

**MEET QUALIFIED BUYERS OF ENVIRONMENTAL TECHNOLOGIES, INCLUDING WASTE MANAGEMENT, WATER AND WASTE WATER TREATMENT, AIR POLLUTION CONTROL AND ENERGY FROM WASTE**

**OVERSEAS SEMINAR MISSIONS 2009-2010**  
**Mexico, Turkey, Brazil, Romania and Bulgaria,**  
**Philippines, Saudi Arabia, and India**

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## YOUR INTRODUCTION TO QUALIFIED BUSINESS CONTACTS IN MAJOR INTERNATIONAL MARKETS

Each Overseas Mission will allow you to present your knowledge and expertise directly to qualified prospects. Overseas guests will want to hear about the latest products and services from the UK, and to meet with companies to discuss their requirements.

### A range of support to bring you new leads . . .

- Participate in any of these missions to develop new sales leads.
- Present a seminar of your choice to an invited audience of business prospects (selected missions).
- UKTI support with visa and travel arrangements.
- Overseas Market Introduction Service (OMIS) reports can provide you with detailed knowledge before your visit.
- All logistics and programme organised for you by UKTI.



### **MEXICO** **28 September – 2 October 2009**

Environment seminar mission to The “Green” Expo (Global Resources Environmental and Energy Network). This international event has four key themes:

**Enviro Pro** Solutions and Technologies for Air Pollution Control, Risk Management and Toxic Waste.

**Power Mex** Clean Energy and Efficiency Latest developments in Cogeneration, Alternative Energy, and Efficient Technologies.

**Water Mex** Sustainable use of Water and Management / Preservation of Water Resources.

**Green City** Products and solutions intended for the rational and efficient use of limited urban resources

**FOCUS** – Air Pollution Control, Energy from Waste, Water & Wastewater Treatment, Energy & Resource Efficiency.

### **TURKEY**

**19 – 23 October 2009**

Environment and water seminar mission. Turkey is Europe’s 6th largest economy, and is rapidly expanding. It regularly records the highest growth rates in the OECD. It is a priority market for environmental industries, with huge investment required to meet EU accession targets. Solid waste management, wastewater management and air pollution controls are key opportunities in large, growing cities. Finance is sourced from central government and local authorities, with credits being issued by major international banks.

**FOCUS** – Water and Wastewater Management, Waste Management, the Low Carbon Economy and Carbon Finance.



### **BRAZIL** **3 – 7 November 2009**

Environment seminar mission to FIMAI in Sao Paulo – The International Industrial Environment and Sustainability Fair is regarded as Latin America’s most important

environmental event, with over 400 exhibitors and 35,000 visitors. The Brazilian market continues to grow exponentially, and is rightly categorised a priority for international trade development.

**FOCUS** – Waste Management, Air Pollution Control, Water & Wastewater Treatment, Clean Technologies, Energy from Waste, and Carbon Finance.

### **ROMANIA AND BULGARIA** **9 – 13 November 2009**

Environment and water seminar mission to Bucharest and Sofia including one additional location in each country. EU cohesion funding provides a major source of opportunity, with Romania alone being allocated over 22 billion Euros from 2007 – 2013.

**FOCUS** – Water and Wastewater Treatment (Rehabilitation and Extension of Water and Wastewater Systems in all regions); Waste Management (Municipal and Household, Sorting, Recycling and Composting); Landfilling; Demolition and Construction; Land Rehabilitation; Consultancy; Air Pollution Control.



### **PHILIPPINES**

**30 November – 4 December 2009**

Environment and water seminar mission. The UK has invested in excess of over US \$18bn in the Philippines over the last ten years. There have been many reforms in the electricity, water and waste sectors, with projects increasingly opening up to private finance. Solid waste and wastewater treatment are key opportunities. There are only a small number of operational sanitary landfill sites, with many more in the planning stages. The country has limited technological capability so there are good opportunities for equipment suppliers – with low import duties. A visit to the Asian Development Bank is included in the mission to learn about project finance.

**FOCUS** – Water Resources Management, Water Supply & Sanitation, Urban Waste Infrastructure & Management, Equipment Supply.



### **SAUDI ARABIA**

**15 – 22 January 2010**

Environment and water seminar mission to Jeddah, Riyadh and Dammam. Saudi Arabia has large scale plans to expand and develop its water, wastewater, and environmental services. Close partnerships are forming between public and private sector organisations. Several major UK companies are already established, and this mission aims to provide opportunities for new entrants into this lucrative market. This mission follows a successful visit in 2009, which developed business relationships with major industrial companies such as SABIC and Saudi Aramco. Includes one to one meetings, presentations, group visits and receptions.

**FOCUS** – Waste Management, Air Pollution Control, Environmental Monitoring, Water & Wastewater.



### **INDIA**

**7 – 13 February 2010**

Environment and water low carbon seminar mission. The total size of the market sector in India is around £2.4billion, and growing rapidly. India has over 300 Class 1 cities (population over 100,000) with consequent high demand for waste management and energy production. This visit follows the successful mission in March 2009. One feature will be a visit to the Indian Chamber of Commerce Environment Summit Conference in Kolkata. We plan to visit three major cities to discuss energy generation and waste management.

**FOCUS** – Waste Management, Water and Waste Water Treatment, Energy from Waste, Energy Efficiency.



## Participate in a structured business development opportunity

For any UK business involved in environmental technologies this is a prime opportunity to be part of a formal UKTI sponsored mission, designed to present UK capability with a dynamic and high impact format. Participants on each mission will be able to:

- Attract new business
- Increase visibility and brand recognition
- Find new contacts in their specific field
- Learn about the latest developments in key markets

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