



argusmedia.com

## Argus European Biomass Trading 2014

9-10 April 2014

Grange St.Pauls Hotel, London, UK



The global biomass industry is entering a key period of transition with new subsidy schemes to be phased in, an increasing focus on UK and EU sustainability criteria and a thriving heating market.

The Argus European Biomass Trading conference will bring together expert speakers from across Europe, North America, Korea and beyond to discuss these issues and many more.

### Why attend the conference?

- Two-day conference featuring 30+ speakers
- Opportunity to network with 380+ delegates
- Keynote presentations and panel debates from leaders in biomass
- Extensive time for networking, including a speed-networking session
- Cocktail reception and awards gala dinner

### Gold Sponsors



### Exhibitors



### Associate Sponsor



### Coffee Break Sponsor



### Gala Dinner and Awards Ceremony

Acknowledge and celebrate examples of innovation, commitment to sustainability and outstanding contribution. Places are limited, so book early to avoid disappointment.

[argusmedia.com/euro-biomass](http://argusmedia.com/euro-biomass)

### Confirmed Speakers include:

Olivia Knibbs, Head of Independent Renewable Generation, DECC

Nigel Adams MP, Chairman, All-Party Parliamentary Group on Biomass

Woochun Choi, Director, Samsung America

Morten Neraas, President and Chief Executive, Green Circle Bioenergy

Catherine Wainwright, Director, Lynemouth Power

Nina Skorupska, Chief Executive, Renewable Energy Association (REA)

Yves Rykmans, Chief Technology Officer, Laborelec

Fanny-Pomme Langue, Policy Director, AEBIOM

Henry Pease, Biomass Trader, RWE Supply & Trading

Jason Woods, Head of Biomass, Vattenfall

Julian Skinner, Trading Risk Manager, Eggborough Power

Richard Smith, Managing Director, Verdo Renewables

Dong-Hyuk Kwon, Head of Biofuels, Eco-Frontier

Johan Mertens, Biomass Officer, GDF Suez

Jens Price Wolf, Director, Thermal Power Asset Management & Development, DONG Energy

Bioenergy

illuminating the markets

Market Reporting  
Consulting  
Events

# Agenda: Day 1

9 April 2014

8.30 – 9.20

Registration and Exhibition Opens

9.20 – 9.30

Chairperson's Opening Remarks

9.30 – 9.55

**A Global Overview – Market Update and Future Trends**

- Global wood pellet markets and price indexation
- Shifts in established and emerging biomass producer regions
- Update on contract for difference (CFD) and Renewable Obligation (RO)
- Price indexation – towards a commodity status
- Key industrial market developments in the last 12 months

**Jessica Dell, Editor of Argus Biomass Markets, Argus**  
**Ian Stewart, Biomass Reporter, Argus**

9.55 – 10.40

**Views on the Sustainability Criteria from Industry and Government**

- EU level: state of play of the European Commission's work on EU sustainability criteria for solid and gaseous biomass
- Sustainable Biomass Partnership (SBP) – A co-ordinated approach from the industry
- National level – UK and Netherlands legislation
- Ability to meet new rules and requirements (for example CPET Category B)

**Moderated by: Yves Rykmans, CTO, Laborelec**  
**Fanny-Pomme Langue, Policy Director, AEBIOM**  
**Peter Wilson, Director, Sustainable Biomass Partnership**  
**Olivia Knibbs, Head of Independent Renewable Generation, DECC**

10.40 – 11.20: Morning Coffee

11.20 – 12.30

**Current Challenges and Future Considerations for European Utilities**

- How does biomass power align with each utility's core business?
- Industry views on how demand will shift in Europe by 2015
- The status of coal-to-biomass conversion projects in the UK
- Market drivers affecting the supply chain
- How will demand from the heating market interact with industrial pellets?

**Moderated by: Seth Ginther, Executive Director, USIPA**  
**Jason Woods, Head of Biomass, Vattenfall**  
**Julian Skinner, Trading Risk Manager, Eggborough Power**  
**Jens Price Wolf, Director, Thermal Power Asset Management & Development, DONG Energy**  
**Catherine Wainwright, Director, Lynemouth Power**

12.30 – 14.20: Networking Lunch

14.20 – 15.20

**Demand for Premium Pellets in Europe and the Impact on the Industrial Market?**

- An overview of European wood pellet demand for residential/commercial heating
- What production adjustments have to be made to meet demand?
- Challenges associated with differences in volumes, logistical demands and contract types
- Availability of mid-market pellets and premium pellets
- Italy: – scale of the market and unique characteristics of the supply chain
- UK: Strengths and limitations of the Residential Heat Incentive (RHI)
- France: Exceptional growth in consumption of heating pellets

**Moderated by: Christian Rakos, President, European Pellet Council**

**Richard Smith, Managing Director, Verdo Renewables**

**Paolo Perini, CEO, Mefisto Pellets, Segafriuli**

**Eric Vial, Director, ProPellet France**

**Johan Granath, Senior Vice-President Bioenergy, Ekman and Co.**

15.20 – 16.00

**Speed Networking Time**

16.00 – 16.50: Afternoon Coffee

16.50 – 17.20

**Regional Focus: Developments in Asia**

- The increased demand from Korean utilities for North American wood pellets
- How the market has evolved since the introduction of the Renewable Portfolio Standard in Korea
- How the Asian market will continue to develop throughout 2014-2015
- How trading companies can help Korean utilities meet their requirements
- Japan – Expectations for future demand from the FIT

**Moderated by: Arnold Dale, Vice President, Ekman and Co.**  
**Dong-Hyuk Kwon, Head of Biofuels, Eco-Frontier**  
**Woochun Choi, Director, Samsung America**

17.20 – 17.30

**Chairperson's Closing Remarks**

17.30 – 20.00: Sponsored Drinks Reception

20.00 – 22.30: Gala Dinner and Awards Ceremony  
(separately bookable)

# Agenda: Day 2

10 April 2014

9.00 – 9.20

Registration and Exhibition Opens

9.20 – 9.30

Chairperson's Opening Remarks

9.30 – 10.00

**A Trader's Perspective on the Wood Pellet Market**

- Standardisation and market uptake of IWPB, EFET and SPB
- Pricing and use of indexes – Towards a commodity status
- Review of changes in biomass trading year on year

**Jorrit Hachmer, Head of Biofuels Trading, RWE Supply and Trading**

10.00 – 10.25

**Keynote Presentation – View from the UK Government on the Biomass Industry**

**Nigel Adams MP, Chairman, All-Party Parliamentary Group on Biomass in the United Kingdom**

---

10.25 – 11.15: Morning Coffee

11.15 – 12.05

**Challenges and Opportunities for Pellet Producers and the Impact on the Supply Chain**

- Technical and commercial challenges facing pellet manufacturers
- Standardisation, controlling costs and addressing supply issues
- Considering challenges for the forestry sector
- How can industry players collaborate more to strengthen the industry value chain?
- The role of sustainable forest management in controlling carbon emissions

**Moderated by: Henry Pease, Biomass Trader, RWE Supply & Trading**

**Morten Neraas, President and CEO, Green Circle Bioenergy**  
**Alicia Cramer, Vice President of Business Development, The Westervelt Company**

12.05 – 12.50

**Supply Chain Logistics – An Overview of Shipping, Rail and Ports**

- What is the current shipping capacity and how will it support expected future trade volumes
- Logistical freight challenges: storing, loading and at sea
- How are shipping companies responding to shifting European demand?
- How are ports and rail responding to expected growth in tonnage – is there a potential of bottlenecking?

**John Kearsey, Head of Research, SSY**

**Simon Brett, Head of Projects, Humber**

**Paul McMahon, Head of Freight, Network Rail**

12.50 – 13.10

**Latest Developments in Port Infrastructure**

- The capability of providing infrastructure to support European growth in pellet demand
- Achieving cost efficiencies in the supply chain
- Collaboration with producers and buyers to optimise logistical efficiencies

**Hendrik-Jan van Engelen, CCO, Port of Ghent**

**Michaël Corten, Chief Executive Officer, Belgian Eco Energy**

---

13.10 – 14.30: Networking Lunch

14.30 – 15.20

**Progress in Expanding Black Pellet Markets**

**Larry Weick, SVP Business Development, Zilkha Biomass Fuels**

15.20 – 16.00

**Alternative Feedstock to Woody Biomass**

- What are the cost benefits for end-users?
- How can optimum energy efficiencies be achieved?
- How to release the market potential of black pellets

---

16.00 – 16.30: Afternoon Coffee

16.30 – 17.20

**Managing the Biomass Narrative – The Importance of Communication in the Sustainability Debate**

- NGO opinions and the media response to biomass sustainability credentials
- How industry groups are communicating with public bodies, NGOs and the general public
- Influencing public perceptions through education and transparency of market practices
- Harnessing collaboration and a more transparent approach to better promote the benefits of biomass

**Moderated by: Gordon Murray, Executive Director, Wood Pellet Association of Canada**

**Nina Skorupska, CEO, Renewable Energy Association (REA)**

**Jessica Lennard, Head of Energy Public Affairs, Edelman**

**Scott Jones, CEO, Forest Landowners Association**

**Johan Mertens, Biomass Procurement Officer, GDF Suez**

17.20 – 17.30

**Chairperson's Closing Remarks**

**End of Conference**

## Workshops - Friday, 11 April

These are separately bookable.

9.30 – 12.30

### Morning Workshop A: Identifying and Reducing your Exposure to Risk

Analysing your potential exposure to risk and including financial safeguards to mitigate risks are critical to any project. Workshop leaders will consider the following points against the backdrop of a volatile regulatory environment.

- What risks are particular to biomass projects?
- Analysing supply chain dynamics to fully understand risk
- How are financial risk management tools evolving?

**Facilitated by: William Strauss, President, FutureMetrics**

### Morning Workshop B: ENplus – A Guide to Requirements and Procedures to Certification

- An introduction to the importance of the ENPlus certification at every stage of the supply chain
- How the ENPlus system sets the scene for market expansion
- What practical steps must be taken (broken down by stakeholder)

**Facilitated by: Christian Rakos, President, European Pellet Council**

12.30 – 14.00: Buffet Lunch

14.00 – 17.00

### Afternoon Workshop C: Sustainability Reporting and Independent Auditing Requirements

- Reporting mechanisms and requirements to comply with EU regulations
- The importance of robust reporting strategy across the supply chain
- The role of each stakeholder in the reporting process from plant to port to generator



## Gala Dinner and Awards Ceremony

The awards ceremony is the biomass industry's opportunity to acknowledge and celebrate examples of innovation, commitment to sustainability and outstanding contribution.

Places are limited, so book early to avoid disappointment.



## Sponsorship Opportunities

Gain direct access to senior level audience through enhanced visibility and exposure to attract new business.

A wide range of **sponsorship opportunities** are available, including **tailored packages** to meet your company's requirements. For more information, **contact Gaurav Koul** on +44 (0) 20 7199 5698 or email [sponsor@argusmedia.com](mailto:sponsor@argusmedia.com)



### Media Partners





## Advisory Board



Arnold Dale  
Vice-President Bio-Energy, Ekman & Co.



Christian Rakos  
President, European Pellet Council



Seth Ginther  
Executive Director, USIPA



Fanny-Pomme Langue  
Policy Director, AEBIOM



Gordon Murray  
Executive Director, Wood Pellet Association of Canada



Henry Pease  
Biomass Trader, RWE Supply & Trading



Yves Rykmans  
Chief Technology Officer, Laborelec



Brodie Govan  
Biomass Broker, PVM Associates



Johan Mertens  
Biomass Procurement Officer, GDF Suez

## A Sample of 2014 Delegates Include

- Lynemouth Power
- Drax
- Dong Energy
- Albioma
- E.ON UK
- Billington Bioenergy
- Verdo Energy
- Cosan Biomassa
- RWE Supply and Trading
- Vis Nova Trading GmbH
- Eggborough Power
- Georgia Biomass
- Enviva
- LatGran
- Fram Renewable Fuels
- GDF Suez Energy
- Pacific BioEnergy
- Westervelt
- Laborelec
- Department for Energy & Climate Change
- Pinewells
- Ekman & Co.
- Statkraft UK
- Vattenfall
- AS Graanul Invest
- Green Circle Bio Energy
- Mitsui O.S.K. Bulk Shipping
- GP Shipping
- Samsung America
- Eneco
- Statkraft
- Dalkia
- Evolution Markets
- Control Union
- Inter Balt

## 2014 Delegates by Region



## Previous Delegate Feedback

*"The premier event for developments in the pellet trade and for networking. All the key international producers, customers and industry support network are in attendance."*

**Gordon Murray**, Executive Director, Wood Pellet Association of Canada

# Registration

9-10 April 2014

## EMAIL:

bioconf@argusmedia.com

## FAX:

Complete this form and fax to  
+44 (0) 870 441 9873

## MAIL:

Complete this form and post to the address below

### CONFERENCE RATES

Package Options	Rates
Conference, gala dinner and two workshops	£2,090 / €2,510 / US \$3,245 + VAT
Conference and two workshops	£1,940 / €2,330 / US \$3,010 + VAT
Conference, dinner & a morning workshop	£1,740 / €2,150 / US \$2,780 + VAT
Conference, dinner & afternoon workshop	£1,740 / €2,150 / US \$2,780 + VAT
Conference & either morning workshop	£1,640 / €1,970 / US \$2,545 + VAT
Conference & afternoon workshop	£1,640 / €1,970 / US \$2,545 + VAT
Conference & gala dinner	£1,395 / €1,675 / US \$2,165 + VAT
* Conference only	£1,245 / €1,495 / US \$1,930 + VAT
Two workshops	£695 / €835 / US \$1,080 + VAT
Either morning workshop	£395 / €475 / US \$615 + VAT
Afternoon workshop	£395 / €475 / US \$615 + VAT

### PAYMENT METHOD

☐ Invoice my company

☐ Cheque enclosed (Make payable to "Argus Media Limited").

☐ Credit card

Type of credit card (check one): ☐ Visa ☐ Amex ☐ Mastercard

Card number: \_\_\_\_\_

Card holder's name: \_\_\_\_\_

Security code: \_\_\_\_\_ Exp. date: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

Signature: \_\_\_\_\_

Card billing address: \_\_\_\_\_

(Credit card payments must be received before the expiration date)

Argus Media VAT: GB229714941 - Company registration no. 1642534

Marketing code: web

### REGISTRATION FORM

Please PRINT in block letters and return to:

Attn: Simon Deslandes, Argus Media, Argus House, 175 St John Street, London EC1V 4LW

Tel: +44 (0) 20 7780 4341 | Fax: +44 (0) 870 441 9873

bioconf@argusmedia.com

www.argusmedia.com/euro-biomass

### PAYMENT:

Total fees: \_\_\_\_\_

### COMPANY DETAILS:

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

Postal Code: \_\_\_\_\_

Country: \_\_\_\_\_

VAT number: \_\_\_\_\_

### DELEGATE 1 DETAILS

Name: Dr/Mr/Ms: \_\_\_\_\_

Job Title: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email: \_\_\_\_\_

Special dietary/disability requirements (if any): \_\_\_\_\_

### DELEGATE 2 DETAILS

Name: Dr/Mr/Ms: \_\_\_\_\_

Job Title: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email: \_\_\_\_\_

Special dietary/disability requirements (if any): \_\_\_\_\_

[Request a free trial of Argus Biomass Markets here](#)

### TERMS AND CONDITIONS

In these Terms and Conditions the expressions: "we", "us" and "our" refer to Argus Media Limited a company incorporated in England with registered company number 01642534 and whose registered office is at Argus House, 175 St John Street, London, EC1V 4LW; and "you" and "your" refer to you. Subject to availability, we accept bookings for events through the online, electronic or postal submission of a registration form. Upon our communication to you (including by email) of our acceptance of your booking, there shall be a legally binding contract between you and us incorporating these Terms and Conditions. Payment 1. If payment is not received in full at the time of booking, your booking will be provisional until payment is received in full in accordance with paragraph 2 below. You acknowledge that we cannot guarantee bookings made on a provisional basis. 2. The event fee is payable within 30 days of the invoice date and in any event must be received in full 7 days before the event. 3. Fees are a fixed price and unless otherwise stated reductions and discounts cannot be offered should you not wish to attend the entire event. 4. In order to qualify for any "early bird" discounts, booking and payment in full must be received prior to the date specified above and on the invoice. 5. UK Excise Regulations, delegates from all countries are required to pay VAT on any event taking place in the UK. Cancellations & Substitutions 6. If you are unable to attend the event, you may send a substitute provided that you inform us in writing to bioconf@argusmedia.com at least 48 hours before the commencement of the event. 7. Cancellations made in writing to bioconf@argusmedia.com before 8 March 2014 will be refunded in full, less a 15% administration charge. No refunds will be given for cancellations received on or after 8 March 2014. 8. Failure to attend all or part of an event for any reason whatsoever will be treated as a late cancellation and no refunds will be given. 9. If the event is cancelled for any reason within our control, then the registration fee will be fully refunded. We shall not be liable for any other loss, damage, costs (including without limitation travel, visa or accommodation costs), expenses or other liabilities incurred by you in connection with such cancellation. Refunds may take up to 25 business days. Events 10. Our agendas are correct at the time of issue; however, it may be necessary to make some amendments to the content, speakers, location, and/or timing of the event. 11. Please advise us of any

special requirements (such as access or dietary requirements) at the time of booking. 12. We reserve the right to refuse admission to an event for any reason. 13. Views expressed by speakers at the event may not be the views of Argus. All event materials are provided to you on an "as is" basis and we make no warranty as to the completeness or accuracy of such materials. 14. You agree that, unless otherwise expressly stated, we own all intellectual property rights in all event materials and delegate lists. 15. You may not film, photograph or otherwise record all or any part of the event without our prior written consent. 16. You must comply with all applicable laws and any health and safety requirements (including no smoking signs) in respect of the event. Privacy & Marketing 17. Any personal data you disclose to us will be processed in accordance with the Data Protection Act 1998 and our privacy policy. 18. Your personal data may be used by us and carefully selected third parties to inform you about other products and services that may be of interest to you via telephone, post and/or email. If you do not wish to receive such marketing information, please contact us. 19. You agree that we may use your company name in marketing promotions in connection with this event. 20. We may record (by audio and/or visual means) all or part of the event. You agree that we may use and distribute such recordings for the purposes of training, publicity and documentation. General 21. It is your responsibility to arrange appropriate insurance cover for your attendance at the event. 22. You are fully responsible and liable for any loss or damage caused by you to property or individuals at an event. 23. Except in respect of death or personal injury caused by our negligence or for fraud, our total aggregate liability in connection with the event shall be limited to the fee paid by you. 24. You are responsible for safeguarding your own property at the event. We accept no liability in respect of any damage to, or theft or loss of, your property. 25. These Terms and Conditions together with the registration form set out the entire agreement between you and us. 26. If any provision of these Terms and Conditions (in whole or in part) is found by any competent authority to be unenforceable or illegal, the remainder of provisions shall remain in force. 27. These Terms and Conditions shall be governed by the laws of England and you agree to submit to the exclusive jurisdiction of the English courts.

illuminating the markets

[argusmedia.com/euro-biomass](http://argusmedia.com/euro-biomass)

#### Trademark notice:

ARGUS, ARGUS MEDIA, the ARGUS logo, DEWITT, FMB, FUNDALYTICS, ARGUS publication titles and ARGUS index names are trademarks of Argus Media Limited. Visit [www.argusmedia.com/trademarks](http://www.argusmedia.com/trademarks) for more information.

