer a full business law service from offices across Europe, the Middle East and Asia.

Norton Rose Hong Kong are acknowledged as being one of the leading international legal practices in the field of energy law, including carbon trading and renewables.

**NORTON ROSE**

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## COMPANY PROFILE

Ove Arup & Partners Hong Kong Limited is the head office in Asia and undertakes projects throughout the region. It has some more than 1,500 resident staff to provide our clients with an unparalleled depth of local knowledge, skill and management capability.

Over the last 25 years they have had the privilege of undertaking many of Asia's notable projects. Commissions range from public to private sector, complex to simple and large to small, embracing virtually every type of industry and user. The company's proficiency is reflected by the numerous awards that both their projects and staff receive every year. The firm is controlled by local directors and operates autonomously.

Apart from offices in other Asian countries Ove Arup have offices in China including Shenzhen, Beijing, Wuhan and Shanghai, reporting to the head-office in Hong Kong.

**Trevor Ng**  
Certified Carbon Auditing  
Professional, Buildings  
Sustainability Consultant

The ARUP logo is displayed in a large, teal, serif font. The letters are spaced out, with 'A' and 'R' being significantly larger than 'U' and 'P'. The 'U' and 'P' are also larger than the 'A' and 'R' in the second part of the word.



## SGS UNITED KINGDOM LIMITED

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**Elton CHEN WU**  
Regional Manager  
SGS Climate Change  
Programme

**William Lau**  
Technical Director,  
Energy Services  
Department



The SGS Climate Change Program, headquartered with SGS UK, is a frequent participant in CCPO events around the globe. Elton and William will share their experiences with validation and verification of CDM and voluntary projects. SGS is a trusted partner of many UK companies in providing these services around the globe and uses CCPO events as an opportunity to introduce local representatives of SGS UK.

### COMPANY PROFILE

SGS is the world's leading inspection, verification, testing and certification company. SGS is recognized as the global benchmark for quality and integrity. With more than 50,000 employees, SGS operates a network of over 1,000 offices and laboratories around the world.

SGS United Kingdom is accredited for CDM and VCS validation and verification services. SGS is recognised as a global leader in the verification of greenhouse gas emissions and other environmental services. Professionals choose SGS because they deliver with the speed and accuracy you need in voluntary and mandatory reporting. SGS helps you leverage your return on investment through a broad range of additional services relevant for the carbon market, e. g. ISO, FSC/PEFC and other certification schemes, technical quality control, project monitoring services, fuel analysis and risk management.

# SPECTRON ENERGY SERVICE LTD

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Thomas Huang is responsible for originating CDM and JI projects on behalf of Spectron Energy Services Ltd. He has over four years experience in the environment industry – he was the Export Promoter at the UK Trade and Investment, promoting British companies' environment goods and service overseas. He has over three years experience in the carbon trading industry in the Asia Pacific Markets.

Spectron is looking forward to working with project developers / consultants / owners / sellers in order to establish win-win co-operation relationships with local Hong Kong Chinese companies, and is willing to consider all modes of CDM co-operation. Spectron wishes to bring its wealth of experience in energy broking (including emissions broking) to benefit its Hong Kong Chinese partners.

## COMPANY PROFILE

Spectron Group operates the largest independent global marketplace for energy from its offices in Europe, Asia and America and has more than 150 employees. It is licensed by the Financial Services Authority of the United Kingdom to operate a multilateral trading facility. Its screen based trading system serves more than 1,500 professional users trading physical and financial products in a number of wholesale markets, including electricity, natural gas, coal, emissions, nuclear fuels, metals and weather.

More than USD 150 billion worth of energy products is transacted via Spectron Group annually. A winner of numerous industry awards, for example, "Broker of the Year 2007" by Energy Business, "Emissions Broker of the Year 2006" by Point Carbon, "Independent Broker of the Year 2006" by Energy Risk, Spectron has always been at the forefront of innovation, and has established strong long-term relationships with buyers from financial industry and energy industry in Europe, Japan and the United States.



**Thomas Huang**  
Head of Originations





**Yuran Dai**  
Chief Representative in  
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## **TRADITION FINANCIAL SERVICE LTD**

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Yuran is based in Beijing and is looking to develop mutually beneficial and long-term relationships with CDM project developers and consultants in China, with a view to structuring effective and creative CER transactions

### **COMPANY PROFILE**

TFS is well known as one of the leading and best-established brokers in the emissions and energy markets, both in Europe and across the world. With its HQ in London, the CDM and JI team – alongside the European Environmental Products team - is well placed to utilise this expertise on offer within the TFS network of offices, which span from Frankfurt, New York, and Sydney to Tokyo and Santiago.

Their team of experienced energy-market brokers in London are dedicated to providing comprehensive support to their extensive clients base, from the straightforward brokerage of Emissions Allowances within the EU ETS, to more complex structures and market advice for CDM and JI transactions.

With many years of practical experience in the environmental markets, and excellent relationships with a wide range of consultants, agents and specialists in the legal and environmental professions, the TFS CDM and JI team is able present a complete transaction service to clients looking to buy or sell CERs, ERUs and AAUs.



Disclaimer:

*Whereas every effort has been made to ensure that the information given in this document is accurate, neither UK Trade & Investment nor its parent departments (the department for business, enterprise & regulatory reform and the foreign & commonwealth office), accept liability for any errors, omissions or misleading statements, and no warranty is given or responsibility accepted as to the standing of any individual, firm, company or other organisation mentioned.*

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