

Developing Successful CDM Partnerships



CCPO Climate Change
Trade Mission: Ghana & Nigeria
1st – 5th February 2010

CONTENTS

Foreword.....	3
Clean Development Mechanism (CDM) Overview.....	4
CDM Project Cycle.....	5
Contacts	
CCPO.....	6
UK Trade & Investment.....	8
AC Solar Technic Ltd.....	9
BNP Paribas UK Holdings Ltd.....	10
Consilience Energy Advisory Group (CEAG) Ltd.....	11
Co2balance ltd.....	12
EcoSecurities.....	13
Gazprom Marketing and Trading Ltd.....	14
J.P.Morgan ClimateCare.....	15
SGS United Kingdom Ltd.....	16
Shell International Trading & Shipping Company Ltd...	17
Standard Bank Plc.....	18
CDM information resources.....	19

Foreword

Climate change affects the entire planet, and is by definition a global issue. The UK is taking world-leading action at home to address the problem, but ultimately we need global solutions. We believe the carbon market has a vital role to play, and the world's first national greenhouse gas emission trading scheme was established in the UK in 2002. Since then, the carbon market has grown rapidly, with the European Union Emissions Trading Scheme (EU ETS) opening in 2005, immediately followed by the implementation of the UN's Clean Development Mechanism (CDM). This mechanism allows for the creation of carbon credits from projects in developing countries which can be purchased by both Governments and the private sector to meet their reduction targets under the Kyoto Protocol (see pages 4-5). Since 2005 the UK has firmly established itself as the hub of the global carbon market, accounting for around 40% of project based carbon transactions in 2008.

Since the Kyoto Protocol came into force in 2005, the CDM has developed rapidly and in a very short period of time has mobilised billions of pounds in public and private investment to reduce emissions in developing countries and presents opportunities for innovative partnerships. However there are still relatively few CDM projects in Sub Saharan Africa and we hope that this seminar will contribute to increasing the number of projects in the region. Of all the Sub-Saharan African countries Nigeria and Ghana offer some of the biggest CDM potential and as companies and Governments consider the likely shape of the global carbon market in light of the UN Copenhagen summit, now is an opportune time to consider how Africa will play an integral role.

It is therefore with great pleasure that the UK Climate Change Projects Office (CCPO), in partnership with the British High Commission and the Ghanaian and Nigerian Designated National Authorities, bring this group of companies with such broad climate change experience to West Africa for the first time. We invite you to meet the delegation at our seminars and through one to one business meetings, where we hope long-term business partnerships can be developed, benefiting the Ghanaian, Nigerian and UK participants.

CCPO, London, January 2010

CDM Overview

The Kyoto Protocol is an international agreement which requires developed countries to limit their greenhouse gas emissions (GHG) by 2012. To help meet these commitments, the protocol includes flexible mechanisms including the Clean Development Mechanism (CDM). This mechanism helps to develop and implement projects that reduce GHG in developing (non-Annex 1 countries). These projects then generate carbon credits which can be sold on the international carbon market. One of the main objectives of the CDM is to foster sustainable development in developing countries.

There are over 100 different types of project eligible for CDM. These include:

- Energy from Renewables (e.g. wind, hydro, biomass, solar)
- Methane avoidance and capture (e.g. landfill gas, animal effluent)
- Gas Flaring avoidance
- Energy Efficiency (demand or supply side)
- Fossil fuel switching (e.g. from coal to gas)
- N2O reduction
- Afforestation/ Reforestation
- Cement production improvements
- Transport (e.g. biofuels, efficient public transport schemes)

A full list of the methodologies currently approved for use under the CDM can be seen on the CDM website:

<http://cdm.unfccc.int/methodologies>

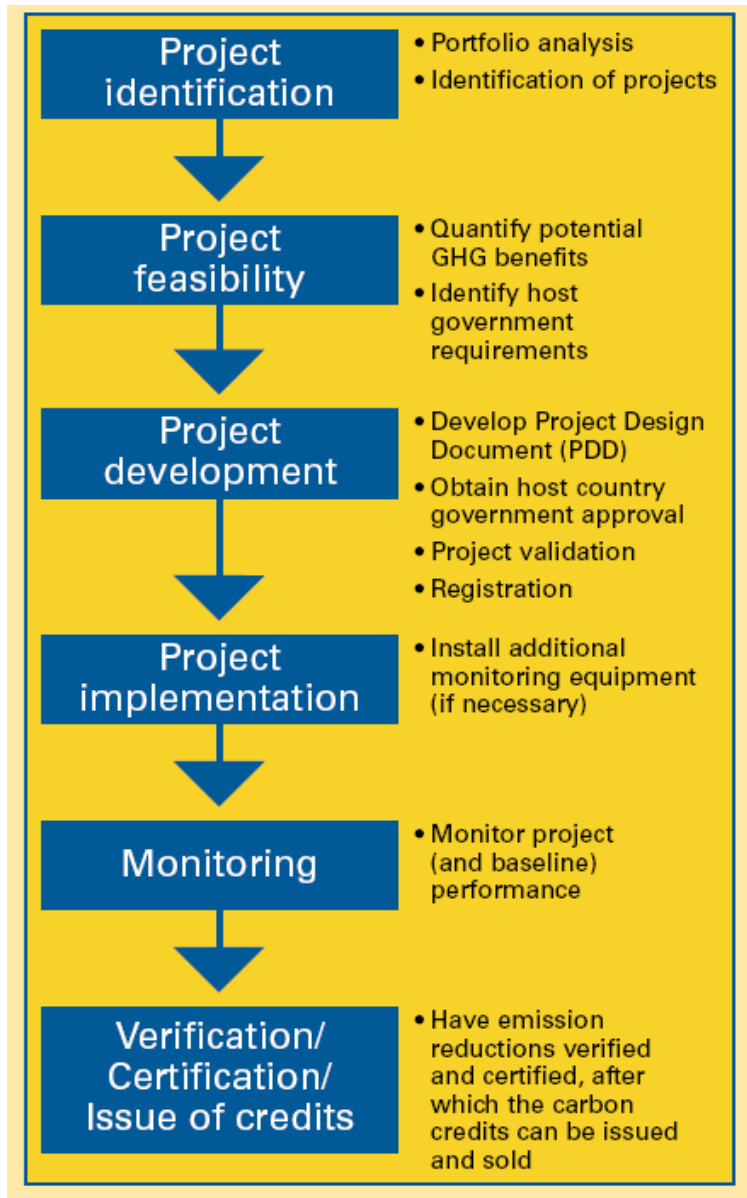
These projects can offer a range of business opportunities for both developed and developing country partners including:

- generating an additional revenue stream in the form of tradeable credits
- generating a revenue stream or raising investment capital by transferring the rights to the future carbon credits
- improving funding opportunities by appealing to those seeking to secure emission reduction credits
- providing services - eg lawyers, auditors and project developers - to ensure projects are eligible for credits

The flow chart on the next page gives an overview of a normal project development cycle and the additional requirements for CDM projects from a project developer point of view. Each stage is described in more depth at

<http://www.berr.gov.uk/files/file46702.pdf>

Simplified CDM Project Cycle



The Climate Change Projects Office



Bay 107, BIS
1 Victoria Street
London SW1H 0ET
United Kingdom

Tel: +44 (0)20 7215 1608

Fax: +44 (0)20 7215 3773

Email: vicky.elliott@berr.gsi.gov.uk

Web: www.bis.gov.uk/ccpo

Vicky Elliott, Head of CCPO

Vicky has been head of the UK Climate Change Projects Office since mid 2007 and leads and manages the CCPO work programme. She has a Bachelors degree from Cambridge University and an MSc from Edinburgh University. She has worked on environmental policy in various parts of the civil service including the Scottish Executive, European Commission and most recently the Cabinet Office where she supported the Prime Minister's European adviser on environmental and climate change policy.

As Head of CCPO Vicky's responsibilities include:

- Setting CCPO priorities & monitoring effectiveness
- Keeping close contact with industry stakeholders, and ensuring CCPO's work programme fits their needs
- Feeding into UK contributions to international negotiations affecting Kyoto mechanism projects
- Attending trade missions and other climate change events to promote the CCPO

Vicky has led or taken part in CCPO Trade Missions to: Central America; South America; Japan; Russia; Hong Kong; China; Kenya and Uganda; Qatar and Jordan; Peru and Colombia

The Climate Change Projects Office



**Bay 107, BIS
1 Victoria Street
London SW1H 0ET
United Kingdom**
Tel: +44 (0)20 7215 3748
Fax: +44 (0)20 7215 3773
Email: tom.bouwens@bis.gsi.gov.uk
Web: www.bis.gov.uk/ccpo

Tom Bouwens, Projects Adviser

Tom is a CDM specialist with expertise in Project Design Document (PDD) and CDM methodology development; validation, registration & verification of CDM projects; Emissions Reduction Purchasing Agreement (ERPA) negotiations and carbon financing.

Tom is currently seconded to the Climate Change Projects Office from Independent Power Corporation where he was Carbon Manager. In this role he developed CDM projects and had responsibility for the carbon portfolio of two AIM (Alternative Investment Market) listed independent power producers (Rurelec plc and IPSA Group plc).

Tom's responsibilities at CCPO include:

- Advising UK businesses on detailed climate change projects enquiries relating to Kyoto Mechanisms and the carbon market;
- Planning, organising and participation in/ leading CCPO Trade Mission delegations and representing the CCPO at other UK and international events, particularly from a technical perspective.

UK Climate Change Projects Office (CCPO)

The CCPO is the UK Government's primary contact for business on climate change projects under the Kyoto Protocol and the wider carbon market. The CCPO is based in the Department for Business, Innovation and Skills (BIS) and jointly funded by the Department of Energy and Climate Change (DECC). Our primary functions are:

- to run a programme of trade missions, both inward and outward to promote the UK private sector expertise relating the carbon market and climate change projects under the Kyoto mechanisms;
 - advise UK companies on the development and implementation of climate change projects and wider carbon market services;
 - disseminate information on potential projects, events and opportunities to an extensive mailing list of UK companies.
- Over the last 5 years we have visited over 25 countries on trade missions.

UK Trade and Investment

Monique Kibara , Trade Development Manager

British Deputy High Commission
11 Walter Carrington Crescent
Victoria Island,
Lagos, Nigeria

Tel: +234 (1) 4613650-5, 2619537, 2619541 ext.2287
Fax: +234 (1) 2614021/ 461 3660

Mobile: +234 (0) 706 4182132
Email: Monique.kibara@fco.gov.uk

Theresa Gyasi-Antwi, Trade & Investment Officer

British High Commission
Osu Link
Off Gamel Abdul Nasser Avenue
P O Box GP 296
Accra , Ghana

Tel: +233 (0)21 213 312 (D), 221 665
Fax: +233 (0)21 213 274
Email: theresa.gyasi-antwi@fco.gov.uk

UK Trade & Investment is the Government organisation that supports British companies engaged in international trade and those wishing to locate and invest in the UK. UKTI offers a range of unique support services to UK companies getting started in international trade. They include:

- information, contacts and advice and support from UKTI global network offices.
- support to participate in trade fairs and exhibitions overseas,
- opportunities to participate in sector-based trade missions and seminars,
- access to major buyers, governments and supply chains in overseas markets,
- advice on forming international joint ventures and partnerships,
- exploratory visit to new markets,
- alerts to the latest and best business opportunities and
- Overseas Market Introduction Service (OMIS), research tailored to your company's requirements undertaken by commercial staff in overseas embassies.

AC Solar Technic Ltd

**Katchadan Nursery
Keynor Lane
Chichester PO20 7NL
United Kingdom**

**Tel: +44 1243 649035
Email: carsten@acsolartechnic.com
Web: www.acsolartechnic.com**

**Carsten Pump, Director
Shafquat Malik, Managing Engineer
Christopher Roberts, Head of Public
Affairs**

Event Objectives

To promote the UK and AC Solartech Ltd as a UK worldwide supplier of solar renewable energy technologies and to develop contacts for future CDM projects

Company Info

AC Solartech Ltd is a UK based company based in West Sussex, England and is concerned with the purchase and supply of renewable equipment mainly Photovoltaic.

The company was established recently, after considerable research, to meet the newly emerging UK market but then recently been growing internationally following interest from overseas. AC Solartech's success is based on ensuring sound relationship with its suppliers mainly in the USA, Germany and China. In a keenly competitive market where overall there is a shortage of supply and key components, this is proving to be key importance in the company's rapid development.

BNP Paribas UK Holdings Ltd



10 Harewood avenue
NW1 6AA London
United Kingdom

Tel: +44 207 595 4758

Fax: +44 207 595 2555

Email:

sylvain.goupille@uk.bnpparibas.com

Sylvain Goupille, deputy Head Carbon Finance

Since 1997 Sylvain has advised numerous corporates on their carbon strategies and developed one of the first CDM projects. In 2005 he joined the BNP Paribas Corporate Investment Bank to implement the Carbon Finance Solutions activity of the bank. He is involved in Debt-based product (Project finance, commodity finance, export financ) as well as market-based products (Derivatives, investment products...) Sylvain developed an extensive portfolio of CDM and JI projects in China, Russia, CIS, Africa.

Event Objectives

BNP Paribas has historically strong links with Ghana and Nigeria where we are financing many companies in Mining (PW Ghana, Newmont, Golden Star, BCM), Power (Volta River Authority), Oil and Gas (TOR Ghana, GNPC, Jubilee Oil filed, Afren Ghana, Addax Nigeria, Conoil, Niger Delta, etc.) and Nigeria . Some of our most prominent transactions are for instance:

- mandated lead arranger for the Kotoka airport (Ghana)
- Arranger and sole lender for PW Ghana Ltd
- SACE facility for Bonny gas transport Ltd (Nigeria)
- Join bookrunner for Nigeria LNG Plus

BNP Paribas intends to take advantage of this Trade mission to identify new opportunities in carbon with corporate from Ghana and Nigeria and develop all-in solution with these future partners.

Company Info

BNP Paribas is rated AA by S&P and is as such one of the safest bank in the world.

BNP Paribas has been involved in primary CDM projects and trading since 2005 and is to date one of the largest traders in the market. On the CDM side, we have demonstrated strong skills in structuring offtake agreement for both early stage and mature projects. As such, BNP Paribas a recurrently been awarded best bank for CDM and JI project by the leading publication *Environmental Finance*.

Co2balance Group Ltd



**1 Discovery House
Cook Way, Bindon Road
Taunton, Somerset TA2 6BJ
United Kingdom**

**Tel: 0845 094 2620 (only from UK)
Fax: +44 (0) 1823 336 776**

**Web: www.co2balance.com
Email : mark.simpson@co2balance.com;
paul.kier@co2balance.com**

**Mark Simpson, Director
Paul Kier, Kenyan Director**

Event Objectives

Possibly initiate Gold Standard CDM projects in the region

Company information

Co2balance was founded in 2003 to provide a completely ethical and transparent means of carbon offset for businesses and individuals. Regularly cited for its quality in independent reports, co2balance provides a total carbon management service from carbon footprinting through consultancy on energy efficiency to supplying carbon credits to offset unavoidable residual emissions from its unique brand of projects including CDM. We retain full direct control of all our offset projects.

Operating from offices in the UK, Kenya, South Africa, Italy and the USA

Consilience Energy Advisory Group Limited

**311 East Block,
County Hall
Forum Magnum Square
London SE1 7GN
United Kingdom**

**Tel: +44 (0) 20 7928 1222
Fax: +44 (0) 20 7401 3838**

**Email: lizbossley@ceag.org
Web: www.ceag.org**

Liz Bossley, Chief Executive Officer

Event Objectives:

Develop carbon market contacts in Nigeria and Ghana

Company Info

CEAG Ltd is an energy trading consultancy firm covering the oil, gas, power, freight, emissions and weather markets. It was established in 1999 by Liz Bossley, the course director, who has an 30 year hands-on trading career in international energy markets. CEAG includes amongst its client list oil companies, utilities, banks and other financial institutions, legal and accountancy firms, futures exchanges and regulatory authorities. CEAG is a leading authority in the emissions trading sector and has been intimately involved in the development of the UK, EU and Kyoto markets. Liz is a member of the UK Treasury's carbon market experts group and the author of "Emissions Trading and the City of London", "UK Emissions Policy Options" and "Climate Change and Emissions Trading: What Every Business Needs to Know".

EcoSecurities



40/41 Park End Street
Oxford OX1 1JD
United Kingdom

Tel: +44 (0) 1865 202 635

Fax: +44 (0) 1865 251 438

Email:

Aaron.Senanu@ecosecurities.com

Web: www.ecosecurities.com

Aaron Senanu - Regional Manager: East and West Africa

Aaron Senanu is responsible for business development and investments in East and West Africa. He has been especially interested in the promotion of sustainable industries and renewable energy projects in the Economic Community of West African States (ECOWAS). With his extensive experience in greenhouse gas mitigation project development, capacity building and international emissions trading, Aaron has implemented and managed projects for various clients. WEA project's portfolio at various stages of development has the potential of reducing over 5.3 million metric tonnes of CO₂ annually.

Event Objectives

- To promote the carbon market in Ghana and Nigeria
- To network with potential Ghanaian and Nigerian developers

Company Info

EcoSecurities is a world leading company in the business of sourcing, developing and trading carbon credits. EcoSecurities structures and guides greenhouse gas emission reduction projects through the project cycle, working with both project developers and buyers of carbon credits. EcoSecurities has experience with projects in the areas of renewable energy, agriculture and urban waste management, industrial efficiency and forestry. Utilising its highly diversified portfolio, EcoSecurities is able to structure carbon credit transactions to fit any buyers' needs, and has executed transactions with both private and public sector buyers in Europe, North America and Japan.

The Carbon Acquisition Company Ltd, a wholly-owned indirect subsidiary of J.P. Morgan share offer to acquire EcoSecurities Group Plc has become wholly unconditional. Upon completion of the transaction it is expected that EcoSecurities will continue to operate as an independent enterprise, and retain its market-leading brand.

Gazprom Marketing & Trading



Gazprom House
60 Marina Place
Hampton Wick KT1 4BH
United Kingdom

Tel: +44 20 8614 1312
Fax: +44 20 8614 1313
Email: dan.barry@gazprom-mt.com
sophie.ducoloner@gazprom-mt.com;

Web: www.gazprom-mt.com

Dan Barry, Deputy Director, Global Carbon (London)

Mr Dan Barry is Deputy Director of Global Carbon at GM&T, since joining GM&T, he has been providing his team of carbon professionals with great expertise and closed structured deals worldwide, including Africa.

Sophie Ducoloner, Global Manager, Global Carbon (London)

Prior to joining GM&T, Sophie Ducoloner worked for Veolia Environment in energy project development and carbon trading. As Regional Manager Global Carbon, she is responsible for business development and project origination in South America, India and North Africa.

Event Objectives

- meet with key market players and to develop our carbon business activities in Ghana and Nigeria.
- meet key governmental figures in order to discuss and gain an understanding of the national and regulatory framework in the region.

Company Info

Gazprom Marketing & Trading (GM&T) is a subsidiary of Gazprom Group, the world's largest producer of natural gas. GM&T is well-positioned to trade a wide range of financial and physical energy products, including project-derived carbon credits and EU ETS allowances. Our carbon work is headed out of London and Houston, but with capabilities to do business globally.

Gazprom's global network enables us to offer an end to end solution for our clients worldwide to meet their needs in liberalized energy and emerging carbon markets. Combining global market leadership with local expertise, GM&T's carbon team is building a diversified portfolio of CDM and JI projects while helping the downstream end-user customers meeting the low carbon market challenge. For Primary CERs project developers, GM&T offers attractive and flexible solutions by purchasing CERs on conditions adapted to their needs and supporting the development of CDM.

J.P.Morgan ClimateCare



125 London Wall
London, EC2Y 5AY
United Kingdom

Tel: +254 20 367 3183

Fax: +254 20 375 2245

Email: tom.morton@jpmorganclimatecare.com;

tom.owino@jpmorganclimatecare.com;

Web: www.jpmorganclimatecare.com

Kenya Office: Eden Square Business Centrew, PO Box 856-00606, Nairobi, Kenya

Tom Morton, Executive Director, Head of Origination for Middle East and Africa

Tom Owino, Vice-President, Projects Origination

Mission Objectives

We are based in Kenya, however we are very interested to meet other developers and buyers in the market and to make further contacts in Nigeria and Ghana through the CCPO.

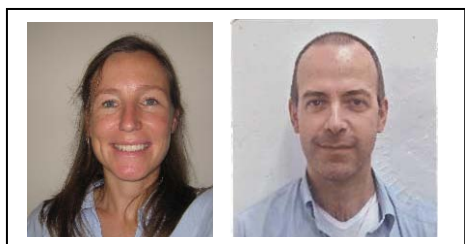
Company Information

J.P.Morgan's Environmental Markets team assists partners and clients through the use of market mechanisms to address the present and future challenges of a carbon-constrained environment. We provide advice and support to companies and project developers in emerging markets to create emissions reduction credits from projects that successfully reduce emissions. The team has considerable experience and knowledge in developing and executing projects in many sectors, including renewable energy, municipal waste management, industrial gases, fuel substitution and energy efficiency.

J.P.Morgan acquired ClimateCare, in April 2008 – some 10 years after its foundation. This allows us to operate effectively in both the Compliance (CDM) and the Voluntary carbon markets, developing and selling high quality emission reductions, in “end-to-end” structured commercial transactions that are tailored to the specific needs of our partners and clients.

J.P.Morgan is the world's largest bank with a capitalisation of US\$ 1.3 trillion. In a market dominated by turbulence, counterparts can gain significant benefit from contracting with a company of this financial scale. We have had an office in Nairobi to originate projects from the African region since early 2007 and have a number of projects going through the CDM and Voluntary Market cycles.

SGS United Kingdom Ltd



SGS House, 217-221
London road
Camberley, GU 15 3 EY
United Kingdom

Tel: +44 1276 697810
Fax: +44 1276 697833
Cell: +233544335540
(Natacha)

Email: Natacha.Andre@sgs.com
Pietro.Berno@sgs.com
Web: www.climatechange.sgs.com

Accra Offices: SGS Laboratory Services Ghana Ltd, 14, Ridge Road, Roman Ridge, P.O. Box 732, Accra, Ghana. Tel: +233 (0)21 773 994/5 Fax: +233 (0)21 773 877. Cell: +233 (0) 244 312 792 (Pietro)

**Natacha ANDRE, Global Climate Change Project Manager
Pietro Berno, Environment Services Manager**

Event Objectives

Create awareness of the SGS – CCP services to the Ghanaian Audience.

Company Info

SGS is the world's leading inspection, verification, testing and certification company. SGS is recognized as the global benchmark for quality and integrity. With more than 50,000 employees, SGS operates a network of over 1,000 offices and laboratories around the world.

SGS United Kingdom is accredited for CDM validation and verification services. SGS is recognised as a global leader in the verification of greenhouse gas emissions and other environmental services. Professionals choose us because we deliver with the speed and accuracy you need in voluntary and mandatory reporting. SGS helps you leverage your return on investment through a broad range of additional services relevant for the carbon market, e.g. ISO, FSC/PEFC and other certification schemes, technical quality control, project monitoring services, fuel analysis and risk management.

Shell International Trading & Shipping Company Ltd



Environmental Products Trading Team
80 Strand
London WC2R 0ZA
United Kingdom,

Tel: +44 20 7546 5126

Fax: +44 20 7546 5134

**Email: stanley.amam@shell.com
Charles.Okoro@shell.com;**

Nigeria address: Shell Petroleum Dev Co Nigeria Ltd (SPDC)
P.O. Box 263 Rumumasi, Port- Harcourt, Rivers State, Nigeria
Tel: +234-807-032-0006, +234-807-032-2039

Stanley Amam, Sustainable Development and Social Impact Assessment Adviser
Charles Ikechukwu Okoro, Manager HSE Environment

Event Objectives (Attending Lagos only):

Seek partners to progress/ expand existing CDM opportunities for Shell Nigeria. Support and collaborate with the Mission to help build CDM capacity in Nigeria

Company Info:

The Shell Petroleum Development Company of Nigeria Limited (SPDC) is the largest private-sector oil and gas company in Nigeria. SPDC is the operator of a joint venture involving the Nigerian National Petroleum Corporation (NNPC) which holds 55%, Shell (30%), Total (10%) and Agip (5%). The company's operations are concentrated in the Niger Delta and the adjoining shallow offshore, where it operates an oil mining lease area of about 31,000 square kilometres. The company has over 6,000 km of pipelines and flowlines, 87 flowstations, 8 gas plants and more than 1000 producing/producing wells.

Shell Trading manages the carbon portfolio for the Shell Group and is a global leader in environmental markets, participating in over fifteen markets around the world. Our diverse experience in crude oil, refined products, natural gas, electrical power, chemicals and bio-fuels enables us to service a full range of customer needs. Our portfolio covers a number of project technologies including wind, biomass, hydro and methane capture. Our geographical scope is global, covering key CDM regions, including China, rest of Asia, South America, Middle East and Africa.

Standard Bank Plc



20 Gresham Street,
London, EC2V
United Kingdom

Tel: +234 802 052 0070

Email: muyideen.kazim@stanbic.com

Web: www.standardbank.com

Nigeria Address: Walter Carrington
Crescent, Victoria Island, Lagos, Nigeria

Muyi Kazim, Head of Carbon Origination – Africa.

Originate carbon credits across Africa which are traded via our London Standard Bank Office.

Event Objectives

Present the benefits of financial institutions structuring of Carbon Credits for Project Finance and successful completion of African Renewable Energy projects

Company Info

- A global emerging markets bank, headquartered in South Africa
- In terms of total assets, Standard Bank is the largest bank domiciled in Africa
- Full-service bank covering:
 - Personal & Business Banking
 - Corporate & Investment Banking (Including CDM/CER Origination, Sales and Trading)
 - Investment Management & Life Insurance
- Leading financial services provider in South Africa – one of the fastest growing emerging market banking sectors. Growing market share across all sectors and a consistent track record of increasing profitability and franchise value
- The largest bank in Africa with presence in 17 countries
- Global reach on the ground in 16 countries outside Africa with distribution capabilities in the world's leading financial centres – New York, London and Hong Kong
- Signed strategic partnership with the Industrial and Commercial Bank of China Limited (ICBC), one of the largest banks in the world by market capitalisation
- Total assets approximately US\$162 billion (December 2008)

Online CDM info resources

The United Nations Framework Convention on Climate Change (UNFCCC)

This website contains details of every CDM and JI project in the pipeline and includes links to all of the legislative text.

<http://cdm.unfccc.int>

The Climate Change Projects Office business guides

Follow the business guides section on the left hand side for a selection of guides about carbon markets

<http://www.bis.gov.uk/ccpo>

The Capacity Development for CDM (CD4CDM) publications

Sponsored by the UNEP Risoe Centre this website has detailed guides on all aspects of CDM

<http://www.cd4cdm.org/Guidebooks.htm>

The CDM Pipeline

This UNEP Risoe Centre owned spreadsheet resource contains information and analysis of all projects in the CDM pipeline and is an excellent source of market statistics.

<http://cdmpipeline.org/>

Point Carbon & Thompson Reuters Carbon Community

Digital news providers for the carbon markets.

<http://www.pointcarbon.com/> &

<http://communities.thomsonreuters.com/Carbon/>