



EISU SEMINAR MISSION TO MALAYSIA, THAILAND AND THE PHILIPPINES

WASTE MANAGEMENT AND CDM
2-12 DECEMBER 2007

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WHAT IS THE ENVIRONMENTAL INDUSTRIES SECTOR UNIT (EISU)?

UK Trade & Investment is the Government organisation that helps UK-based companies succeed in an increasingly global economy. Its range of expert services are tailored to the needs of individual businesses to maximise their international success. We provide companies with knowledge, advice and practical support.

UK Trade & Investment also helps overseas companies bring high quality investment to the UK's vibrant economy – acknowledged as Europe's best place from which to succeed in global business. We provide support and advice to investors at all stages of their business decision-making.

UK Trade & Investment offers expertise and contacts through a network of international specialists throughout the UK, and in British Embassies and other diplomatic offices around the world.

For further information please visit www.uktradeinvest.gov.uk or telephone +44 (0)20 7215 8000.

Part of UK Trade & Investment, EISU is dedicated to helping the UK environmental goods and services sector gain its share of worldwide markets. To achieve this goal EISU provides direct support to individual companies through a range of activities promoting an innovative, forward-looking and internationally competitive industry. These activities include arranging overseas and UK-based events such as seminar missions, workshops and road shows. In addition, EISU operates a web-based UK supplier database as well as publishing information about global opportunities and sources of project funding.

Further information about EISU, its support and activities may be found at www.eisu.org.uk



BENEFITS OF PARTICIPATING

- Gain access to valuable contacts and trade opportunities
- Gateway to new overseas markets giving delegates a unique opportunity to increase their international exposure
- Benefit from expert guidance, financial and logistical support
- Privileged direct access to government bodies and large organisations in overseas markets
- Part of a UK Trade & Investment supported group

Seminar missions are centred on seminars and group meetings with senior decision makers in the public and private sectors, but also include one-to-one meetings and site visits. These missions are open to UK-based environmental companies that have not participated in an EISU seminar mission to these markets before. Missions focus on markets where promising opportunities have been identified for UK environmental technologies and solutions in particular sub-sectors. The missions enable delegates to both represent their sector and promote their own organisation. On this occasion, EISU is supporting a group of UK environmental companies specialising in industrial/toxic waste management, recycling including electrical and electronic equipment, municipal solid waste (MSW), landfill development, waste-to-energy and carbon finance/Clean Development Mechanism (CDM) projects, that are interested in forging links with key players and potential customers in Malaysia, Thailand and the Philippines.



THE MARKET POTENTIAL IN MALAYSIA, THAILAND AND THE PHILIPPINES

Malaysia

The solid waste sector has become regulated due to the passing of two important Bills in Parliament: the Solid Waste and Public Cleansing Management Bill 2007 and the Solid Waste and Public Cleansing Management Corporation Bill. This has paved the way for the formation of a new Department of National Solid Waste Management to regulate the construction and operation of solid waste management facilities and the collection and transportation of waste.

There are currently 150 operating landfill sites, of which 140 are termed non-sanitary. Some of these have been identified for upgrading to mitigate the detrimental effect on the environment.

Great emphasis will be given to the 3R (Reduce/Reuse/Recycle) public awareness programme and waste database for the success of waste minimisation and resource recovery – a recycling target of 22 per cent by 2020.

Thailand

Thailand produces 40,000 tonnes of waste per day, with a growth in volume of four per cent per year. Industry observers believe that the MSW market in Thailand could reach as high as US\$200 million (£100 million), provided that collection, transfer, recycling and landfill are managed properly. Opportunities have been highlighted for UK companies to provide these services and fulfil the demand created by the Pollution Control Department – the key governmental department dealing in waste management.

The numerous prospects available for UK companies in MSW management range from innovative landfill technologies including design, to specialised recycling technologies that produce alternative fuels.

Philippines

Solid waste generation is estimated at 10 million tonnes annually and is expected to increase by 47 per cent by 2010. Prominent sources are domestic households (74 per cent), commercial establishments (18 per cent) and markets (6 per cent). Hazardous waste generated by industries is around 2.3 million tonnes annually. Oil, immobilised waste, containers and plating waste compose over half of recorded hazardous waste nationwide.

The Philippines has limited technological capability and resources, and is dependent on imported solid waste management products and equipment. Opportunities for UK companies include new and used/reconditioned collection vehicles, transfer and hauling equipment, trash compactors, recycling equipment, and products and equipment for sanitary landfills and other disposal facilities, waste-to-energy and leachate management technologies.

About 50 per cent of the country's solid waste is highly biodegradable and recyclable, giving composting and recycling great potential. New technologies, including various forms of waste-to-energy, have also become feasible alternatives to handle agricultural, municipal and industrial wastes.

PROVISIONAL PROGRAMME

Saturday 1 December

Depart UK for Manila, Philippines

Sunday 2 December

Welcome dinner

Monday 3 December

Breakfast briefing and calls on government agencies/companies

Tuesday 4 December

Seminar with one-to-one meetings

Wednesday 5 December

Site visit to waste management facility

Thursday 6 December

Arrive in Thailand
Meetings in Bangkok

Friday 7 December

Meetings in Bangkok

Saturday 8 December

Free day

Sunday 9 December

Welcome briefing in Malaysia

Monday 10 December

Seminar on UK waste management technologies and solutions, and one-to-one meetings with local companies

Tuesday 11 December

Meeting with Director General National Solid Waste Management Department

Contact Us

This service is provided by
UK Trade & Investment

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- The UK has been awarded over 70 Nobel Prizes in scientific disciplines and has the top four universities in Europe.
- UK – 1 per cent of global population, 5.5 per cent of world research.
- 70 per cent of foreign owned companies in the UK maintain higher intensity R&D activity in the UK than in their home territories.
- Globally the UK is in the top ten for protecting investors when starting and closing a business.

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