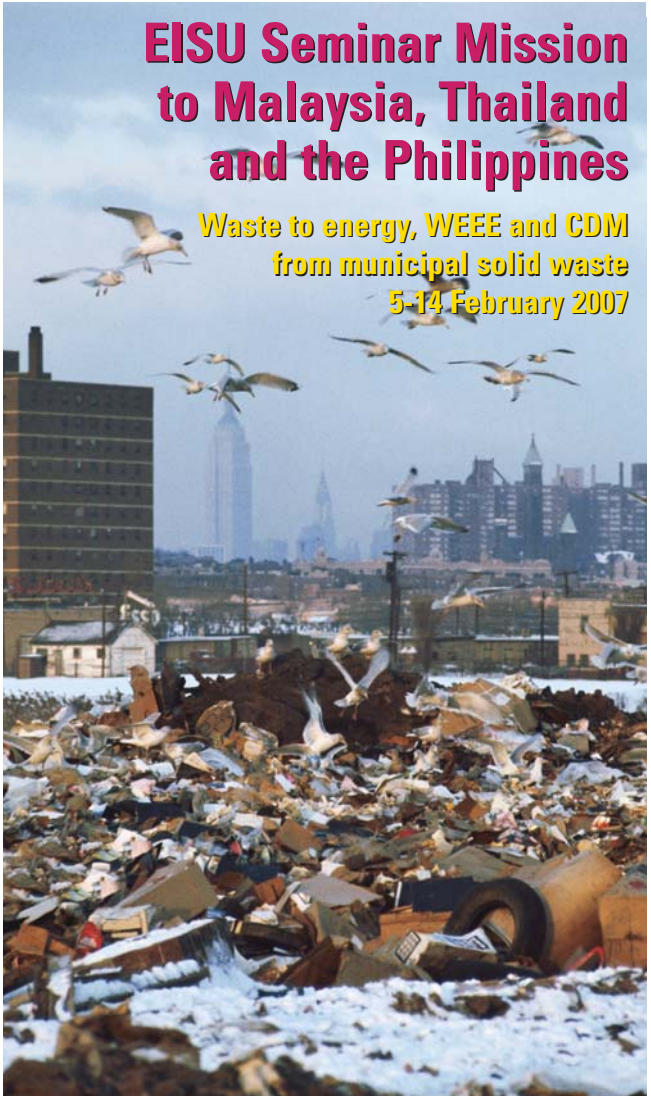


UK  
TRADE &  
INVESTMENT



# EISU Seminar Mission to Malaysia, Thailand and the Philippines

Waste to energy, WEEE and CDM  
from municipal solid waste  
5-14 February 2007



## What is the Environmental Industries Sector Unit (EISU)?

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](http://www.eisu.org.uk)



## What are the benefits of participating in a seminar mission?

- 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

Seminar missions are centred on seminars or exhibitions, but also include one-to-one meetings and site visits. These missions are open to UK-based environmental companies that are new to market. Missions focus on markets where promising opportunities have been identified for UK products, services, technologies and skills in particular sectors. The missions enable delegates to both represent their sector and also promote their own organisation. On this occasion, EISU is supporting a group of UK companies specialising in waste to energy, WEEE and municipal solid waste management, that are interested in forging links with key players and potential customers in South East Asia.

## What is the market potential in Malaysia, Thailand and the Philippines?

### Malaysia

The National Strategic Plan for Solid Waste Management has highlighted a need to upgrade and construct sanitary landfill in Malaysia. Industries will be encouraged to use environmentally sound technologies, with new funding available for small and medium companies who adopt the use of cleaner technologies.

There are significant opportunities to treat and convert toxic wastes into a resource for reuse.

### Thailand

Thailand produces 40,000 tonnes of waste per day, with a growth in volume of 4% per year. Industry

believes that the municipal solid waste (MSW) market in Thailand could reach US \$200 million, provided that collection, transfer, recycling and landfill are managed properly. There are numerous prospects available for UK companies in MSW management

### Philippines

New technologies, such as various forms of waste-to-energy, have become feasible alternatives to handling agriculture, municipal and industrial wastes. The high cost of electricity in the Philippines and the benefits of mitigating carbon emissions have made investments in these types of projects attractive to investors from developed countries.

## Provisional Programme

Saturday 3 Feb	Depart UK
Sunday 4 Feb	Arrive in Manila pm Welcome dinner
Monday 5 Feb	Meetings /site visits in Manila
Tuesday 6 Feb	Seminar and one-to-one meetings
Wednesday 7 Feb	am Fly to Kuala Lumpur pm Meetings
Thursday 8 Feb	Seminar and one-to-one meetings in Kuala Lumpur
Friday 9 Feb	am Meetings/site visits pm Fly to Bangkok/stay in KL
Saturday 19 Feb	Fly to Bangkok for free weekend
Monday 12 Feb	Meetings/Site visits in Bangkok
Tuesday 13 Feb	Seminar and one-to-one meetings
Wednesday 14 Feb	am meetings pm Return to the UK

## What funding and support will you receive as a delegate?

- EISU sponsorship for each delegate provisionally comprises accommodation on a bed and breakfast basis, a welcome dinner and all in-country group transport. Other costs, such as flights, subsistence and any individual in-country transfers, are to be met by the delegate
- EISU provides a comprehensive package of practical support from logistics to liaison via a dedicated EISU Seminar Mission Manager



## What are your responsibilities as a delegate?

- Give a presentation at one or more seminars during the mission, providing a balanced view of your sector of the industry
- Participate in follow-on networking activity, official meetings, company visits and receptions
- Attend a pre-mission briefing at a central location in the UK.
- Provide a presentation with no more than 20 slides, four weeks before departure
- Provide a profile of your company and a photograph for the seminar mission brochure four weeks before departure
- Complete feedback questionnaires within one week, and six and 12 months after returning from the seminar mission
- Attend an in-market debrief meeting at the end of the mission

Delegates can also promote their own company's products and services at informal networking functions and individual business meetings.

## What should you do next?

If you would like to...

- Act as an 'ambassador' for your sector
- Establish contact with key players and policy makers
- Explore new market opportunities in Malaysia, Thailand and the Philippines
- Promote your company's capabilities
- Benefit from financial and logistical support

...contact EISU Seminar Mission Manager, Robyn McCafferty, who will be happy to answer any questions you may have.

Tel: +44 (0)1664 480076

E-mail: [eisu@pera.com](mailto:eisu@pera.com)

Once you have been accepted for this Seminar Mission you will receive a letter confirming your participation and enclosing full terms and conditions.

Prior to departure we will send you a comprehensive delegate pack containing accommodation and itinerary details.





**This service is provided by UK Trade & Investment:**

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**In partnership with Pera**

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For further information about EISU please visit: [www.eisu.org.uk](http://www.eisu.org.uk)

EISU Seminar Missions are managed by Pera on behalf of UK Trade & Investment