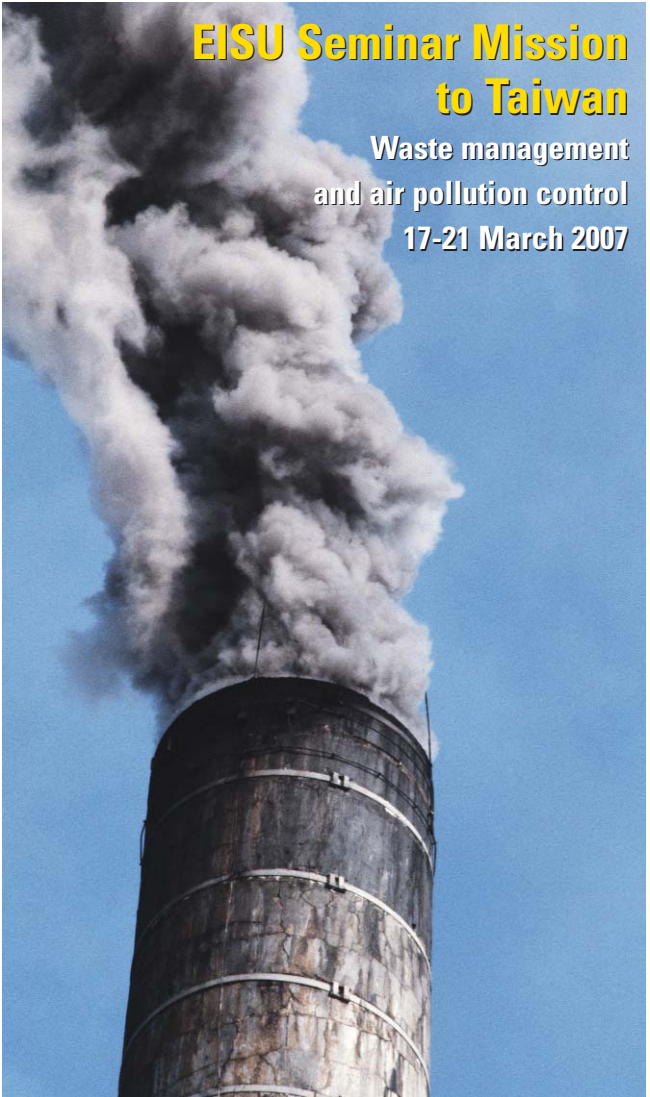


UK
TRADE &
INVESTMENT



EISU Seminar Mission to Taiwan

**Waste management
and air pollution control
17-21 March 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 team of export promoters and 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 and publishes 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



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 management and air pollution control, that are interested in forging links with key players and potential customers in Taiwan.

What is the market potential in Taiwan?

Taiwan spent NTD\$120 billion (approximately £2 billion) on the environmental industry in 2005, of which 85% of environmental technology equipment was imported. It indicates that local administration of waste recycling, clearance and

disposal operations comprised the greatest proportion of government sector environment expenditures, while emissions and waste water management comprised the greatest proportion of industry sector environmental expenditure.

Air pollution control	Waste management
<ul style="list-style-type: none"> Indoor air quality improvement and monitoring systems 	<ul style="list-style-type: none"> Industrial waste – clearance and disposal technology
<ul style="list-style-type: none"> Industrial emissions monitoring and emission reduction trading 	<ul style="list-style-type: none"> Technologies to reduce/process biodegradable wastes from the catering and food processing industries
<ul style="list-style-type: none"> Power generation 	<ul style="list-style-type: none"> Heavy metal and WEEE reuse and recycling

Provisional Event Programme

Saturday 17 March	Depart UK for Taipei
Monday 19 March	One-day visit programme
Tuesday 20 March	Seminar
Wednesday 21 March	AM – Site visits PM – Return to 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 international 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?

- Make 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
- 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 three, six and 12 months after returning from the seminar mission
- Attend an in-market de-brief 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 Taiwan
- 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

Once you have been accepted for this Seminar Mission you will receive a letter confirming your participation and enclosing full terms and conditions. Closer to the mission's departure, you will receive 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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EISU Seminar Missions are managed by Pera on behalf of UK Trade & Investment