

Growing your business overseas

ENVIRON- MENT & WATER



LEADING THE
LOW CARBON
TRANSITION

Hit the world running ^{UK}

UK Trade & Investment

UK Trade & Investment is the government department that helps UK-based companies succeed in the global economy. We also help overseas companies bring their high quality investment to the UK's dynamic economy – acknowledged as Europe's best place from which to succeed in global business.

UK Trade & Investment offers expertise and contacts through its extensive network of specialists in the UK, and in British embassies and other diplomatic offices around the world. We provide companies with the tools they require to be competitive on the world stage.

UK Trade & Investment is in the business of helping companies capitalise on the opportunities in the transition to a global low carbon economy.

www.ukti.gov.uk



INTRODUCTION

IN THIS PERIOD OF GLOBAL ECONOMIC CHALLENGES, THE UK'S ENVIRONMENT & WATER SECTOR HAS MORE REASON THAN MANY TO BE OPTIMISTIC.

Governments around the world, the UK's included, are committed to tackling environmental issues, particularly within the context of addressing climate change and carbon-reduction targets.

They are also keen to reinforce efforts to promote environmental solutions in order to boost business competitiveness and help companies respond to the opportunities that are emerging as economic stimulus packages are put in place and significant slices of public spending are channelled towards green projects.

This is all good news for the UK's environment & water companies, who have a world-class reputation and have the expertise and experience to meet growing demand.

With strong environmental regulation and world class science, research and engineering capability, the UK's environment and water sector is at the forefront of global environmental thinking and is helping international markets solve complex environmental challenges and reach their carbon reduction targets.

In this sector, UK Trade & Investment (UKTI) is committed to helping UK companies explore the many international opportunities that exist and enjoy sustained success in overseas markets.

Operating in 98 markets, last year UKTI assisted 21,800 companies to exploit opportunities in overseas markets.

Our team boasts a network of specialists working in the nine English Regional Development Agencies, the devolved administrations of Scotland, Wales and Northern Ireland and in British embassies and consulates throughout the world.

The global market for environmental goods and services (excluding water) was valued at US\$548 billion in 2004 and is forecast to increase to US\$800 billion by 2015.

The global market for water products and services is worth in excess of US\$300 billion a year.





17,000

The UK has over 17,000 companies active in the environmental goods and services sector, employing some 400,000 people.

ENVIRONMENTAL EXCELLENCE

THE UK'S ENVIRONMENT & WATER SECTOR HAS AN INTERNATIONAL REPUTATION FOR WORLD-LEADING CAPABILITIES AND OUTSTANDING SOLUTIONS AND SERVICES. ITS UNIQUE COMBINATION OF TRADITIONAL INDUSTRIAL EXPERTISE AND SCIENTIFIC EXCELLENCE WITH STRONG INNOVATIVE APPROACHES TO TECHNOLOGY, POLICY AND REGULATION HAVE ENSURED GLOBAL COMPETITIVE ADVANTAGE.

Case study: Dennis Eagle

Dennis Eagle Ltd
Heathcote Way
Heathcote Industrial Estate
Warwick CV34 6TE

www.dennis-eagle.co.uk

Warwick-based Dennis Eagle signed a manufacturing licence agreement to supply its industry-leading refuse collection vehicle body range and bin lifts to India after receiving help from UK Trade & Investment.

Derek Flynn, General Manager – Export, said:

“UK Trade & Investment assisted us in establishing contacts within India. It was also through the organisation’s Export Market Research Scheme that we were successful in determining the significant potential for growth in both waste collection and compaction equipment in India.”

£46 billion

The UK environmental goods and services sector is projected to grow from £25 billion in 2005 to £46 billion by 2015, with estimated exports of £5 billion.

Waste management

The UK has the skills, operational capabilities and technologies to eliminate, reduce, reuse, recycle, treat and dispose of waste products worldwide.

Employing 70,000 people and boasting an annual turnover of £9 billion, the UK's fast-growing waste management sector is particularly renowned for its innovative technological solutions and its expertise in landfill engineering and in design and pollution abatement controls.

Contaminated land remediation

The UK is a world leader in contaminated land remediation (CLR), boasting an extensive range of companies from specialist providers to global multi-disciplinary organisations.

Characterised by considerable remediation, site investigation and geotechnical expertise, as well as strong project management and civil engineering capabilities, this innovative UK sub-sector is renowned for providing legal and insurance solutions relating to liability transfer and is developing new approaches for financing CLR activity.

Air pollution control

UK companies have a wide range of experience in a variety of air pollution-related technology and service groups, including particulate control methods, gaseous control methods, monitoring technology, consultancy and support.

Many of the most innovative products for the reduction or capture of carbon emissions have come out of the UK, which has also developed strong capabilities in the design, development, installation and operation of air pollution control equipment.

A key example of the UK's prominence in this area is its emissions trading scheme, the first of its kind in the world, which placed London at the hub of the international carbon market.

Waste to energy

The UK has a thriving and innovative waste to energy sub-sector, having successfully taken advantage of its renewable energy resources; world-leading expertise derived from traditional strengths in the waste management, oil, gas and marine industries; and investment-generating national policies and programmes.

The UK boasts competitive energy management expertise and technologies in a wide range of industries and applications, helping clients improve energy efficiency and reduce costs.

Environmental monitoring and instrumentation

Building on existing expertise in measurement and communication technology, the UK is a world-class provider in the field of environmental consultancy, greenhouse gas abatement markets, laboratory analysis and environmental and emissions monitoring and instrumentation equipment.

Water: resource management, supply, reform, wastewater collection and treatment

The UK is at the global forefront of the water sub-sector, embracing a wide range of companies from large professional utilities to the manufacturing and service firms that support them. Employing world-leading engineering, technological and managerial talent, the UK-based water industry has an excellent reputation in overseas markets.

The UK regulatory framework has driven an efficient, innovative industry which can operate to the highest levels of environmental protection, quality maintenance and customer protection. It also has considerable experience of working in partnership with Government, something which is prized around the world.

£3 billion

The UK water industry comprises over 500 companies, employs around 80,000 people and generates over £3 billion of overseas business each year.

Case study: EcoSecurities

1st Floor, Park Central
40/41 Park End Street
Oxford OX1 1JD

www.ecosecurities.com

In 2008, Oxford company EcoSecurities secured a contract to deliver a pioneering Clean Development Mechanism (CDM) project to the Navi Mumbai Municipal Corporation (NMMC) in India. The project will capture landfill gas and generate carbon credits and revenue for the NMMC.

UK Trade & Investment played a vital role in various stages of the project. After floating the idea of such a project with the NMMC, it identified possible UK companies to execute it, including EcoSecurities, and brought them on a seminar mission to Mumbai, introducing them to key contacts. It also hosted NMMC decision makers on an inward mission to the UK, showcasing similar projects.

0%

The UK is rapidly becoming a global hub for world-class low carbon solutions. Within the environment and water sector, the UK offers knowledge, technology and experience to bring about incremental and sizeable reductions in carbon emissions – a low carbon consultancy on a big scale. With a progressive business and policy environment that fosters carbon reduction, the UK is designing and developing the solutions that will increasingly prove valuable to international partners looking to reduce and manage their own emissions.

12.5

The UK is on track to exceed its commitment to the Kyoto Protocol to reduce greenhouse gas emissions by 12.5 per cent over the period 2008–2012.

UK
KNOW
HOW

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HOW UK TRADE & INVESTMENT CAN HELP

WHETHER YOU ARE VENTURING INTO SELLING OVERSEAS FOR THE FIRST TIME, OR ARE AN EXPERIENCED EXPORTER TRYING TO BREAK INTO NEW MARKETS, UK TRADE & INVESTMENT OFFERS A RANGE OF TRADE SUPPORT SERVICES THAT CAN HELP MAKE GROWING YOUR BUSINESS INTERNATIONALLY AS EASY AS DOING BUSINESS IN THE UK.

Case study: Microbac Ltd

Unit 30C Werdohl Business Park
Number One Industrial Estate
Consett
County Durham DH8 6TJ
www.microbac.co.uk

After going on several UK Trade & Investment-supported visits to China, Consett-based Microbac selected Yiyang Rubber and Plastic Machinery Group Co Ltd based in Hunan Province, as their partner in a joint venture to manufacture and market their wastewater treatment plants for the rapidly growing Chinese environmental protection market.

Future work that will be carried out by the joint venture includes the remediation of contaminated land and groundwaters in China, using Microbac's technology.



£500m

£500 million was invested in private UK environmental companies between 2000 and 2005 and over £1 billion in clean technologies.

If you are a new or novice exporter, our representatives at your regional UK Trade & Investment office can help you prepare for trading overseas through an assessment and skills-based programme.

Working in partnership with our overseas network of offices, we can also provide budding and established exporters with tailored packages of support in the form of local market research, covering cultural, political and business issues, and access to key contacts.

A good way of promoting your expertise to international buyers and meeting useful contacts is attending UK Trade & Investment-supported trade shows and exhibitions in your sector. UK Trade & Investment regularly brings over overseas buyers to meet UK companies at these events.

Visiting target markets is often an invaluable way of securing international business. UK Trade & Investment outward missions provide an opportunity for you to showcase your strengths and capabilities to an overseas audience and promote your expertise in one-to-one meetings with local buyers.

In addition, we can provide you with market and sector information that we disseminate through various publications and directories and the sectors pages of the UK Trade & Investment website, www.ukti.gov.uk

The UK is ranked in the top five for environmental performance, according to a global study* which highlights the significant resources and effort it commits to environmental protection.

* *Global Environmental Markets and the UK Environmental Industry – Opportunities to 2010 (URN: 02/534)*

Case study: Listers Geotechnical Consultants

Slapton Hill Barn, Blakesley Road
Slapton, Towcester
Northants NN12 8QD

www.listersgeotechnics.com

Listers Geotechnical Consultants, a Northamptonshire firm which offers ground investigations, contaminated land and subsidence surveys, and geo-environmental reports, found a partner and opened an office in Portugal after using the services of UK Trade & Investment.

Managing Director Dr Mark Cowley said: "Without the help and support of UK Trade & Investment, we could not have progressed the project. Their work has resulted in us employing a Portuguese engineer to run our office in Estoril and we now intend to expand our Portuguese client base."

MARKETS OF OPPORTUNITY

Countries/regions offering the best prospects for UK environment & water companies

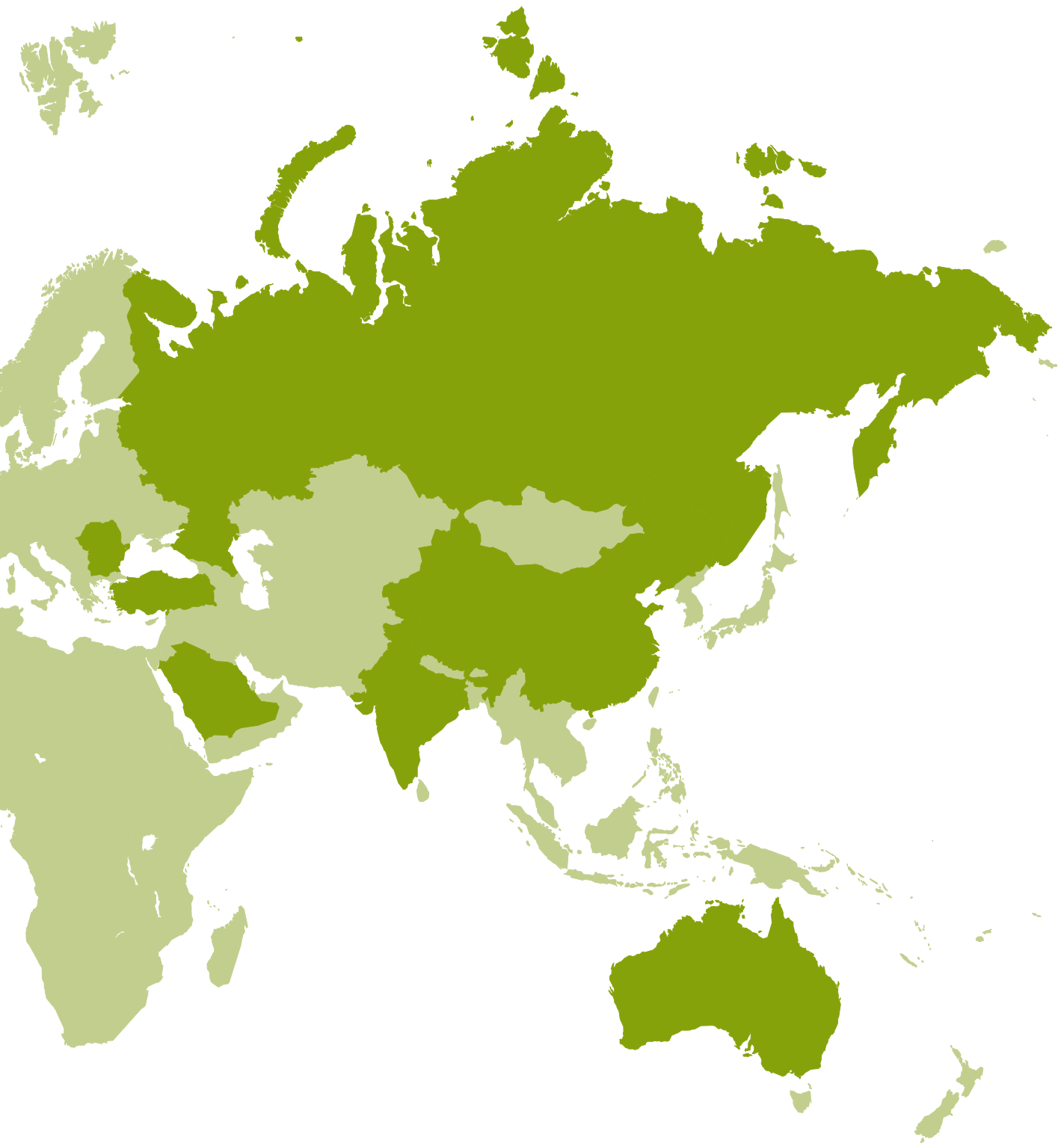
**Africa, Middle East
Central/South America
Andean Sth. America
Brazil
Saudi Arabia**

**North America
and Australia
Australia
USA**

**Europe
Bulgaria
Portugal
Romania
Russia
Turkey**

India and China

UK TRADE & INVESTMENT VIEWS THE FOLLOWING OVERSEAS MARKETS AS OFFERING THE BEST PROSPECTS FOR UK ENVIRONMENT & WATER COMPANIES:



KEY PARTNERS

UK TRADE & INVESTMENT'S ENVIRONMENT & WATER TEAM WORKS CLOSELY WITH THE FOLLOWING ORGANISATIONS IN THIS SECTOR:

British Water

Trade association for the UK water industry supply chain.

www.britishwater.co.uk

Chartered Institution of Water and Environmental Management (CIWEM)

Leading professional and examining body for scientists, engineers, other environmental professionals, students and those committed to the sustainable management and development of water and the environment.

www.ciwem.org

Society of British Water & Wastewater Industries

Represents the interests of UK manufacturers, contractors, consultants, distributors and others supplying the water and wastewater industry.

www.sbwwi.co.uk

Chartered Institution of Wastes Management

The UK's leading professional body for waste and resource management.

www.ciwm.co.uk

CL:AIRE

Established to stimulate the regeneration of contaminated land in the UK.

www.claire.co.uk

Environmental Services Association (ESA)

Represents the UK's waste management and secondary resources industry.

www.esauk.org

GAMBICA

Representing the interests of UK companies in the instrumentation, control, automation and laboratory technology industry.

www.gambica.co.uk

Pipeline Industries Guild

Provides opportunities for industry members to exchange technical and marketing information and meet socially.

www.pipeguild.co.uk

Environmental Industries Commission (EIC)

The lead trade association for the UK environmental technology and services sector.

www.eic-uk.co.uk

Environmental Sustainability Knowledge Transfer Network

Aims to improve the competitiveness of UK environmental industries in key priority areas.

www.esktn.org.uk

UK Forum for Environmental Industries (UKFEI)

A national voice for the environmental industries sector in the UK.

www.ukfei.co.uk

British Expertise

Leading private-sector organisation for the promotion of professional services from the UK.

www.britishexpertise.org

CONTACT US

Environment & Water Team

UK Trade & Investment
Kingsgate House
66–74 Victoria Street
London SW1E 6SW

North America and Australia –
Mike Goodwin
Tel: +44 (0)20 7215 8028
Email: mike.goodwin@ukti.gsi.gov.uk

Asia –
Ricky Belgrave
Tel: +44 (0)20 7215 4750
Email: ricky.belgrave@ukti.gsi.gov.uk

Africa, Middle East,
Central/South America –
Garry Poole
Tel: +44 (0)20 7215 4650
Email: garry.poole@ukti.gsi.gov.uk

Europe –
David Connolly
Tel: +44 (0)20 7215 4281
Email: david.connolly@ukti.gsi.gov.uk

Environment International
Business Specialist (Worldwide) –
Craig Sillars
Tel: +44 (0)7747 622 215
Email: craig@sillarsconsulting.co.uk

www.ukti.gov.uk

Solutions for Business

Funded by
UK government

A range of UK Government support is available from a portfolio of initiatives called Solutions for Business. The “solutions” are available to qualifying businesses, and cover everything from investment and grants through to specialist advice, collaborations and partnerships.

UK Trade & Investment is the government organisation that helps UK-based companies succeed in the global economy, and is responsible for the delivery of the two SfB products “Developing Your International Trade Potential” and “Accessing International Markets”.

We also help overseas companies bring their high-quality investment to the UK’s dynamic economy – acknowledged as Europe’s best place from which to succeed in global business.

UK Trade & Investment offers expertise and contacts through its extensive network of specialists in the UK, and in British embassies and other diplomatic offices around the world. We provide companies with the tools they require to be competitive on the world stage.

For further information please visit www.ukti.gov.uk or telephone +44 (0)20 7215 8000.

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Published September 2010 by UK Trade & Investment
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URN 10/1136

