



Developing the Potential of Biomass Industry in Malaysia and Linking it to the European/Asian Value Chain through Biomass-SP's Business Partnering Framework

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EU-Malaysia Biomass Sustainable Production Initiative (Biomass-SP)

What is it about?



- ❑ A development cooperation project funded by the **European Union (EU)** under the **SWITCH-Asia Programme**, jointly promoted by the **Malaysian Industry Government Group for High Technology (MIGHT)**, the **Association of Environmental Consultants and Companies of Malaysia (AECCOM)**, the **European Biomass Association (EUBIA)**, and the **Danish Technological Institute**
- ❑ 1 of 16 approved projects from 350 proposal from EU and Asia under SWITCH-Asia Programme
- ❑ **To assist Malaysian SMEs in the biomass industry** to implement sustainable production (SP) models and link them to the EU and global value chain, as well as to contribute towards global climate change mitigation effort.

Biomass industry: Opportunities

90% of total biomass

Woody biomass

2.1 mil t/year

Rice husk

**0.575 mil t/year rice husk
production**

Municipal solid waste

7.7 mil t/year MSW

OIL PALM OUTPUT (in metric tonnes)

COMPANY	SEPT			OCT		
	FFB	OIL	KERNEL	FFB	OIL	KERNEL
Astral Asia	8,809	1,895	450	7,912	1,765	404
BLD Plantation	—	6,420	1,516	—	—	—
Boustead	103,984	—	—	106,737	—	—
Cepat	14,480	7,122	1,609	15,027	7,614	1,735
Chin Teck	16,070	3,127	818	15,232	2,758	753
FarEast	30,310	—	—	29,319	—	—
GENP	132,936	—	—	130,750	—	—
Glenealy	32,769	7,937	1,521	32,862	8,271	1,599
Golden Land	13,234	7,670	1,709	12,921	7,357	1,686
Gopeng	2,266	—	—	2,142	—	—
Harn Len	15,378	2,320	578	15,461	2,242	586
HSPlant	64,421	15,636	3,146	66,035	15,582	3,193
IJM Plantations	75,674	15,510	3,390	80,030	17,331	3,976
Inch Kenneth	364	74	18	268	54	14
IOI Corp	346,626	71,668	17,188	349,176	72,421	17,848
JTiasa	43,680	1,624	308	52,195	4,713	757
Kuala Lumpur Kepong	325,727	72,765	15,686	324,652	71,352	15,588
Kim Loong	27,368	18,608	4,551	30,053	20,839	4,990
Kluang	1,107	—	—	820	—	—
Kulim (M)	158,890	17,621	5,305	156,961	18,460	5,469
Kwantas Corp	43,527	8,862	2,031	45,833	9,350	2,159
Kretam	28,031	3,896	896	28,630	4,107	970
MHC	4,767	—	—	4,194	—	—
NSOP	12,819	2,025	499	12,396	1,934	475
NPC	13,937	11,132	2,595	14,638	12,813	3,072
Pinepac	5,885	1,119	301	5,324	1,007	270
PLS	547	—	—	642	—	—
Riverview	3,914	—	—	3,591	—	—
RSawit	—	6,003	1,343	—	5,900	1,291
Sime	1,029,251	251,613	56,988	949,868	233,989	52,602
SOP	86,183	30,392	6,186	78,385	27,547	4,281
SWKPlant	30,636	13,331	2,987	30,384	14,372	3,107
Subur	5,201	—	—	6,969	—	—
Sungei Bagan	1,436	—	—	1,390	—	—
Ta Ann	48,548	7,612	1,513	49,039	7,828	1,512
TDM	76,509	12,473	3,099	—	—	—
TDM	51,254	9,938	2,504	52,977	10,734	2,722
TH Plant	—	16,160	3,702	—	16,559	3,930
TSH	—	—	—	—	—	—
TSH	147,175	28,556	7,120	143,964	29,129	7,567
TWSPINT	32,304	6,790	1,472	33,528	6,950	1,575
Unico-Desa	27,314	5,470	1,255	28,432	6,543	1,476
United Malacca	—	19,492	4,704	—	19,301	4,612
United Plantations	—	—	—	271	—	—
Weida	187	—	—	339	—	—
WTK	307	—	—	—	—	—
MISCELLANEOUS	7,445	5,056	1,652	8,477	5,215	1,766
Keck Seng	—	—	—	—	—	—

Palm oil industry in Malaysia: The big picture

- Palm oil plantation - 80-85% owned by private estates and government/state-owned schemes, 10-15% by independent smallholders
- Palm oil processing - 60-65% owned by private / listed / government-linked companies, 35-40% owned by independent palm oil mills
- **FELDA** – single largest palm oil player in Malaysia; 17.7% of total planted area, and contribute up to 20% in palm oil production

Biomass industry: Where are we now?

- **Renewable Energy Act 2011**

- Implementation of Feed-in-Tariff system, guaranteed access to the grid and favourable price of unit of renewable electricity
- 190 MW for 2011/2012; **30 MW biogas & hydro, 80 MW biomass**

- **National Biomass Strategy 2020**

- Creation of RM 30 billion GNI impact, mobilising up to 30 million tonnes of palm oil biomass, 60,000 new jobs
- 4 EPPs under NKEA; Pelletisation capacity, oil palm biomass centre, biogas at palm oil mills, and oleo derivatives

EU-Asia Biomass Best Practices & Business Partnering Conference 2012

7-10 May 2012, Kuala Lumpur, Malaysia



- “Turning various biomass into high value products”
- 3 major tracks; biomass as [energy](#), [high-value chemicals](#) and [eco-products](#)
- 20 panel sessions, 90 topics and speakers from Malaysia, Asia and Europe
- Expected 400-500 participants from over 20 industries



EU-Asia Biomass Best Practices & Business Partnering Conference 2012

May 7-10 2012 , Putra World Trade Centre, Kuala Lumpur

Date	Event
7 May 2012	Pre-Conference Seminar
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9-10 May 2012	<ul style="list-style-type: none">- Business Match-Making & Business Partnering Seminar- Exhibition



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EU-Asia Biomass Best Practices & Business Partnering Conference 2012

- Covers **best practices** and **successful case studies** on biomass utilisation in the areas of **bioenergy, biofertilisers, high value chemicals and biofuels, eco-products and green building materials.**
- Explores **biomass business and technological development opportunities** within Malaysia and Asian countries in general

Areas of focus

- **Biomass as energy** includes conversion of biomass feedstock into solid biofuel (pellets, briquettes), biomass power plant projects (direct combustion, methane capture/biogas, and gasification), liquid biofuel such as diesel and ethanol.
- **Biomass as high value chemicals** applies to the development of valuable chemical precursors such as sugar alcohols, catalysts and lactic acid as well as valuable co-products for animal and aqua feed such as maltodextrin, etc.
- **Biomass as eco-products** refers to utilization of biomass feedstock in materials such as pulp and paper, biofertiliser, biocomposite and bioplastics as sustainable substitution for fossil-based materials.

Plenary Session 1: Bio-Based Economy

Plenary Session 2: Renewable Energy Policies

Track 1 Biomass Feedstock	Track 7 Green Procurement	Track 13 Carbon Market Outlook
Track 2 Biomass Pellets – Global Perspective	Track 8 Eco-Labeling & Carbon Footprint	Track 14 Carbon Financing
Track 3 Biomass Pellets – Malaysia Perspective	Track 9 Eco-Products	Track 15 High Value Bio-Based Products
Track 4 Biomass Development Projects	Track 10 Biocomposites	Track 16 Bio-Plastics
Track 5 Biogas Development Projects	Track 11 Biofertilisers	Track 17 Alternative Feedstock
Track 6 Potentials and Challenges in Municipal Solid Waste	Track 12 Bio-Based Products	Track 18 Biomass to Liquid Technologies



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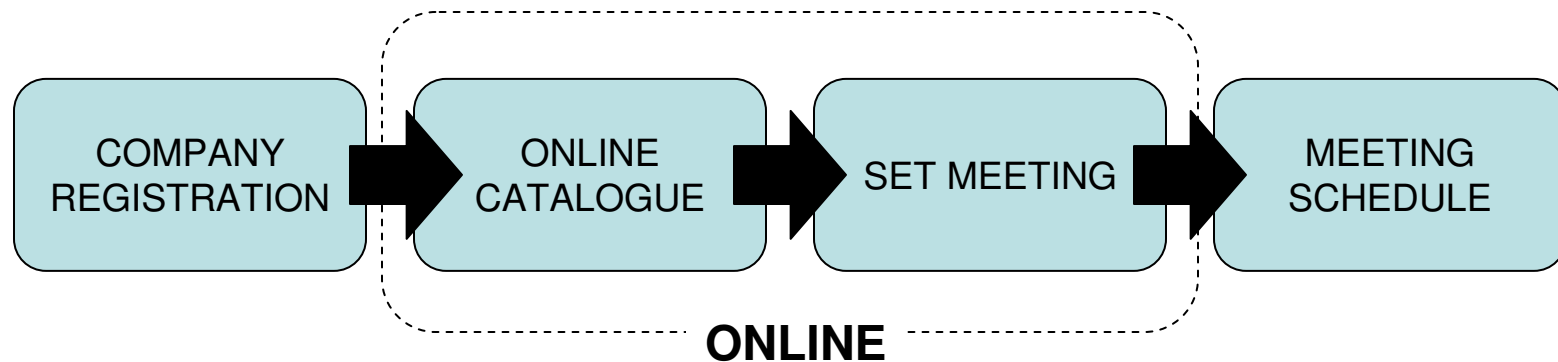
Business Partnering Seminar

- Exclusive platforms for biomass business leaders and entrepreneurs to raise your business profile at local, regional, and international levels
- **15-20 minutes uninterrupted session** to introduce your products, technologies, and business models to targeted and interested audience.
- Priorities for potential biomass technologies or business models for commercialisation; equal allocation for Malaysian, Asian and EU companies

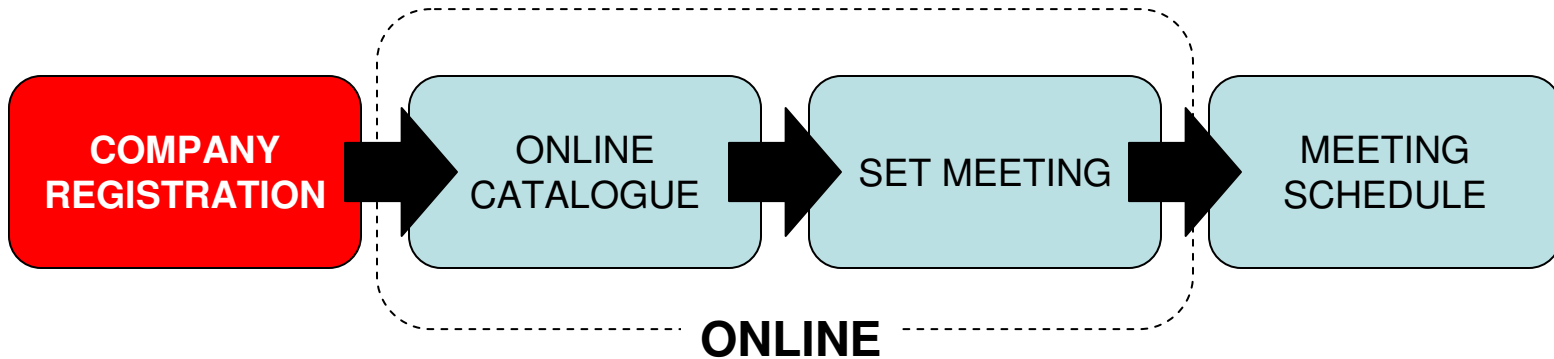
Business Match-Making

- Pre-scheduled, pre-selected one-on-one business meetings per participant
- Open to 500 participants, over 20 industries from Malaysia, and across Asia and Europe
- Malaysian companies to submit your Business Matching Profile by 25th December to attract international visitors

HOW IT WORKS

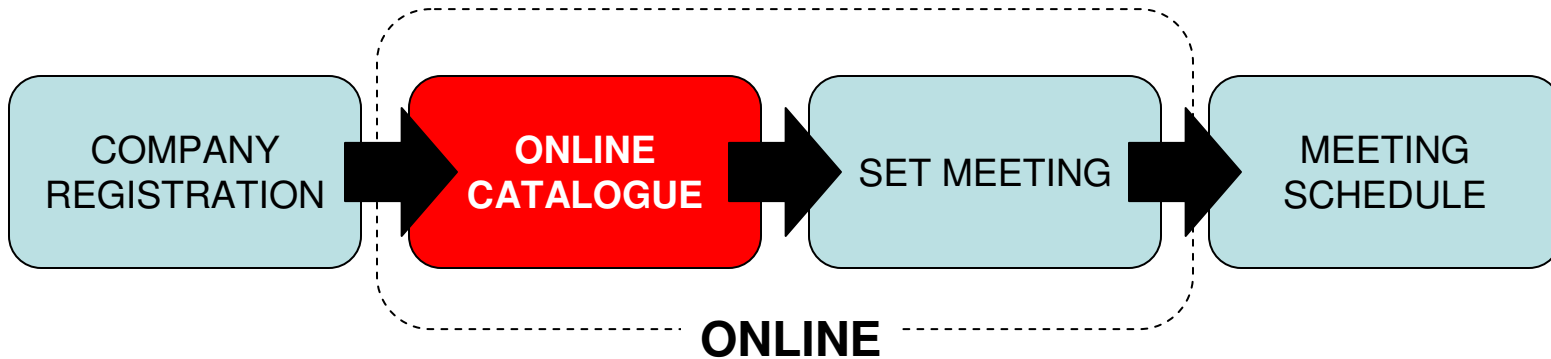


HOW IT WORKS



- Until 25th December 2011 – register and download/submit your collaboration profile online at <http://www.biomass-sp.net/registration>

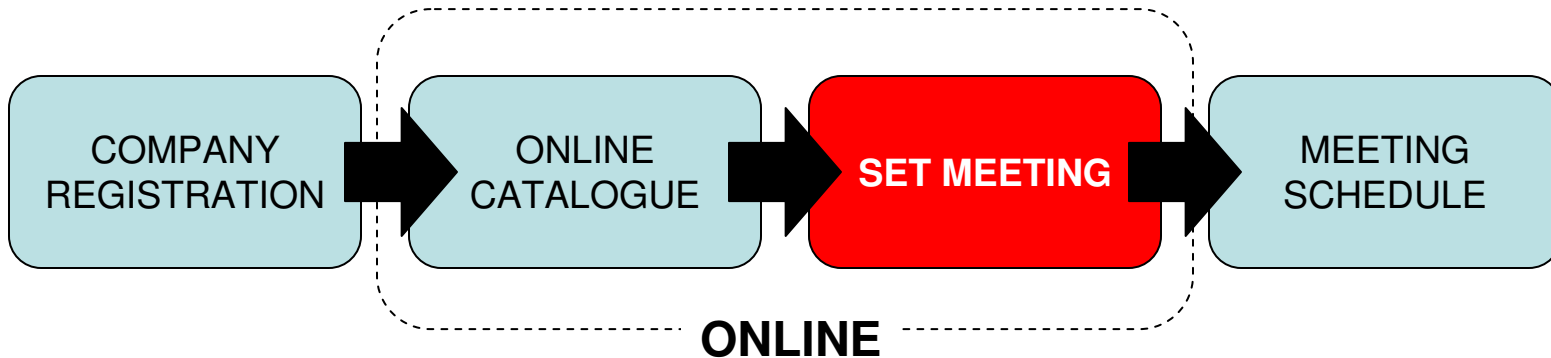
HOW IT WORKS



- January 2012: Your company's profile will be compiled in the EU-Asia Biomass Best Practices & Business Partnering Conference Catalogue (hard copy & online)
- Distributed to targeted stakeholders locally and internationally through networks of our partnership stakeholders.

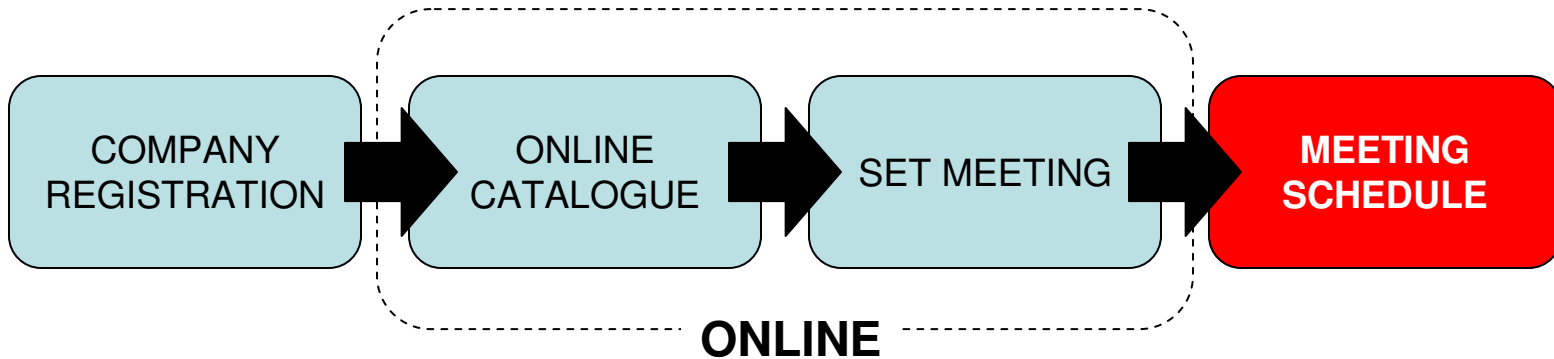


HOW IT WORKS



- April 2012: You select interesting & relevant profiles from the **Online Business Matching Scheduler** and request meetings
- In parallel, you can opt to accept or refuse meeting requests from other participants based on suitability of their profile
- Individual schedules will be sent out to you in May 2012 before the event starts

HOW IT WORKS



- 9 & 10 May 2012: Over 30 sessions of 20-minutes one-on-one meeting with over 500++ businesses from 20 industry sectors locally, regionally and internationally.

**EXAMPLE OF YOUR
EU-ASIA BIOMASS BEST PRACTICES & BUSINESS PARTNERING CONFERENCE 2012
BUSINESS MATCH-MAKING SCHEDULE**

Time	Table	Meeting
9.00 – 9.20 a.m.	1	ABC Business Mr. Michael Leigh, CEO <i>At your request</i> DENMARK
9.20 – 9.40 a.m.	5	LFG Group Mr. Ahmad Abu Bakar, MD <i>Mutual requests</i> MALAYSIA
9.40 – 10.00 a.m.	10	PQR Pellets Mr. Federico Gabrialli <i>You are being requested</i> ITALY
10.00 – 10.20 a.m.	23	AEME Ltd. Mr. Osaka Kyoto, CEO <i>You are being requested</i> JAPAN
11.00 – 11.20 am	15	PT Biomass Niaga Mr. Sudirman Hartawan, Director <i>You are being requested</i> INDONESIA
12.00 – 12.20 am	3	XYZ Business Solutions Ms. Anna Gomez, VP, Strategies & Development <i>You are being requested</i> BRAZIL

BUSINESS LUNCH

Types of potential collaboration

Import/Export	Project Financing
Joint Venture	Proprietary Consultancy
Joint Production	Carbon Credit Trading
Contract Research	CDM Development
Joint R&D	Distributorship/Marketing Services
Technology Licensing	Green Procurement
Technology Transfer	Venture Capital

Potential areas of collaboration

- ✓ Buyers meet Sellers
- ✓ Consultants meet Clients
- ✓ Entrepreneurs meet Venture Capitalists
- ✓ Exporters meet Importers
- ✓ Foreign Investors meet Government Officers
- ✓ Investors meet Marketers
- ✓ Vendors meet Procurement Officers, etc.
- ✓ Researchers meet Marketers
- ✓ Researchers meet Researchers
- ✓ SMEs meet Multi-National Companies
- ✓ SMEs meet SMEs
- ✓ Suppliers meet Distributors
- ✓ Traders meet Manufacturers

Potential areas of collaboration - 2

- Italian buyer look for **bio-composite products made of rice husk**
- Dutch and Italian buyers search for **palm biomass pellets** and **wood pellets**
- EU investor interested to invest in **wood pellets production plant**
- EU utility company interested to invest in **biomass power plant**
- French company is interested to invest in **methane capture biogas projects**
- EU carbon brokerage companies are searching for **carbon financing** deals.
- EU companies interested to buy **palm kernel shell (PKS)**

Potential areas of collaboration - 3

- EU carbon credit compliance buyer interested to buy **carbon credits**
- Dutch buyers are looking for **biomass briquettes**
- **Bio-ethanol production** business proposal from EU company based in Asia
- **Torrefaction technologies** provider for wood pellets from Netherlands are looking for collaboration in Malaysia
- Enquiries of **palm-based biochemicals**
- Potential **R&D projects collaboration** on bio-fertilisers, energy pellets, bio-chemicals, waste-to-wealth, etc.
- Investment proposal for **Jatropha** projects

Business Match-Making Scenarios

Scenario 1

- XYZ Science & Technology Institute, a research and development (R&D) institute based in Europe, entered a joint R&D collaboration worth €5 million with a local SME to set-up a pilot project for ethanol production from palm biomass in Malaysia.

Scenario 2

- Biocomposite Sdn. Bhd. entered an agreement with a design & marketing agency based in France to distribute their biomass-based green building materials worth €1 million every year

Business Match-Making Scenarios - 2

Scenario 3

- ABC Bioenergy Trade, a Danish bioenergy trading company interested to buy briquettes from local SMEs in Malaysia.

Scenario 4

- PDF Energy, an EU utility company interested to invest in a 10 – 30 MW biomass power plant project in Malaysia.

Your business match-making incentive

- Up to EUR 800* travel incentive for potential **European** biomass companies who are participating in the **EU-Asia Biomass Business Match-Making Event 2012**

For participating Malaysian SMEs, **NOMINATE** your potential **EU partners, buyers, technology providers, equipment manufacturers, investors** and **researchers** to Biomass-SP (conference@biomass-sp.net) to sponsor your EU counterparts to come to Malaysia and attend the **Business Match-Making!**

**Subject to approval by Biomass-SP*

Exhibition

- Strategic gathering of private and public sector **biomass professionals** from Malaysia, Asia and Europe
- Over 500++ potential customers seeking tailored solutions for everyday challenges in various spin-off biomass industries

Who should participate?

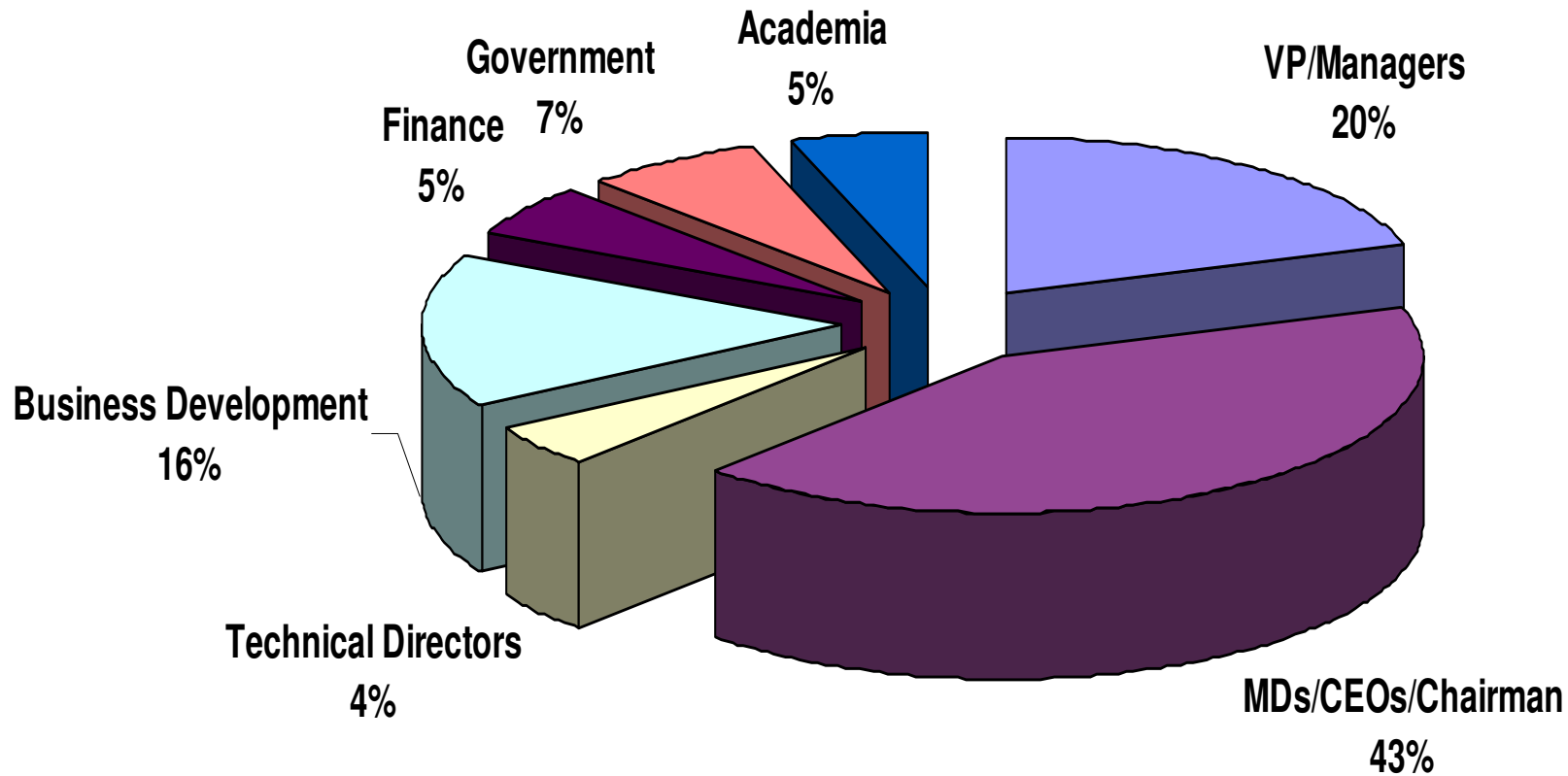
Small and Medium Enterprises (SMEs),
Large-Medium Corporations (LMCs), and
Multi-National Corporations (MNCs) in the
biomass supply chain...

Palm oil & rice millers	Wood-based biomass producers
Biomass collectors & transporters	Solid biofuel manufacturers
Biomass & biomass products traders	Biocomposite producers
Commercialisation entrepreneurs	Eco-friendly produces & green building materials
Biogas technology providers	Biofertiliser producers
Biomass power plant developers	Renewable energy technology providers
Biochemical technology producers	Biochemical producers
Carbon credit brokerage companies & carbon fund managers	CDM project developers/investors
Certification companies	Venture capital companies and financial institutions
Logistic/freight forwarders companies	Equipment, machinery and lab facility providers

As well as...

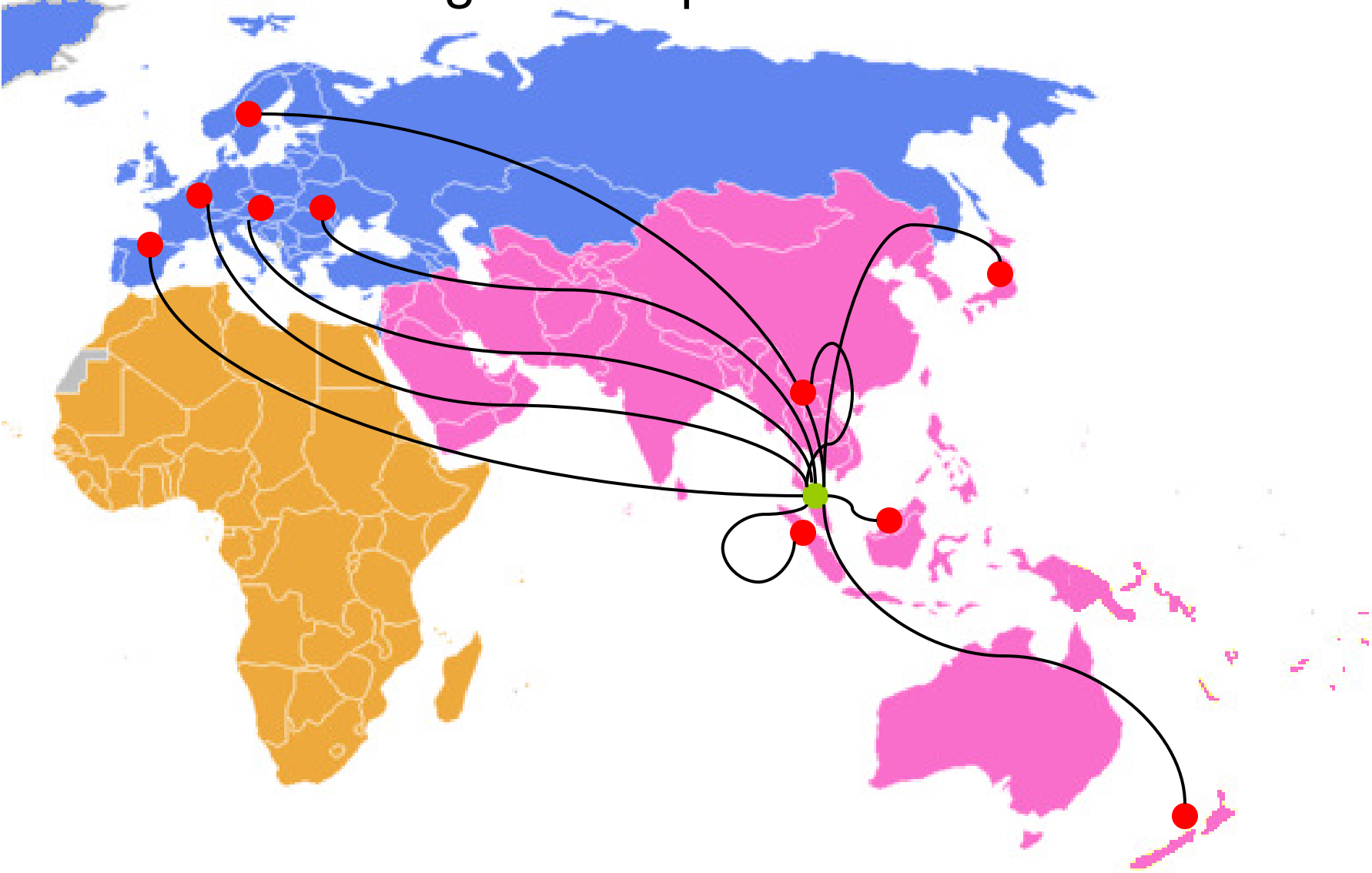
- Policy-makers from ministries and government agencies
- Researchers and students from research institutions and universities (RIUs)
- Industry associations, chambers of commerce, NGOs, etc.

Potential decision-making influence



**Based on the attendance of the Official Launching of EU-Asia Biomass Best Practices & Business Partnering Conference 2012*

Potential sharing of best practices & lessons learnt



Participation Fees

Date	Event	Early Bird*	Normal Rate
7 May 2012	1 Day Pre-Conference Seminar	RM 480	RM 550
8-10 May 2012	2 Day Conference + 11/2 Business Match-Making	RM 680	RM 880
9-10 May 2012	1 ½ Business Match-Making	RM 200	RM 300
9-10 May 2012	2 Day Exhibition		
	Shell Scheme Booth	RM 5,000	RM 5,500
	Boat Design Booth	RM 4,500	RM 5,000
	Raw Space	RM 520 per sq. m	RM 580 per sq. m

The most affordable conference oriented towards promoting best practices and business/environmental collaboration between EU and Malaysia/Asia companies in the biomass industry!

**Early bird registration and payment must be received by 29 February 2012*

Sponsorship Opportunities

- The EU-Asia Biomass Best Practices & Business Partnering Conference 2012 as a platform **to promote corporate visibility.**
- A part of **corporate social responsibility (CSR)** initiatives to address global climate change issues, sustainable development, renewable energy, waste to wealth.
- Enjoy **co-branding opportunities** with Biomass-SP via its website, backdrop, buntings, promotional materials and publications i.e. advertisements, brochures, catalogues and newsletters

For further information

T: 603-88848882

F: 603-88848838

E: conference@biomass-sp.net

www.biomass-sp.net

Register your interest to exhibit TODAY to enjoy special rate and submit your Business Matching Profile by 25th December 2011!