

WHERE EUROPE'S TOP FLEET OWNERS & NGV EXECUTIVES MEET TO NETWORK, LEARN & DO BUSINESS

SAVE €300 register by June 29th

Natural Gas Vehicle Summit

Conference & Exhibition

October 24-25, Radisson Blu Hotel, Brussels

Meet & Hear from Europe's Top Fleet Operators!

How to Create a Profitable & Sustainable Market for Natural Gas Vehicles in Europe EXPERT SPEAKER LINE UP INCLUDES:



Philip Lowe,
Director General
for Energy,
European
Commission



Sergey Komlev, Head of Contract Structuring and Price Formation Directorate, Gazprom Export



Machiel Roelofson, Vice President, Rotra Forwarding



Peter Harris, Director of Sustainability, UPS

- Fleets, Fleets: Meet, hear from and do business with over 100 of Europe's top private & public fleet owners looking to make the switch to NGV's!
- Partnerships & Alliances: How to form public and private partnerships with multi industry stakeholders for successful project development
- Infrastructure Business Models: Discover the full array of NGV business models and learn how to develop profitable and sustainable infrastructure
- LNG for the HDV Market: How to leverage the latest breakthroughs in LNG vehicle technology and infrastructure to profit from this growing market
- Policy and Regulation: How to create an attractive policy framework to foster growth and investment for Natural Gas Vehicle's in Europe

100+ Top Fleet Operators in Attendance

- This is your un-missable opportunity to meet, hear from and do business with over 100 of Europe's leading fleet operators looking to make the switch to NGV.
- > Fleets already confirmed include: Vos Logistics, Rotra Forwarding, Coca Cola, UPS, Bayer, Simon Loos Logistics, Wezenberg Logistics, BSR and the City of Stockholm.
- > This will be the first event in Europe to bridge the gap between the NGV industry and fleet operators, putting you in direct contact with your core customers.

Open now to view the program, speaker line-up & much more!

THE VERY BEST EXPERT SPEAKERS:

Fleet Speakers



















Industry Speakers



















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THE TIME IS NOW THE OPPORTUNTITY IS HERE: NGV EUROPE 2012

The devastating consequences of Europe's reliance on oil are beginning to resonate with fleet operators, policy makers and consumers, fuelling a revolution in thinking about the transition to more secure, environmentally friendly and economically sustainable transportation options. Gas Producers, Utilities, OEM's and Policy makers are coming together in order to work collaboratively to promote the development of natural gas vehicles & infrastructure development throughout Europe. The momentum is palpable.

"The market share of methane (CNG, LNG and biomethane) powered vehicles will grow from 0,4%, where it stands today, to 5% in 2020, 9% in 2030 and 16% -20% by 2050" NGVA Europe

An ever-more visible chorus of progressive government and business leaders are embracing NGVs. Current public and private NGV fleet operators are buying additional vehicles and stations, and new fleets – including leading national accounts – are joining the trend (such as Coca Cola & UPS).

However what's clear is that major challenges remain before NGV's reach their full potential and central to that is the development of sufficient infrastructure to support market growth and demand. As well as designing & manufacturing specific OEM NGV solutions and effectively engaging and marketing these products to consumers.

In order to accelerate the market development of NGV's in Europe key stakeholders need to work in partnership with groups across the value chain and most importantly with key fleet customers in order to understand the demands and challenges of their key customers, market the benefits of NGV effectively, plan infrastructure development, engage OEM's, work with key technology suppliers and win local and European wide incentives and support, to create a favourable environment for NGV market growth.

How to Overcome the Chicken or the Egg

Recognising this demand we have created this event with one clear aim, to facilitate the creation of key partnerships between some of Europe's top fleet companies looking to make the switch to NGV with leading executives from across the NGV value chain.

Whether you are a utility, producer, OEM, engine manufacturer, infrastructure or service provider there are potential projects and clients out there just waiting to be won right now! The benefit of attending this event is clear... it will provide you with the opportunity to meet with the decision makers behind these projects from right across Europe. Over 100 top fleet operators will be in attendance (from major EU accounts) who are looking to make the switch to NGV. They will be coming thirsty for information and looking to form strategic partnerships to help them make the switch effectively to vehicles fuelled by Natural Gas.

What's more there will also be a huge number of senior level delegates from right across the NGV stakeholder chain, meaning you're guaranteed to meet all your potential clients and identify opportunities to be involved with the most important and profitable NGV projects taking place right now in Europe!

This summit will be the first of its kind to focus on bringing together large numbers of fleet owners with major stakeholders from across the NGV value chain including:

- > Top Fleet Owners
- > Leading Gas Producers
- > Major Utilities
- > Vehicle & Engine Manufacturers
- > Gasoline /Natural Gas Retailers
- > Local and Regional Government Representatives
- > Investors
- > Industry Associations

Our line up of world leading speakers (which includes Europe's top NGV fleet operators) will guide you through your most pressing NGV challenges:

- > Fleets, Fleets, Fleets: Meet, Hear from and do business with over 100 of Europe's top private & public fleet owners looking to make the switch to NGV's!
- > Partnerships & Alliances: How to form public and private partnerships with multi industry stakeholders for successful project development
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The technology is here, the benefits of NGV are clear, fleets are increasingly looking to make the switch, quite simply the opportunity is palpable! Ensure you don't miss out on the chance to drive your business and the NGV industry in Europe forward, secure your seat now for the Natural Gas Vehicle conference of 2012....

DON'T WAIT – RESERVE YOUR PLACE TODAY!

Tickets are offered on a first come first serve basis, and this event WILL sell out! Make sure you book your ticket early to avoid disappointment and to take advantage of exclusive early booking discounts.

Check out the registration form at the back

EUROPE'S MOST PIONEERING FLEET OPERATORS SHARING THEIR NGV EXPERIENCE

This event is building on the huge success of its sister conference the, NGV Infrastructure Conference & Exhibition USA which was attended by over 400 senior level attendees in its first year! And featured a speaking line up that included many of the most powerful CEO's in the North American Natural Gas industry including:

Steve Farris, *CEO*.

Apache Corporation

John Somerhalder II,

CEO.

AGL Resources

Ron Jibson,

CEO,

Questar Corporation

Michael W. Allam,

CEO, Southern California Gas Company (SoCalGas

As well as leading speakers from the likes of **Pepsico**, **Fritolay**, **UPS**, **Dillon Transport**, **Chesapeake Energy**, **Pioneer Natural Resources**, **Peterbilt**, **Freightliner and Encana Coporation**.

Fleets already 100% confirmed to attend the conference include:























We're taking the same principles and quality of speakers and attendees that we applied to that conference to Europe this October such as a clear focus on market development and heavy involvement from top fleet owners, as well as fostering the creation of key partnerships and involving senior level decision makers from across the value chain, to guarantee you clear ROI on attendance.

Don't just take my word for it here's a few testimonials to give you a taster of what to expect in October:

"It was a pleasure to attend and participate in last week's conference. Thank you for all your efforts in putting together a top-notch group of panellists and attendees"

Chesapeake Energy

"Thanks again for a great conference. Have heard lots of comments from people who did not go – that they had all heard that it was really great."

Southern Natural Gas

THE WORLDS LEADING NGV SPEAKERS

We've assembled an enviable list of world leading speakers to help address your most burgeoning NGV challenges. Our line up includes many of the top NGV fleet operators in Europe sharing their unique experience with CNG, LNG & Biomethane for the very first time! This simply is business intelligence you won't be able get any where else.

SPEAKERS INCLUDE:



Philip Lowe,
Director General for Energy,
European Commission



Darren O'Donnell,
Logistics Asset Manager,
Coca Cola



Peter Harris, *Director of*Sustainability, UPS



Lutz Hansen, *Lead Buyer Fleet Management*, **Bayer**



Speaker to be Confirmed, Vos Logisitcs



Machiel Roelofsen, *Vice President*, Rotra Forwarding



Wim Roks, *Fleet Manger*, **Simon Loos logistics**



Roger Verkley, *Fleet Manager*, **Wezenberg logistics**



Sergey Komlev, Head of Contract Structuring and Price Formation Directorate, Gazprom Export



Quentin Ragedtly, *Chief operating Office*, **GNVERT** (GDF Suez)



Olaf Rumberg, *Managing Director*, **E.on Gasmobil**



Alessandro Mortali, Senior Vice President Heavy Range, IVECO



Timm Kehler, Managing Director, German NGV Association (CEO, Erdgas Mobil)



Eugene Pronin, Director.
Gasification& Use of Gas
Directorate, Gazprom Export
(President, Russian NGV
Association)



Antonio Tricas Aizpún, Administrator, **European Commission**, *Directorate General for Mobility & Transport*



Manuel Lage, *General Manager*, **NGVA Europe**



Jeffrey Seisler, *CEO*, Clean Fuels Consulting



Doug Leaf, Commercial Development Manager, Gasrec



Lennart Pilskog, *Director of Public Affairs*, **Volvo**



Renate Lemke, Fleet Manager, BSR (Berlin Waste Management)



Jonas Ericson, *Project Coordinator* – Clean Vehicles, City of Stockholm



Peter Speers,
Executive Director,
CENEX

For the full expert speaker line up visit the website www.ngvevent.com/eu

How to Develop Profitable & Sustainable Natural Gas Vehicle Infrastructure

Fleet Case Studies

CNG

The Role of CNG in Bayer's "Eco-Fleet" CO2 Reduction Initiative

- Understand why Bayer chose CNG as key fuel to incorporate as part of their "Eco – Fleet" CO2 Reduction Initiative
- Hear about their strategic partnership with E.on GasMobil to set up their own supporting refuelling infrastructure
- Hear the benefits and drawbacks they have seen through CNG with key info on emission reductions, cost reductions, vehicle maintenance and operability

Lutz Hansen, Lead Buyer Fleet Management, Bayer

How Cities Can Contribute to a Market Development of Clean Vehicles – An Example From Stockholm

- Evaluate the benefits of implementing an effective policy strategy for clean vehicles in your city
- Understand the cost and related costs of a clean vehicle strategy such as national and local incentives, infrastructure and vehicle investments
- Identify the key stakeholders that you need to involve with your clean vehicle program to guarantee success

Jonas Ericson, *Project Coordinator - Clean Vehicles*, **City of Stockholm**

Biomethane

UPS Expands its Fleet to Incorporate Biomethane Vehicles

- Hear about UPS' introduction of Biomethane vehicle's as part of London 2012 with a view to foster wider adoption across their UK operations
- Learn about their efforts to work in partnership with EU and national governments to accelerate the uptake of the technology
- Understand how UPS are working with key suppliers to overcome the major challenge of bio methane fuel supply to create a truly sustainable supply chain

Peter Harris, Director of Sustainability, UPS

Coca Cola Puts the Fizz Into Bio Methane Trucks

- Hear about Coca Cola's decision to investment in 14 bio methane powered trucks following a successful 14 month trial
- Get the inside scoop on key performance data and updated results from the trail to date such as the environmental and emission benefits
- Understand the total cost of ownership figures taking into account vehicle, infrastructure and fuel costs

Darren O'Donnell, *Logistics Asset Manager*, Coca Cola Enterprises Ltd

The Biogas Fleet of the BSR (Berlin Waste Management)

- Uncover the secret to BSR's successful strategy to fuel their fleet through biogas
- Hear key technical performance data such as average consumption per 100KM, additional investment required compared to Diesel and additional repair and maintenance compared to Diesel
- Learn how BSR have invested in and developed their own biogas production facilities to supply sustainable fuel to their fleets

Renate Lemke, *Head of Department Logistics, Data Processing, Project Management,* BSR
(Berlin Waste Management)

LNG

Vos Logistics – Opening Up the Market for LNG Transportation in the Netherlands

- Uncover the successful partnership between Vos Logistics, Mercedes-Benz Nederland, LNG Europe, Van Gansewinkel and Indox CryoEnergy Spain to design and construct the first LNG filling station in the Netherlands
- Hear exclusive up to date LNG performance data such as range, emissions, cost, operability and maintainability
- Learn what the next steps are for LNG at Vos Logistics and the Netherlands with plans to invest heavily in new vehicles and supporting infrastructure

(Exact Speaker to be Confirmed) - Vos Logistics

Rotra Forwarding – Results From an Extensive Trial Period With LNG Truck

- Understand the role Rotra sees LNG playing in their long terms sustainability policy
- Hear about their partnership with Scania to develop an LNG fuelled truck and the latest developments on the project
- Hear key performance data from their extensive LNG trial and how the results have an will impact their business strategy moving forwards

Machiel Roelofsen, *Vice President,* **Rotra Forwarding**

LNG as a Fuel for Supermarket Distribution – Simon Loos Case Study

- Hear about Simon Loos decision to incorporate 30 LNG Econic, environmentally friendly, low-floor transport vehicle's for municipal transportation, consolidation and short-radius distribution applications.
- Learn about the benefits Simon Loos is seeing with this model such as noise, emission and cost savings
- Hear about next steps to help accelerate the roll out of LNG fuelled trucks in the Netherlands

Wim Roks, Fleet Manager, Simon Loos Logistics

NGV Fleet Integration Strategies

How to Successfully Integrate and Deploy Natural Gas Vehicle's & Supporting Infrastructure

- Key tools to analyse the annual ownership cost and carbon emission savings of NGV compared to any equivalent fleet vehicles
- How to evaluate the infrastructure costs, requirements, maintenance and operational / installation considerations for NGV projects
- Hear key findings from a host of alternative fuel fleet deployments to uncover a successful strategy for rolling out an NGV fleet

Peter Speers, Executive Director, CENEX

Policy

The Role of Natural Gas as a Fuel in the Future of European Transportation

- Discover the role the EU sees Natural Gas (CNG, LNG, Bio methane) playing in the future of European Transportation
- Understand the impact incoming legislation such as the Euro 6 & CTS initiatives will have on the NGV market in Europe
- Hear what market stimuli are being proposed to help foster the acceleration of market growth for vehicles and supporting infrastructure

Philip Lowe, *Director General for Energy,* **European Commission**

Creating an Attractive Policy Framework to Help Foster the Growth of the NGV Market

 Key hurdles to address in order to create an attractive policy framework For NGV in Europe

Antonio Tricas Aizpún, *Administrator*, **European Commission**, *Directorate General for Mobility & Transport*

NGV Infrastructure US Market Report

Available now to purchase as part of your conference ticket (see registration page for more info)

This report includes the following analysis:

- NGV Infrastructure business models:
 Discover the most effective strategy for your business
- 9 market leading case studies: Lessons learnt and strategic insights from utilities, producers, OEMs and end users pioneering NGV infrastructure
- Partnerships and Alliances: Discover how to develop successful public and private partnerships with multiple industry stakeholders to ensure your projects succeed
- NGVI Market Drivers: Understand the future prospects for natural gas in America to develop a successful strategy

How to Develop Profitable & Sustainable Natural Gas Vehicle Infrastructure

Business Models For Market Growth

NGV Market Development Business Models:

Creating a profitable & sustainable market for NGV requires strong consumer engagement to win and secure fleet customers. Which in turn will help accelerate additional investment in supporting infrastructure and factory built OEM solutions.

In these exciting sessions NGV pioneers from across Europe share their winning business strategies that stimulate investment in infrastructure and open up the market for fleet customers in their region

Opening up the Consumer Market for CNG – The German Example

- Learn how to identify the most profitable key target markets & customers for CNG
- Uncover the tools and processes Erdgas
 Mobil use to engage and convert these key
 customers over to CNG
- Discover how to create a successful marketing strategy that will help you secure fleet contracts and increase demand

Timm Kehler, CEO, Erdgas Mobil

CNG & LNG Market Development – The View From France

- Hear about the successful partnership between GNVERT, IVECO & Transport P Mendy to open up the market for LNG transportation in France
- Discover how you could emulate a similar trial and partnership in your region to help foster the development of LNG
- Evaluate the strategies employed by GNVERT to drive consumer demand (both individual & business) for CNG and their key plans for future growth

Quentin Ragedtly, *Chief Operating Officer*, **GNVERT (GDF Suez)**

The Netherlands – A Hot Bed of NGV Market Development

- Updates from the Netherlands on the latest developments in the CNG, Bio Methane & LNG market
- Hear how the Netherlands is working to help foster the development of LNG in the heavy duty trucking sector and the strategies they employ to fuel consumer demand
- Learn how companies are engaging with fleets and working in strategic partnership with multi stakeholders to grow the market for NGV

Pelle Schlichting, Chairman, Groengas Mobiel

Partnerships & Strategic Alliances

Cross-Industry Alliances to Boost Sustainable Market Development:

Industry leaders discuss how to create a workable and mutually beneficial business model for NGV partnerships, which are critical to the successful deployment of NGV projects

- Use results from major NGV projects from across Europe to identify who you should and could align yourself with for your project
- Learn how to forge successful partnerships to maintain business momentum and leverage financial support
- Hear case studies from successful NGV partnerships and take away a winning strategy to employ in your project

Manuel Lage, General Manager, NGV Europe
Olaf Rumberg, Managing Director, E.on Gas Mobil
Eugene Pronin, Director at the Directorate for
Gasification & Use of Gas, Gazprom (President, NGV)

Corinne Berthelot, *Chairman*, French Association for Natural Gas Vehicles

Marketing & Communication

Understand Consumer Requirements in Order to Determine Which Key Factors Will Boost User Adoption

The NGV industry is dependent on the support and participation of one key stakeholder group – the enduser. In this exciting session, hear from a host of early adopters with experience with incorporating CNG, Biomethane and LNG into their fleets and discover:

- Understand how to address key user concerns such as range anxiety, pricing, Cost, safety, familiarity with technology etc. to win them over
- Differentiate the core needs of commercial fleets and passenger cars users to provide relevant and customized services for each category
- Discover how to optimize the accessibility of your fuelling stations in order to boost user adoption
- Learn what it takes to win an anchor fleet for your project!

A Host of Leading Fleet Speakers Share Their Perspectives

Market for Market Comparison – An International Perspective on NGV Marketing Business Models

- Benchmark your strategies: Evaluate and analyse how international markets in (South America, USA & Asia) have developed their market for NGV
- The most successful and innovative communication and marketing strategies employed globally to increase consumer demand and secure fleet conversions
- An overview of successful cross industry partnerships & alliances from around the world that are helping to open up key markets for NGV (such home refuelling & LNG)

Jeff Seisler, CEO, Clean Fuels Consulting

OEM Focus

Automaker Strategy the OEM's perspective - Foundations for NGV Growth

Involving and inspiring the mainstream OEM's to take NGV's seriously is critical to wide spread consumer adoption, and therefore the acceleration of both vehicles and infrastructure.

- Hear how the collaboration between gas distributors and OEMs can be improved to develop a pan-European infrastructure
- Hear exclusive insight into the latest OEM vehicle offerings (from both the EU and abroad) with a special focus on LNG vehicles for the HDV market
- Discover the impact of legislation such as Euro 6 on the fading out of NGV retrofits and the increasingly important role of off the floor OEM vehicle offerings
- Hear from the leading OEM's themselves on their NGV market strategies over the next 2-3 years, how that could impact your own business model and opportunities to partner

Lennart Pilskog, *Manager Public Affairs*, **Volvo Trucks**

Additional Speaker to be Confirmed

Strategic Markets

LNG as a Transportation Fuel in the Heavy Duty Trucking Market

- Hear why the Heavy Duty Trucking sector is set to largest consumer of LNG
- Learn what Gazprom Export is doing to help foster the development of this key market in Europe
- The main challenges that need to be addressed in order to open the way for LNG as a main fuel for HDV transportation

Sergey Komlev, *Head of Contract Structuring* and *Price Formation*, **Gazprom Export**

Creating a Profitable & Sustainable Market for Liquid Bio Methane (LBM) in Europe

- Discover the opportunity for Liquid Bio Methane as transportation fuel in Europe and the main challenges that need to addressed to accelerate market development
- Hear exclusive updates on successful LBM deployments in fleets including John Lewis & Sainsbury's (major retail chains)
- Evaluate the role LBM will play in the future of NGV's in Europe and the impact of regulation such as Euro 6 on the growth of the LBM market

Doug Leaf, Commercial Development Manager,
Gasrec

EXHIBITION AND SPONSORSHIP OPPORTUNITIES FOR 2012

The Natural Gas Vehicle Conference & Exhibition Europe provides you with a unmissable opportunity to showcase your products and solutions to a host of key potential clients with real spending power.

We're attracting an attendance list that includes over 100 of some of Europe's top fleet operators who are looking at purchasing NGV solutions (CNG, LNG & Biomethane) for their fleets. We're bringing these core customers right to you saving you both valuable time and money!

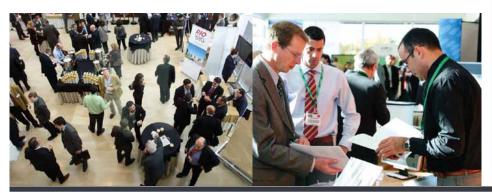
Not only that but you'll also have the chance to meet with a whole host of senior level decision makers from right across the NGV value chain including:

- Leading Gas Producers
- Leading Gas Utilities
- National Gasoline / Natural Gas Retailers
- Fleet Owners / Managers (Heavy, Medium and Light Duty)
- 0EM's

So whichever key segment you sell solutions to you can guarantee they'll be in attendance.

We have a strong track record already on delivering exceptional business development opportunities to sponsors and exhibitors at our NGV events globally. Our NGV USA conference for example which took place earlier this year in Houston had a completely sold out exhibition. With each sponsor vying for an opportunity to meet and do business with our enviable list of over 400 attendees which included some of the most powerful people in the North American NGV industry.





HERE'S A FEW TESTIMONIALS FROM THE US CONFERENCE:

"It was a pleasure to attend and participate in last week's conference. Thank you for all your efforts in putting together a top-notch group of panellists and attendees"

Chesapeake Energy

"Thanks again for a great conference. Have heard lots of comments from people who did not go - that they had allheard that it was really great."

Southern Natural Gas

"Great conference! Valuable info!" BHP Billiton

"Just got back from Houston.
I thought the conference was
excellent and all the key players
were present. I learned a lot."
Clean Fuel Connection, Inc.

"Congratulations on a wellattended and successful event in Houston!" Canadian Natural Gas Vehicle Alliance

Don't miss out on the opportunity to fill your sales pipeline for 2012 and beyond, if you'd like to get your products or services seen by our audience contact us below to discuss our range of bespoke sponsorship & exhibition packages

CALL NOW Joshua Bull +44 (0)20 7375 7227 Or email

josh@fcbusinessintelligence.com

Save €€€ Book As a Group!

For More Information on Group Booking Discounts email josh@fcbusinessintelligence.com

Fleet Registration is FREE!

If your a fleet company operating in the EU, your registration is free of charge! All passes need to be approved by the conference organisers, if you would like to secure a free fleet pass please email <code>josh@fcbusinessintelligence.com</code> now for more information.

ONLINE Secure & simple registration online at <u>www.ngvevent.com/eu</u>

and pass type - we'll do the rest!

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the FC Business Intelligence team on +44 (0)20 7375 7227

Download a brochure at www.ngvevent.com fill it out and fax it

When & Where?

will be obliged to charge you the full fee. NB - you must notify FC Business Intelligence in writing of a cancellation, or we will be obliged to charge you the full fee. The organisers

reserve the right to make changes to the programme without notice. All prices displayed

are exclusive of VAT unless otherwise stated but, VAT will be charged, where applicable, at the prevailing rate on the invoice date and the relevant details will appear on the invoice.

FC Business Intelligence takes every care to ensure that prices quoted are correct at time

of publishing however, bookings will only be accepted if there is no material error in the

price advertised on the website. >> Designed by www.thecreativetree.co.uk <<

The conference hotel is the Radisson Blu Hotel Brussels. We have negotiated and excellent rate for conference attendees - see the website for details.

Pass Type	SUPER EARLYBIRD Expires Jul 29th	EARLYBIRD Expires Aug 3rd	LAST CHANCE Expires Oct 5th	STANDARD
Diamond Pass 2 day conference pass Coffee, networking breaks, lunches & drinks Post-conference access to presentation slides Access to online networker Post-conference access to webcast with full audio Plus a NGV Infrastructure US market report worth €1795.	€1995 □	€2295	€2395	€2495 □
Gold Pass 2 day conference pass Coffee, networking breaks, lunches & drinks Post-conference access to presentation slides Access to online networker Post-conference access to webcast with full audio	€1095 □	€1195	€1295 □	€1395 □
Dilver Pass 2 day conference pass Coffee, networking breaks, lunches & drinks Post-conference access to presentation slides Access to online networker	€995	€1095 □	€1195 □	€1295
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