

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

Percival Andrade
Technical Director
La Fabril, Ecuador

José Luis Martínez Justo
Director
SoyEnergy, Argentina

Erasmó Carlos Battistella
Commercial Director
BS Sul, Brazil

Francisco De Souza
Business Development
Votorantim Cimentos

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, 2nd 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

Organised by:

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Seminar Agenda: 2nd April 2007

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.

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

Seminar Agenda: 2nd April 2007

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
- Environmental 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

Biofuels Markets Americas

3 April 2007, Sofitel Hotel, Rio de Janeiro

08.30 Registration & Refreshments

09.10 Chairman's Opening Remarks
Marcelo Acuna Coelho, Consultant

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**
Miguel Almada, Secretaria de Agricultura, Argentina
Tamara Dvoskin, Frost and Sullivan
Carlos St James, Executive Director, Argentine Biofuels

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
- Erasmu 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:



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 Supply Chain in Biofuels Production**

- Corn and other cereals as raw materials for biofuels production
- Managing price elasticity
- Impact of global supply & demand volatility

Juan Gear, *President, Maizar, Argentina*

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**

- CDM potential for biofuels – between monoculture and sustainability
- Anticipating new legislation, regulation and self regulation in the market
- Developing criteria and best practice
- Managing the risk and opportunities in the emissions market

Philipp Hauser, *Operations Manager, EcoSecurities, Brazil*

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 **Technological Advances in Biofuels Projects**

- Update in progress and future advances
- Maximizing efficiency through technology

Francisco Alberto De Souza, *Business Development, Votorantim Cimentos, Brazil*

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/PEDS, 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 **2200 participants** from **64 countries** to date.

Dates for 2007 include:

Biofuels Markets Asia

11-12 June 2007, Singapore

Biofuels Markets Africa

5-6 November 2007, Cape Town

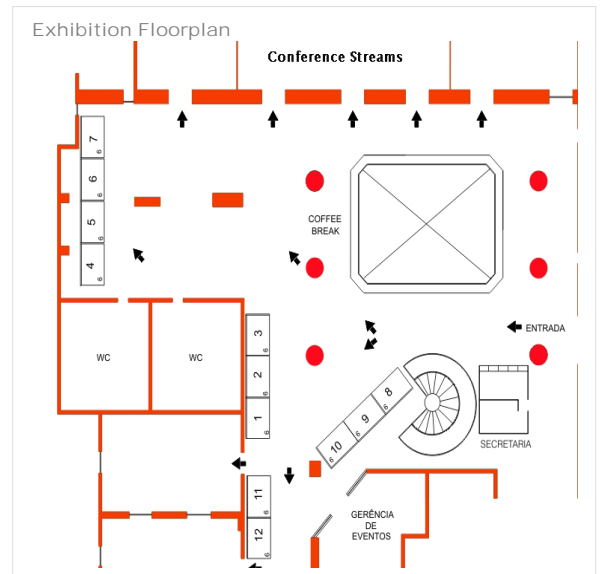
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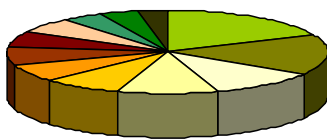


10 Reasons to Attend this Key Conference

- 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 yers
- Press

Companies who attended in 2006 include:

A&S Phytochemical Investigation, ABIODiesel, Aceitera 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, Secretaría 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 nd April 2007	<input type="checkbox"/> \$ 599	<input type="checkbox"/> \$ 479
<input type="checkbox"/> Project Developer Seminar	2 nd 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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Venue & accommodation

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